

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Philadelphia

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	13.5	0.	25.3	0.	1.03	654 (Enquiries)
from Territory	9.0	0.	19.7	0.	0.77	465 (Enquiries)
B. Export Promotion Projects and Events	2.5	0.	20.0	0.	0.65	22 (Projects/Events)
C. Other Trade Development Activities	2.5	0.	0.0	0.	0.05	
D. Promotional Projects	28.0	0.	18.3	0.	1.11	25 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	3.0	0.	2.0	0.	0.12	9 (Enquiries)
from Territory	4.5	0.	6.0	0.	0.27	43 (Enquiries)
F. Service to Government						
External Affairs	6.5	0.	3.7	0.	0.24	22 (Reports)
GGBs, Provinces, ETC	4.0	0.	0.7	0.	0.10	7 (Contacts)
G. Administration						
Program Management	14.0	0.	3.7	0.	0.39	
Leave, Professional Dev.	0.0	0.	0.7	0.	0.02	
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Total TID Program	87.5	0.	100.1	0.	4.75	
H. Other Programs	12.5	0.	0.0	0.	0.25	

Trade Officers: 5  
Non-Trade Officers: 0

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