

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 3RD QUARTER OF 1996 (Q3)

Summary for POST: Los Angeles

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
	from Canada	4.8	0.0	28.0	0.0	1.03 (Enquires)
	from Territory	6.0	0.0	5.3	0.0	209 (Enquires)
B. Export Promotion Projects and Events		12.5	0.0	25.3	0.0	1.26 8 (Projects/Events)
C. Other Trade Development Activities		9.0	0.0	11.0	0.0	0.69
D. Promotional Projects		3.8	0.0	14.0	0.0	0.57 9 (Fairs/Miss/Cont.)
E. Servicing Investment Development						
	from Canada	10.3	0.0	0.3	0.0	0.42 68 (Enquiries)
	from Territory	21.3	0.0	0.3	0.0	0.06 176 (Enquiries)
F. Service to Government						
	External Affairs	8.5	0.0	1.3	0.0	0.38 12 (Reports)
	OGDs, Provinces, ETC	4.5	0.0	4.7	0.0	0.32 4 (Contacts)
G. Administration						
	Program Management	10.0	0.0	4.0	0.0	0.52
	Leave, Professional Dev.	0.0	0.0	5.7	0.0	0.20
Total TID Program		91.5	0.0	99.9	0.0	6.65
H. Other Programs		8.8	0.0	0.0	0.0	0.35

Canadian Business Visitors: 219  
Local Business Visitors: 31

Trade Officers: 7  
Non-Trade Officers: 0

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

COMMENTS