

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

REGION UNITED STATES

| | NUMBER | CANADA | UTW | UTW |
|--|--------|--------|-------|-------|
| UNITED STATES | | | | |
| A. EXPORT/TRADE/POLICY ENQUIRIES | | | | |
| FROM CANADA : | 7414 | 16.37 | 22.21 | 16.37 |
| FROM TERRITORIES : | 6652 | 12.67 | 14.75 | 12.67 |
| B. VISITS TO CLIENTS IN TERRITORY : | 1492 | 10.20 | 9.33 | 9.33 |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS | | | | |
| PAIRS : | 156 | 5.69 | 14.75 | 10.12 |
| MISSIONS : | 130 | 4.46 | 3.92 | 4.46 |
| CONFERENCE SEMINARS : | 130 | 7.74 | 2.73 | 2.73 |
| OTHER : | 85 | 2.33 | 1.30 | 2.16 |
| D. COMMERCIAL & ECONOMIC | | | | |
| NO REQUESTED : | 127 | | 1.51 | 2.46 |
| BY INITIATED : | 290 | | 2.71 | 2.71 |
| E. COMMUNICATIONS ACTIVITY | | | | |
| NEW YORK | 89 | | 0.46 | 0.94 |
| F. INVESTMENT ENQUIRIES | | | | |
| FROM CANADA : | 1091 | | | 0.88 |
| FROM TERRITORIES : | 973 | | 1.30 | 2.34 |
| G. TECHNOLOGY INFLOW PROGRAM | | | | |
| FROM CANADA : | 75 | 0.32 | 0.71 | 0.66 |
| CONNECTIONS ARRANGED : | 33 | 0.51 | 0.51 | 0.38 |
| H. PARTICIPATION IN PROM-RELATED EVENTS OUTSIDE POST : | | 5.29 | 5.45 | 5.31 |
| I. SERVICE REQUESTS FROM GOVT SOURCES | | | | |
| HGO : | 56 | 0.33 | 0.31 | 0.33 |
| HOG GOVERNMENT : | 63 | 0.53 | 0.71 | 0.59 |
| OTHER DEPARTMENT : | 138 | 2.02 | 1.51 | 1.85 |
| PROVINCES/MUNICIPALITIES : | 1009 | 1.85 | 2.43 | 2.04 |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. : | | 14.98 | 3.17 | 8.79 |
| LEAVE, PROFESSIONAL DEVELOP. : | | 3.88 | 5.23 | 4.33 |
| K. SERVICE TO OTHER MISSION PROGRAMS | | 3.45 | 0.74 | 1.85 |
| ***** TOTALS ***** | | 99.49 | 99.02 | 79.00 |

UTE
ATLANTA
*BOSTON
BUFFALO
DALLAS
NEW YORK
WASHINGTON

UTW
CHICAGO
CLEVELAND
DETROIT
LOS ANGELES
MINNEAPOLIS
*SAN FRANCISCO
SEATTLE

* Quarterly reports for these posts were not available.

NUMBER OF BUSINESS VISITORS FROM CANADA : 2113
FROM TERRITORY : 3050

NUMBER OF FIMO APPLICATIONS COMMENTED ON : 1030

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 43
- LOCALLY-ENGAGED : 52