

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 1ST QUARTER OF 1986 (861)

Summary for SUB-REGION: SOUTH AMERICA

| Activity                                | AVERAGE TIME ALLOCATION  |           |                 |           | TOTAL TIME ALLOCATION | WORKLOAD (#) |                       |
|---|--------------------------|-----------|-----------------|-----------|-----------------------|--------------|-----------------------|
|   | CANADA-BASED             |           | LOCALLY-ENGAGED |           |                       |              |                       |
|   | TRADE                    | NON-TRADE | TRADE           | NON-TRADE |                       |              |                       |
| A. Servicing Export Enquiries           |                          |           |                 |           |                       |              |                       |
|   | from Canada              | 24.3      | 0.              | 34.4      | 0.                    | 10.08        | 2978 (Enquiries)      |
|   | from Territory           | 13.9      | 0.              | 20.5      | 0.                    | 5.91         | 1998 (Enquiries)      |
| B. Export Promotion Projects and Events |                          | 7.1       | 0.              | 9.4       | 0.                    | 2.84         | 36 (Projects/Events)  |
| C. Other Trade Development Activities   |                          | 5.3       | 0.              | 8.1       | 0.                    | 2.29         |                       |
| D. Promotional Projects                 |                          | 10.3      | 0.              | 8.6       | 0.                    | 3.20         | 52 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development     |                          |           |                 |           |                       |              |                       |
|   | from Canada              | 0.6       | 0.              | 0.0       | 0.                    | 0.09         | 39 (Enquiries)        |
|   | from Territory           | 0.4       | 0.              | 0.0       | 0.                    | 0.06         | 24 (Enquiries)        |
| F. Service to Government                |                          |           |                 |           |                       |              |                       |
|   | External Affairs         | 14.5      | 0.              | 7.1       | 0.                    | 3.59         | 179 (Reports)         |
|   | OGDs, Provinces, ETC     | 6.6       | 0.              | 6.9       | 0.                    | 2.30         | 172 (Contacts)        |
| G. Administration                       |                          |           |                 |           |                       |              |                       |
|   | Program Management       | 9.8       | 0.              | 0.7       | 0.                    | 1.69         |                       |
|   | Leave, Professional Dev. | 3.2       | 0.              | 2.9       | 0.                    | 1.03         |                       |
| Total TID Program                       |                          | 96.0      | 0.              | 98.6      | 0.                    | 33.08        |                       |
| H. Other Programs                       |                          | 4.1       | 0.              | 1.4       | 0.                    | 0.92         |                       |

Trade Officers: 34

Non-Trade Officers: 0

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