

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Guatemala

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	10.0	0.	50.0	0.	0.60	165 (Enquires)
	from Territory	15.0	0.	30.0	0.	0.45	120 (Enquires)
B. Export Promotion Projects and Events		0.0	0.	5.0	0.	0.05	1 (Projects/Events)
C. Other Trade Development Activities		0.0	0.	5.0	0.	0.05	
D. Promotional Projects		15.0	0.	5.0	0.	0.20	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.0	0.	0.0	0.	0.03	3 (Enquiries)
	from Territory	0.0	0.	2.0	0.	0.02	5 (Enquiries)
F. Service to Government	External Affairs	5.0	0.	0.0	0.	0.05	3 (Reports)
	OGDs, Provinces, ETC	5.0	0.	0.0	0.	0.05	3 (Contacts)
G. Administration	Program Management	5.0	0.	0.0	0.	0.05	
	Leave, Professional Dev.	0.0	0.	3.0	0.	0.03	
Total TID Program		58.0	0.	100.0	0.	1.58	
H. Other Programs		42.0	0.	0.0	0.	0.42	

Trade Officers: 2

Non-Trade Officers: 0

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