

SELECTED POST WORKLOAD TOTALS AND RESULTS
 FY 86/87
 APRIL 1986 - MARCH 1987

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS RFT'D \$MN	AGENCY AFPT'D
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UNITED STATES EAST

BOSTON (6.84 PY)

FY/qtr								
86/1	675	216	18	6	12	3.3		3
86/2	365	121	28	9	14	9.0		0
86/3	467	285	14	12	18	147.1		4
86/4	285	634	11	13	37	10.7		3
* Post Total *	-----	-----	---	---	---	---		---
	1792	1256	71	40	81	170.1		10

DALLAS (4.96 PY)

FY/qtr								
86/1	404	172	39	17	15	1.7		5
86/2	352	88	52	12	14	3.1		4
86/3	407	112	33	13	12	36.6		6
86/4	312	173	42	19	5	0.2		1
* Post Total *	-----	---	---	---	---	---		---
	1475	545	166	61	46	41.6		16

NEW YORK (8.67 PY)

FY/qtr								
86/1	1316	200	165	14	14	5.5		10
86/2	1096	161	102	9	7	10.2		2
86/3	1131	94	335	11	12	11.1		4
86/4	1077	177	108	8	7	18.1		1
* Post Total *	-----	---	---	---	---	---		---
	4620	632	710	42	40	44.9		17

PHILADELPHIA (4.75 PY)

FY/qtr								
86/1	654	33	43	25	22	1.0		1
86/3	594	329	42	16	23	0		0
* Post Total *	-----	---	---	---	---	---		---
	1248	362	85	41	45	1.0		1

WASHINGTON (4.98 PY)

FY/qtr								
86/1	2030	331	23	29	45	148.5		0
86/4	1134	266	69	27	46	74.1		0
* Post Total *	-----	---	---	---	---	---		---
	3164	597	92	56	91	222.6		0