

TRADE TRACKING SYSTEM

88/03/16

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1987

REGION : ASIA PACIFIC

| | NUMBER | % OFFICER-TIME CANADA | LOC-ENG | TOTAL-TIME PERSON-QTR |
|--|---------------|--------------------------|---------|--------------------------|
| A. EXPORT ENQUIRIES | | | | |
| FROM CANADA | : 6898 | 17.92 | 23.04 | 21.02 |
| FROM TERRITORIES | : 10152 | 7.49 | 20.74 | 14.34 |
| B. VISITS TO CLIENTS IN TERRITORY | VISITS : 2636 | 10.00 | 10.54 | 10.57 |
| C. EXPORT PROMOTION PROJECTS & EVENTS | | | | |
| FAIRS | : 77 | 2.54 | 3.00 | 2.85 |
| MISSIONS | : 135 | 8.45 | 11.48 | 10.22 |
| OTHER | : 76 | 3.50 | 3.04 | 3.38 |
| D. COMMERCIAL / ECONOMIC REPORTS COMPLETED | : 353 | 4.73 | 3.04 | 4.03 |
| E. INVESTMENT/PROMOTION ENQUIRIES | | | | |
| FROM CANADA | : 383 | 2.16 | 1.92 | 2.11 |
| FROM TERRITORIES | : 1487 | 3.00 | 4.64 | 3.91 |
| F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA | : 43 | 0.28 | 0.32 | 0.31 |
| CONNECTIONS ARRANGED | : 5 | 0.01 | 0.06 | 0.04 |
| G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA | : 18 | 3.60 | 0.56 | 2.19 |
| H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS | : 726 | 5.96 | 2.94 | 4.63 |
| FROM OTHER GOV'T SOURCES- CONTACTS | : 2131 | 5.66 | 3.34 | 4.67 |
| - REPORTS | : 229 | 2.15 | 0.98 | 1.63 |
| I. ADMINISTRATION: | | | | |
| PROGRAM MANAGEMENT & ADMIN. | : 8.88 | 3.38 | 6.40 | |
| LEAVE, PROFESSIONAL DEVELOP | : 7.81 | 5.44 | 6.86 | |
| J. SERVICE TO OTHER MISSION PROGRAMS | : 5.79 | 1.54 | 3.84 | |
| ***** TOTALS ***** | | 99.93 | 100.00 | 103.00 |

NUMBER OF BUSINESS VISITORS FROM CANADA : 3087
FROM TERRIT : 3887

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 225

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 53
- LOCALLY-ENGAGED : 50