

TRADE TRACKING SYSTEM

88/03/16

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1987

POST : HAGUE, THE

| | NUMBER | % OFFICER-TIME | | TOTAL-TIME |
|---|-------------|----------------|---------|------------|
| | | CANADA | LOC-ENG | PERSON-QTR |
| A. EXPORT ENQUIRIES | | | | |
| FROM CANADA | 94 | 4.50 | 14.00 | 0.51 |
| FROM TERRITORIES | 61 | 3.00 | 5.66 | 0.23 |
| B. VISITS TO CLIENTS IN TERRITORY | VISITS : 75 | 12.50 | 5.00 | 0.40 |
| C. EXPORT PROMOTION PROJECTS & EVENTS | | | | |
| FAIRS | 5 | 7.50 | 0.00 | 0.15 |
| MISSIONS | 6 | 7.50 | 0.00 | 0.15 |
| OTHER | 1 | 0.00 | 0.66 | 0.02 |
| D. COMMERCIAL / ECONOMIC REPORTS COMPLETED | 18 | 5.00 | 2.00 | 0.16 |
| E. INVESTMENT/PROMOTION ENQUIRIES | | | | |
| FROM CANADA | 50 | 5.50 | 5.00 | 0.26 |
| FROM TERRITORIES | 96 | 2.00 | 24.66 | 0.78 |
| F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA | 36 | 0.00 | 5.00 | 0.15 |
| CONNECTIONS ARRANGED | 23 | 2.50 | 3.66 | 0.16 |
| G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA | 3 | 2.50 | 9.00 | 0.32 |
| H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS | 25 | 10.50 | 5.66 | 0.38 |
| FROM OTHER GOV'T SOURCES- CONTACTS | 52 | 5.00 | 3.66 | 0.21 |
| - REPORTS | 54 | 5.50 | 4.00 | 0.23 |
| I. ADMINISTRATION: | | | | |
| PROGRAM MANAGEMENT & ADMIN. | | 20.50 | 4.33 | 0.54 |
| LEAVE, PROFESSIONAL DEVELOP | | 5.00 | 7.33 | 0.32 |
| J. SERVICE TO OTHER MISSION PROGRAMS | | 1.00 | 0.33 | 0.03 |
| ***** TOTALS ***** | | 100.00 | 99.95 | 5.00 |

NUMBER OF BUSINESS VISITORS FROM CANADA : 73
FROM TERRIT : 77

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 13

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 3