

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (Q3)

Summary for POST: Madrid

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	12.5	0.0	22.0	0.0	1.13	290 (Enquires)
	from Territory	12.5	0.0	33.3	0.0	1.58	473 (Enquires)
B. Export Promotion Projects and Events		13.5	0.0	8.5	0.0	0.61	41 (Projects/Events)
C. Other Trade Development Activities		9.0	0.0	5.3	0.0	0.39	
D. Promotional Projects		9.0	0.0	13.5	0.0	0.72	13 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.0	0.0	0.0	0.0	0.05	6 (Enquiries)
	from Territory	1.0	0.0	1.0	0.0	0.06	10 (Enquiries)
F. Service to Government	External Affairs	4.0	0.0	0.8	0.0	0.11	7 (Reports)
	IGOs, Provinces, ETC	5.0	0.0	0.5	0.0	0.12	1 (Contacts)
G. Administration	Program Management	10.0	0.0	0.3	0.0	0.21	
	Leave, Professional Dev.	15.0	0.0	6.8	0.0	0.57	
Total TED Program		92.5	0.0	92.0	0.0	5.55	
H. Other Programs		7.5	0.0	7.5	0.0	0.45	

Canadian Business Visitors: 37
Local Business Visitors: 119

Trade Officers: 6
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS