

SELECTED POST WORKLOAD TOTALS AND RESULTS
 FY 86/87

APRIL 1986 - MARCH 1987

	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RPTS TO OTT	BUS REF'T \$MN	AGENCY APPT'D
<u>UNITED STATES WEST</u>							
CHICAGO (6.00 FY)							
FY/qtr							
86/1	396	154	214	36	40	0.2	2
86/2	269	112	308	12	3	0.1	0
86/3	253	80	74	14	2	0.1	1
86/4	167	67	509	23	4	0	1
* Post Total *	1085	413	1105	85	49	0.4	4
CLEVELAND (4.80 FY)							
FY/qtr							
86/1	960	7	61	19	84	5.4	4
86/2	885	0	92	12	58	14.9	2
86/3	1014	136	34	15	69	0.9	3
* Post Total *	2859	143	187	46	211	21.2	9
DETROIT (6.97 FY)							
FY/qtr							
86/1	473	178	23	7	3	28.7	7
86/2	565	113	40	12	6	17.9	2
86/3	634	264	81	27	14	16.1	5
86/4	734	129	68	17	16	40.1	11
* Post Total *	2406	684	212	63	39	102.8	25
LOS ANGELES (6.65 FY)							
FY/qtr							
86/1	324	133	105	0	17	0	0
86/2	627	78	184	0	0	17.9	2
86/3	438	219	176	9	12	14.1	2
86/4	747	196	173	1	5	1.9	0
* Post Total *	2136	626	638	10	34	33.9	4
SAN FRANCISCO (5.00 FY)							
FY/qtr							
86/1	126	114	46	3	15	26.7	0
86/2	189	84	21	3	24	0	5
86/3	223	130	11	8	7	0.6	7
86/4	433	155	28	9	18	12.2	7
* Post Total *	971	483	106	23	64	39.5	19