

TRADE TRACKING SYSTEM

88/03/16

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

31 - 13

FOR QUARTER 3 OF FISCAL YEAR 1987

REGION : UNITED STATES

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-YR
A. EXPORT INQUIRIES	<u>UNITED STATES</u>	7297	13.95	29.18	19.21
		3430	8.81	16.06	12.29
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	1704	10.62	8.70	8.48
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	114	4.44	12.36	7.73
	MISSIONS :	83	3.25	4.17	3.26
	OTHER :	109	5.86	1.87	3.40
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		151	5.04	1.45	3.09
E. INVESTMENT/PROMOTION INQUIRIES	<u>UTE</u>				
	FROM CANADA	109	1.81	0.25	0.77
	FROM TERRITORIES	2102	8.93	9.10	4.76
F. TECHNOLOGY INFLOW	<u>UTW</u>				
	ARRANGED FOR CANADA		1.34	0.93	1.02
	ARRANGED		0.23	0.44	0.31
G. PARTICIPATION IN PROMOTIONAL EVENTS IN CANADA	ATLANTA				
	BOSTON				
	BUFFALO				
	DALLAS				
	NEW YORK				
	WASHINGTON				
H. SERVICE REQUESTS FROM CANADA-DEPARTMENTS	CHICAGO				
	CONTACTS		2.28	3.12	2.24
	REPORTS	34	0.04	0.14	0.04
I. ADMINISTRATION	CLEVELAND		14.79	3.82	5.52
	LEAVE, PROFESSIONAL DEVELOP		3.25	4.06	9.17
J. SERVICE TO OTHER MISSION PROGRAMS	DETROIT		5.90	0.74	2.89
	LOS ANGELES				
	MINNEAPOLIS				
	SAN FRANCISCO				
	SEATTLE				
GRAND TOTALS			99.92	99.90	90.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 2177  
FROM TERRIT : 3267

NUMBER OF PENDING APPLICATIONS COMPLETED IN : 378

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