

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1997

08/07/20

WORLD TOTALS

		NUMBER	% OFFICER-TIME CANADA	% LOC-ENG	TOTAL-TIME PERSON-STR
A EXPORT ENQUIRIES	FROM CANADA	35054	17.01	27.87	100.95
	FROM TERRITORIES	30277	9.27	18.92	63.45
B VISITS TO CLIENTS IN TERRITORY	VISITS	9879	11.04	10.38	46.10
C EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	421	0.24	4.37	21.65
	MISSIONS	573	6.00	7.91	30.38
	OTHER	740	4.17	2.71	15.91
D COMMERCIAL / ECONOMIC REPORTS COMPLETED		1729	6.07	3.43	21.31
E INVESTMENT/PROMOTION ENQUIRIES		1031	1.69	1.02	6.09
	FROM TERRITORIES	3763	3.35	3.38	13.30
F TECHNOLOGY INFLOW PROGRAM ENG. CONNECTIONS		39	0.74	1.11	4.19
		400	0.92	0.94	3.13
G PARTICIPATION IN PROG-RELATED EVENTS IN CANADA		167	4.18	1.80	13.48
H SERVICE REQUESTS BY GOV'T SOURCES- CONTACTS		3098	4.63	1.29	14.72
	FROM OTHER GOV'T SOURCES- CONTACTS	4601	4.93	3.12	19.29
	- REPORTS	861	1.80	1.31	7.00
I ADMINISTRATION	PROGRAM MANAGEMENT & ADMIN.		9.73	2.38	37.10
	LEAVE, PROFESSIONAL DEVELOP.		3.66	4.88	23.67
J SERVICE TO OTHER MISSION PROGRAMS			3.70	1.79	16.94
***** TOTALS *****			99.91	99.94	447.07

SECTION II

SUMMARY OF PROGRAM

ACTIVITIES

NUMBER OF BUSINESS VISITORS FROM CANADA : 10127

FROM TERRIT : 12079

NUMBER OF PEND APPLICATIONS SUBMITTED ORL : 1134

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 323

- LOCALLY-ENGAGED : 924