

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 4TH QUARTER OF 1986 (B64)

Summary for SUB-REGION: UNITED STATES WEST

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	15.1	0.0	28.6	0.0	6.54	3028 (Enquires)
from Territory	8.7	0.0	14.8	0.0	3.50	1690 (Enquires)
B. Export Promotion Projects and Events	11.3	0.0	12.4	0.0	3.46	90 (Projects/Events)
C. Other Trade Development Activities	8.8	0.0	8.3	0.0	2.46	
D. Promotional Projects	10.3	0.0	19.8	0.0	4.51	74 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.5	0.0	0.6	0.0	0.42	63 (Enquiries)
from Territory	12.1	0.0	2.1	0.0	1.91	674 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.0	2.0	0.0	0.97	72 (Reports)
OGDs, Provinces, ETC	4.9	0.0	1.0	0.0	0.80	151 (Contacts)
G. Administration						
Program Management	14.7	0.0	2.3	0.0	2.27	
Leave, Professional Dev.	3.9	0.0	7.9	0.0	1.77	
Total TID Program	97.3	0.0	99.8	0.0	28.61	
H. Other Programs	2.7	0.0	0.3	0.0	0.39	

Canadian Business Visitors: 800  
Local Business Visitors: 1961

Trade Officers: 29

Non-Trade Officers: 0

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

COMMENTS