

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 3RD QUARTER OF 1986 (863)

Summary for POST: Philadelphia

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	7.5	0.0	23.3	0.0	0.85	594 (Enquires)
from Territory	12.5	0.0	14.0	0.0	0.67	526 (Enquires)
B. Export Promotion Projects and Events	5.5	0.0	11.3	0.0	0.45	39 (Projects/Events)
C. Other Trade Development Activities	2.5	0.0	2.7	0.0	0.13	
D. Promotional Projects	29.5	0.0	36.0	0.0	1.67	16 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.5	0.0	3.0	0.0	0.10	18 (Enquiries)
from Territory	4.5	0.0	5.3	0.0	0.25	42 (Enquiries)
F. Service to Government						
External Affairs	5.5	0.0	1.3	0.0	0.15	23 (Reports)
OGDs, Provinces, ETC	7.0	0.0	0.7	0.0	0.16	32 (Contacts)
G. Administration						
Program Management	14.0	0.0	0.3	0.0	0.29	
Leave, Professional Dev.	1.0	0.0	0.3	0.0	0.03	
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Total TID Program	90.0	0.0	98.2	0.0	4.75	
H. Other Programs	10.0	0.0	1.7	0.0	0.25	

Canadian Business Visitors: 329  
Local Business Visitors: 137

Trade Officers: 5  
Non-Trade Officers: 0

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

COMMENTS