

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Washington

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	31.3	0.0	28.5	0.0	1.51	1134 (Enquires)
from Territory	11.0	0.0	11.5	0.0	0.56	1672 (Enquires)
B. Export Promotion Projects and Events	7.3	0.0	23.0	0.0	0.68	71 (Projects/Events)
C. Other Trade Development Activities	7.7	0.0	1.0	0.0	0.25	
D. Promotional Projects	10.3	0.0	13.0	0.0	0.57	27 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.3	0.0	0.0	0.0	0.01	6 (Enquiries)
from Territory	0.3	0.0	3.5	0.0	0.08	69 (Enquiries)
F. Service to Government						
External Affairs	12.3	0.0	4.5	0.0	0.46	46 (Reports)
DGDs,Provinces,ETC	4.3	0.0	4.0	0.0	0.21	39 (Contacts)
G. Administration						
Program Management	8.0	0.0	1.5	0.0	0.27	
Leave,Professional Dev.	6.7	0.0	9.0	0.0	0.38	
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Total TID Program	99.5	0.0	99.5	0.0	4.98	
H. Other Programs	0.3	0.0	0.5	0.0	0.02	

Canadian Business Visitors: 266  
Local Business Visitors: 105

Trade Officers: 5  
Non-Trade Officers: 0

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

COMMENTS