

exposition that was part of the SME Ministerial held in Ottawa in September drew over 190 exhibitors and 2500 visitors from around the APEC region.

### *Targeting Resources*

- In its second year of operation, the **GO-Team** of "rapid response" trade commissioners continued to exploit new trade opportunities arising from Team Canada missions, trade agreements and changing market conditions. In 1997, GO-Team officers were deployed for up to six months to the Philippines, Korea, Thailand, Chile, China, Israel, Brazil, Argentina and Mexico.
- More trade commissioners were deployed abroad in 1997, with a view to reaching a 70:30 ratio, field to headquarters, by the year 2006. New positions were created in China, Taiwan, Indonesia, Chile, Brazil, India and the United Kingdom. More positions are to be created overseas in 1998.

### *Science and Technology Agreements*

- Existing bilateral **science and technology agreements** (European Union, France, Germany) provide opportunities for collaboration. An agreement was concluded between Canada and the European Atomic Energy Community in March 1998, allowing the Canadian nuclear industry to join forces with European partners on nuclear R&D projects.

### *Measuring Performance*

- A comprehensive "**management by results**" system has been developed for the Trade Commissioner Service (TCS). The system is designed to provide a view of results achieved in addition to helping meet the essential requirement for continuously improving service delivery. The introduction of a comprehensive performance measurement system for the TCS is particularly timely because:
  - increasing demand for TCS services, coupled with a declining government resource base, necessitates a refocussing of priorities and activities
  - senior management requires a comprehensive and reliable source of information to support the strategic planning process for TCS renewal
  - the Auditor General has called for a more detailed accounting of resources devoted to IBD activities and programs

The system being put in place for the TCS is targeting three key objectives:

- accountability for results