

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1987

UNITED STATES

REGION	UNITED STATES		NUMBER	% OFFICER-TIME CANADA	% OFFICER-TIME LOCAL-ENG	TOTAL-TIME PERCENT
EXPORT ENQUIRIES	FROM CANADA		6200	12.27	20.57	15.36
	FROM TERRITORIES		5593	2.84	15.55	10.70
VISITS TO CLIENTS IN TERRITORY		VISITS		8.45	10.31	7.45
EXPORT PROMOTION PROJECTS & EVENTS		FAIRS	97	3.92	10.20	3.64
		MISSIONS		1.39	0.39	2.37
		OTHER		0.91	0.91	3.70
COMMERCIAL / ECONOMIC INVESTMENT/PROMOTION		COMPLETED		3.77	2.59	2.59
		FROM CANADA			0.37	0.63
		TERRITORIES			2.11	3.21
TECHNOLOGY INFLOW PROGRAMS		ENR'S FRM CANADA	75	1.16	0.53	0.54
		CONNECTIONS ARRANGED	30	0.15	0.67	0.56
PARTICIPATION IN PROG-RELATED EVENTS IN CANADA			47	1.16	1.94	2.35
SERVICE REQUESTS FRM GOV'T SOURCES-DEA		LEFTS	116	2.00	1.74	1.34
		FROM OTHER GOV'T SOURCES	479	2.48	2.16	1.75
		LEFTS	44	0.94	1.37	0.94
ADMINISTRATION		PROGRAM MANAGEMENT & ADMIN		11.34	3.29	7.17
		LEAVE - PROFESSIONAL - DEVELOP		11.81	10.07	6.40
SERVICE TO OTHER MISSION PROGRAMS				1.77	0.56	4.28
TOTALS				99.93	97.43	60.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 1799  
 FROM TERRITORY : 3269

NUMBER OF PENDING APPLICATIONS COMMENTED ON : 336

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 37  
 - LOCALLY-ENGAGED : 43