

TRADE TRACKING SYSTEM

88/03/16

WORKLOAD AND OFFICER SUMMARY ACTIVITY REPORT

31 - 53

FOR QUARTER 3 OF FISCAL YEAR 1987

REGION : UNITED STATES

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG PERSON-TIME	TOTAL-TIME PERSON-TIME
A. EXPORT INQUIRIES	<u>UNITED STATES</u>	7497	13.93	29.18	19.31
	FROM TERRITORIES	9430	8.81	18.06	12.29
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	1704	10.02	8.70	5.40
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	114	4.44	12.35	7.73
	MISSIONS :	53	2.23	4.17	2.36
	OTHER :	109	5.86	1.97	3.40
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		151	5.04	1.45	3.09
E. INVESTMENT / PROMOTION INQUIRIES	<u>UTE</u>				
	FROM CANADA	149	1.51	0.25	0.77
	FROM TERRITORIES	2102	5.93	3.10	4.78
F. TECHNOLOGY INFLOW	ATLANTA				
	BOSTON				
	BUFFALO				
	DALLAS				
	NEW YORK				
	WASHINGTON				
	<u>UTW</u>				
	CHICAGO				
	CLEVELAND		1.34	0.93	1.02
	DETROIT		0.23	0.44	0.31
	LOS ANGELES		7.6	4.12	4.89
	MINNEAPOLIS				
	SAN FRANCISCO			0.97	1.37
	SEATTLE		2.28	2.12	2.24
	REPORTS	34	4.04	0.14	0.04
I. ADMINISTRATION	PROGRAM MANAGEMENT & ADMIN.		14.79	3.62	5.53
	LEAVE, PROFESSIONAL DEVELOP.		3.25	4.06	9.17
J. SERVICE TO OTHER MISSION PROGRAMS			5.90	0.78	2.89
TOTALS			99.92	99.90	90.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 2477
FROM TERRIT : 3367

NUMBER OF PEND APPLICATIONS COMPLETED ON : 378

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 43
- LOCALLY-ENGAGED : 47