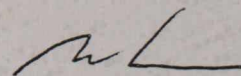


Soon after my return to DEA as DMT, I was pleased to review this, the third trade tracking reporting system report which was produced from your quarterly submissions for the first quarter of this FY. The information in these reports provides me and my colleagues in senior management an important insight into your activities and workload on a worldwide basis. As well as being an internal management tool, the trade tracking system will give the department far greater facility to keep other government departments, the provinces and the private sector abreast of our activities on a more current basis than has previously been the case. I would like to stress the importance of maintaining and improving the quality and accuracy of the trade tracking system reports towards which end the majority of missions have made considerable progress.

In response to previous departmental requests for views on the trade tracking system, a number of missions and headquarter's bureaux have made suggestions for changes and these suggestions have led to modifications to the format of the trade tracking system which will be integrated with the new Export and Investment Promotion Planning and Tracking System. This will replace the trade and industrial development component of the post operational plan to be prepared by all posts this fall. For the rest of this fiscal year we will continue to use the current trade tracking system format because the new format has been designed to be linked directly with the planning system.

I would remind you that the department's ability to monitor progress and measure results and workload is of critical importance now and for the foreseeable future. I consider the trade tracking system to be an important source of continuing operational information and the attention you pay to its preparation will have a direct bearing on the accuracy of the information it is ultimately able to provide me.



G.E. Shannon
Deputy Minister
International Trade