

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Madrid

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	12.5	0.0	26.8	0.0	1.32	353 (Enquires)
from Territory	22.5	0.0	28.3	0.0	1.58	518 (Enquires)
B. Export Promotion Projects and Events	8.5	0.0	14.0	0.0	0.73	16 (Projects/Events)
C. Other Trade Development Activities	6.5	0.0	5.8	0.0	0.36	
D. Promotional Projects	7.5	0.0	10.0	0.0	0.55	11 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	2.5	0.0	0.3	0.0	0.06	3 (Enquires)
from Territory	3.5	0.0	0.5	0.0	0.09	8 (Enquires)
F. Service to Government						
External Affairs	4.0	0.0	2.0	0.0	0.16	6 (Reports)
OGDs,Provinces,ETC	7.5	0.0	2.0	0.0	0.23	8 (Contacts)
G. Administration						
Program Management	17.5	0.0	1.3	0.0	0.40	
Leave,Professional Dev.	5.0	0.0	3.0	0.0	0.22	
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Total TID Program	97.5	0.0	94.0	0.0	5.70	
H. Other Programs	2.5	0.0	6.3	0.0	0.30	

Canadian Business Visitors: 34  
 Local Business Visitors: 126

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS