



PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

RAPPORT TRIMESTRIEL
DES ACTIVITÉS ET
DES RÉSULTATS

JANVIER - MARS 1988
(4^e TRIMESTRE, AF 1987-88)



JUILLET 1988

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PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

INTRODUCTION

I. RÉSUMÉ, À L'ÉCHELLE MONDIALE ET RÉGIONALE, DES RÉSULTATS DU PROGRAMME

JANVIER - MARS 1988 **RAPPORT TRIMESTRIEL** (25 OCTOBRE 1987-88)

DES ACTIVITÉS ET DES RÉSULTATS

II. RÉSUMÉ DES ACTIVITÉS

- ENSEMBLE DU PROGRAMME COMMERCIAL (À L'ÉCHELLE MONDIALE)

- AFRIQUE ET MONTAGNE CARIBÉ

- ASIE ET PACIFIQUE

- EUROPE

- AMÉRIQUE LATINE ET CARIBÉ

- ÉTATS-UNIS

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

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JANVIER - MARS 1988
(4^e TRIMESTRE, AP 1987-88)

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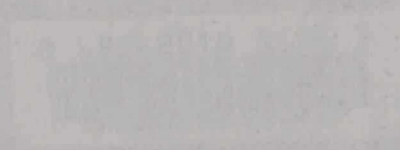


TABLE DES MATIÈRES

INTRODUCTION

I. RÉSUMÉ, A L'ÉCHELLE MONDIALE ET RÉGIONALE, DES RÉSULTATS DU PROGRAMME

JANVIER - MARS 1988 (4^e TRIMESTRE, ANNÉE FINANCIÈRE 1987-88)

II. RÉSUMÉS DES ACTIVITÉS

- ENSEMBLE DU PROGRAMME COMMERCIAL (A L'ÉCHELLE MONDIALE)
- AFRIQUE ET MOYEN-ORIENT
- ASIE ET PACIFIQUE
- EUROPE
- AMÉRIQUE LATINE ET ANTILLES
- ÉTATS-UNIS

INTRODUCTION

Le présent rapport trimestriel des résultats et activités du Programme commercial couvre la période de janvier à mars 1988 et contient des renseignements tirés de la partie concernant le suivi des résultats commerciaux du Système de planification et de suivi. Il a été établi d'après les rapports présentés, au 15 juin 1988, par quatre-vingt-dix (90) missions réparties dans les cinq grandes régions du monde.

Le rapport se divise en deux grandes sections:

La section I, qui suit, comprend six résumés des résultats du programme; soit un résumé pour chaque grande région et un pour "toutes les régions", c'est-à-dire un résumé mondial. Pour chaque région, le résumé présente:

- les activités commerciales et leurs points saillants;
- des statistiques clés sur les demandes de renseignements relatives au commerce et aux investissements;
- le nombre de visites de gens d'affaires.

La section II renferme un "Rapport d'activités" pour chaque région et ses missions respectives. Dans toute cette section, tous les rapports sont présentés de la même façon, quel que soit le regroupement géographique effectué. Les "activités" sont subdivisées en activités du Programme commercial (article A à I) et activités se rapportant à d'autres programmes de la mission (article J). Pour chaque activité, on a indiqué le temps moyen consacré aux activités commerciales par les agents canadiens et les agents recrutés sur place chargés du programme commercial et d'autres programmes. Il y a également pour chaque activité une rubrique "Total du temps consacré", qui doit être considérée comme un indice du nombre d'années-personnes relatif aux agents de programme. Enfin, chaque rapport indique la charge de travail par activité.

Dans chaque section, les renseignements sont présentés dans l'ordre suivant:

- Afrique et Moyen-Orient
 - Asie et Pacifique
 - Europe
 - Amérique latine et Antilles
 - États-Unis
-

RÉSULTATS DU PROGRAMME - TOUTES LES RÉGIONS

ACTIVITÉS COMMERCIALES

De janvier à mars 1988, quatre-vingt-dix missions ont rapporté les activités commerciales suivantes:

1. 589 VENTES A L'EXPORTATION D'UNE VALEUR DE 896 MILLIONS DE DOLLARS
2. 588 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 69 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 23,55 MILLIONS DE DOLLARS
4. 29 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE, D'UNE VALEUR DE 419 MILLIONS DE DOLLARS
5. 17 NOUVELLES INITIATIVES D'INVESTISSEMENT CANADIEN A L'ÉTRANGER D'UNE VALEUR DE 54,3 MILLIONS DE DOLLARS
6. 32 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 169,8 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Investissement au Canada de 300 millions \$ dans le développement urbain (Hong Kong)
- o Vente d'une usine d'éthylène et transfert de technologie d'une valeur de 154 millions \$ (Beijing)
- o Investissement d'une valeur de 93 millions \$ dans l'industrie canadienne du papier (Helsinki)
- o Vente d'aéronefs d'une valeur de 15 millions \$ (Kinshasa)
- o Vente d'un système de téléphones cellulaires d'une valeur de 8 millions \$ (Kingston)
- o Vente de simulateurs de vol d'une valeur de 8 millions \$ (Oslo)

STATISTIQUES CLÉS pour les quatre-vingt-dix missions ayant fourni des rapports trimestriels

MISSIONS:	Missions		Nbre des Ventes à l'Exportation	Valeur des Ventes à l'Exportation \$M
	Somme	Rapports		
Afrique et Moyen-Orient	18	16	48	228
Asie et Pacifique	19	19	184	392
Europe	28	28	114	119
Amérique Latine et Antilles	14	14	61	100
États-Unis	13	13	182	57
	<u>92</u>	<u>90</u>	<u>589</u>	<u>896</u>

	Demande de Renseignements sur le Commerce		Demande de Renseignements sur l'Investissement		Visite de Gens d'Affaires	
	Cdne	Locale	Cdne	Locale	Cdne	Locale
Afrique et Moyen-Orient	4569	3418	109	231	1018	1702
Asie et Pacifique	8779	11889	219	394	3463	4707
Europe	8960	7723	374	686	2110	2430
Amérique Latine et Antilles	4744	3200	49	60	911	1262
États-Unis	8004	6047	280	2392	2625	2977
	<u>35056</u>	<u>32277</u>	<u>1031</u>	<u>3763</u>	<u>10127</u>	<u>13078</u>

RÉSULTATS DU PROGRAMME - AFRIQUE ET MOYEN-ORIENT

ACTIVITÉS COMMERCIALES

De janvier à mars 1988, seize missions ont rapporté les activités commerciales suivantes:

1. 48 VENTES A L'EXPORTATION D'UNE VALEUR DE 228 MILLIONS DE DOLLARS
2. 75 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 4 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 0 INVESTISSEMENT ÉTRANGER AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE
5. 1 INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 5 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 2,6 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Vente de soufre d'une valeur de 160 millions \$ (Rabat)
- o Vente d'aéronefs d'une valeur de 15 millions \$ (Kinshasa)
- o Vente d'additif pour textile d'une valeur de 7 millions \$ (Baghdad)
- o Vente d'hélicoptères d'une valeur de 3 millions \$ (Alger)
- o Nouveau contrat de représentation d'une valeur de 2 millions \$ pour des pièces d'automobile (Riyadh)
- o Vente de services de consultation d'une valeur de 3 millions \$ (Tunis)
- o Vente d'équipement pour pipeline d'une valeur de 1 million \$ (Koweït)
- o Vente de billettes d'aluminium d'une valeur de 1 million \$ (Arman)

STATISTIQUES CLÉS pour les seize missions qui ont fourni des renseignements sur leur charge de travail

		RAPPORTS A:	
		GAT	GMT
Nbre de demandes de renseignements sur le commerce	Cdne	3433	1136
	Locale	2115	1303
Nbre de demandes de renseignements sur l'investissement	Cdne	10	99
	Locale	27	204
Nbre de visites de gens d'affaires	Cdne	637	381
	Locale	979	723

RÉSULTATS DU PROGRAMME - ASIE ET PACIFIQUE

ACTIVITÉS COMMERCIALES

De janvier à mars 1988, dix-neuf missions ont rapporté les activités commerciales suivantes:

1. 184 VENTES A L'EXPORTATION D'UNE VALEUR DE 392 MILLIONS DE DOLLARS
2. 99 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 15 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 1,25 MILLION DE DOLLARS
4. 12 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE D'UNE VALEUR DE 305 MILLIONS DE DOLLARS
5. 8 INVESTISSEMENTS CANADIENS DANS LE TERRITOIRE D'UNE VALEUR DE 13,8 MILLIONS DE DOLLARS
6. 5 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 165 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Investissement de 300 millions \$ au Canada dans le développement urbain (Hong Kong)
- o Vente d'une usine d'éthylène et transfert de technologie d'une valeur de 154 millions \$ (Beijing)
- o Vente de moteurs d'aéronefs d'une valeur de 20 millions \$ (Kuala Lumpur)
- o Vente de wagons de transport pour le charbon d'une valeur de 16 millions \$ (Jakarka)
- o Vente d'équipement pour le traitement de produits chimiques d'une valeur de 13 millions \$ (Shanghai)
- o Vente de systèmes de distribution d'une valeur de 12 millions \$ (Bangkok)
- o Vente de nourriture pour animaux domestiques d'une valeur de 10 millions \$ (Tokyo)
- o Vente d'équipement forestier d'une valeur de 2 millions \$ (Melbourne)

STATISTIQUES CLÉS pour les dix-sept missions qui ont fourni des renseignements sur leur charge de travail

		<u>RAPPORTS A:</u>	
		<u>PST</u>	<u>PNC/PNJ</u>
Nbre de demandes de renseignements sur le commerce	Cdne	5554	3225
	Locale	8516	3373
Nbre de demandes de renseignements sur l'investissement	Cdne	121	98
	Locale	197	197
Nbre de visites de gens d'affaires	Cdne	2073	1390
	Locale	2154	2553

RÉSULTATS DU PROGRAMME - EUROPE

ACTIVITÉS COMMERCIALES

De janvier à mars 1988, vingt-huit missions ont rapporté les activités commerciales suivantes:

1. 114 VENTES A L'EXPORTATION D'UNE VALEUR DE 119 MILLIONS DE DOLLARS
2. 189 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 41 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 20,5 MILLIONS DE DOLLARS
4. 7 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE, D'UNE VALEUR DE 110 MILLIONS DE DOLLARS
5. 6 INVESTISSEMENTS CANADIENS DANS LE TERRITOIRE D'UNE VALEUR DE 38,5 MILLIONS DE DOLLARS
6. 15 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 2,2 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Investissement d'une valeur de 93 millions \$ dans l'industrie canadienne du papier (Helsinki)
- o Investissement d'une valeur de 25 millions \$ dans le territoire pour la production de frites surgelées (Paris)
- o Investissement d'une valeur de 13 millions \$ dans la production d'alumina (Dublin)
- o Vente de simulateurs de vol d'une valeur de 8 millions \$ (Oslo)
- o Vente de machinerie pour emballage d'une valeur de 3 millions \$ (London)
- o Vente de bois de pulpe d'une valeur de 3 millions \$ et nouveau client (Milan)

STATISTIQUES CLÉS pour les vingt-huit missions qui ont fourni des renseignements sur leur charge de travail

		<u>RAPPORTS A:</u>	
		<u>RWT</u>	<u>RBT</u>
Nbre de demandes de renseignements sur le commerce	Cdn	7400	1560
	Local	7106	617
Nbre de demandes de renseignements sur l'investissement	Cdn	374	0
	Local	683	3
Nbre de visites de gens d'affaires	Cdn	1844	266
	Local	2097	333

RÉSULTATS DU PROGRAMME - AMÉRIQUE LATINE ET ANTILLES

ACTIVITÉS COMMERCIALES

De janvier à mars 1988, quatorze missions ont rapporté les activités commerciales suivantes:

1. 61 VENTES A L'EXPORTATION D'UNE VALEUR DE 100 MILLIONS DE DOLLARS
2. 52 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 4 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 0 INVESTISSEMENT ÉTRANGER AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE
5. 1 INVESTISSEMENT CANADIEN DANS LE TERRITOIRE D'UNE VALEUR DE 2 MILLIONS DE DOLLARS
6. 7 TRANSFERTS DE TECHNOLOGIE

POINTS SAILLANTS

- o Vente de produits laitiers d'une valeur de 17 millions \$ (Lima)
- o Vente d'un système de téléphones cellulaires d'une valeur de 8 millions \$ (Kingston)
- o Vente de troupeaux laitiers d'une valeur de 6 millions \$ (Caracas)
- o Vente de machinerie pour l'entretien des routes d'une valeur de 4 millions \$ (Santiago)
- o Investissement dans le territoire d'une valeur de 2 millions \$ (Caracas)
- o Contrat d'une valeur de 3 millions \$ pour l'impression de billets de banque (Guatemala)

STATISTIQUES CLÉS pour les quatorze missions qui ont fourni des renseignements sur leur charge de travail

RAPPORTS A:

		<u>LCT</u>	<u>LST</u>
Nbre de demandes de renseignements sur le commerce	Cdne	1292	3452
	Locale	932	2268
Nbre de demandes de renseignements sur l'investissement	Cdne	29	20
	Locale	16	40
Nbre de visites de gens d'affaires	Cdne	404	507
	Locale	697	565

RÉSULTATS DU PROGRAMME - ÉTATS-UNIS

ACTIVITÉS COMMERCIALES

De janvier à mars 1988, treize missions ont rapporté les activités commerciales suivantes:

1. 182 VENTES A L'EXPORTATION D'UNE VALEUR DE 57 MILLIONS DE DOLLARS
2. 173 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 5 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 1,8 MILLION DE DOLLARS
4. 10 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE, D'UNE VALEUR DE 4 MILLIONS DE DOLLARS
5. 1 INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 0 TRANSFERT DE TECHNOLOGIE

POINTS SAILLANTS

- o Vente de systèmes de ventilation d'une valeur de 7 millions \$ (Los Angeles)
- o Vente d'équipement de stations pour télécommunication d'une valeur de 5 millions \$ (Seattle)
- o Vente de logiciels pour l'enseignement d'une valeur de 2 millions \$ (Buffalo)
- o Investissement au Canada d'une valeur de 2 millions \$ en équipement pour analyse de sang (New York)
- o Nouveau client dans le domaine de la télécommunication d'une valeur d'un million \$ (Los Angeles)
- o Vente d'amortisseurs de frein d'une valeur d'un million \$ (Détroit)

STATISTIQUES CLÉS pour les treize missions qui ont fourni des renseignements sur leur charge de travail

		RAPPORTS A:	
		UTE	UTW
Nbre de demandes de renseignements sur le commerce	Cdne	4005	3999
	Locale	2735	3312
Nbre de demandes de renseignements sur l'investissement	Cdne	91	189
	Locale	958	1434
Nbre de visites de gens d'affaires	Cdne	1161	1464
	Locale	1438	1539

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

28/07/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

GRAND TOTAL

	NOMBRE	TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	SMO/SP	
A DEMANDES/SERV/EXPORT				
DU CANADA	: 3903	17.91	87.87	105.78
DES TERRITOIRES	: 3277	9.57	18.92	43.49
B VISITES A DES CLIENTS DE TERRIT.	VISITES : 7979	11.94	19.29	31.23
C PROJETS & EVENEMENT/PROMOT. DE EXP.				
FOIRES	: 421	2.24	6.37	8.61
MISSIONS	: 573	4.00	7.31	11.31
AUTRES	: 748	4.17	2.71	6.88
D RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 1729	4.87	3.43	8.30
E DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 1031	1.67	1.02	2.69
DES TERRITOIRES	: 3743	3.43	2.38	5.81
SECTION II				
F PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA : 505	0.74	1.11	1.85
CONTACT ORGANISES	: 480	0.58	0.96	1.54
G PARTICIP. DE EVENEM. LIES AU PR.	: 117	4.19	1.83	6.02
RÉSUMÉ DES ACTIVITÉS				
H DEMANDES DE SERV./OPIS QU'INTERNATIONALES	: 2098	4.46	1.89	6.35
D'AUTRES SOUVERAINETS	: 4191	4.93	2.32	7.25
DU PROGRAMME				
I ADMINISTRATION: GESTION DU PROG. & ADMIN.		9.73	2.38	12.11
CONGES, DEVELOPPEMENT PROF.		3.44	4.88	8.32
J SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		0.72	1.79	2.51
***** TOTAL *****		99.91	99.76	199.67

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 10187
DE TERRIT. : 13478

NOMBRE/DEMANDES/FOIRES/OBSERVATIONS : 1124

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 223
-CHANGES SUR PLACE : 224

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/26

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

GRAND TOTAL

		NOMBRE	TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 35056	17.01	27.87	100.95
	DES TERRITOIRES	: 32277	9.27	18.92	63.45
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 9979	11.04	10.38	48.10
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 421	3.24	6.37	21.65
	MISSIONS	: 575	6.00	7.51	30.38
	AUTRES	: 748	4.17	2.71	15.44
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 1729	6.07	3.43	21.31
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 1031	1.69	1.02	6.09
	DES TERRITOIRES	: 3763	3.55	2.38	13.30
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 535	0.74	1.11	4.19
	CONTACT ORGANISES	: 480	0.52	0.86	3.13
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 167	4.18	1.83	13.48
H. DEMANDES DE SERV. /ORIG. GOV'MENTALE-MAE RAPPTS		: 2098	4.68	1.89	14.72
	D'AUTRES GOUVERNEMENTS	-CONTACTS : 4601	4.83	3.32	18.29
		-RAPPORTS : 861	1.80	1.31	7.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			9.73	2.38	27.10
	CONGES, DEVELOPPEMENT PROF		5.66	4.88	23.67
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			5.73	1.79	16.84
***** TOTAUX *****			99.91	99.96	449.09

Le rapport trimestriel de cette mission n'étant pas disponible

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 10127
DE TERRIT. : 13078

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1134

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 223
-ENGAGES SUR PLACE : 226

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

26/07/10

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION AFRIQUE MOYEN-ORIENT

	NOMBRE	TEMPS-OFFIC		TEMPS-TOTAL PERS-TRIM
		COIENS	EMG/SP	
A DEMANDES/SERV/EXPORT	4367	21.18	27.32	12.55
DES TERRITOIRES	3419	11.14	24.00	7.00
B VISITES A DES CLIENTS DE TERRIT. VISITES	1753	14.25	23.49	7.26
C PROJETS & EVENEMENT/PROJET DE EXP. FOIRES	13	2.49	2.09	1.19
MISSEIENS	52	5.89	7.04	3.35
<u>GAT</u> AUTRES <u>GMT</u>	223	1.37	1.12	0.63
D RAPPORTS ECONOMIQUES/CONTACTS TERMINEES	178	5.48	5.00	8.73
E DEMANDES/APPUI/EXPAN. ACCRA		1.27	1.44	0.78
AMMAN				
ADDIS ABÉBA		2.29	2.24	1.18
ALGER				
*DAKAR		0.02	0.09	0.04
HARARE		0.53	1.30	0.45
KINSHASA				
LAGOS	8	1.55	0.12	0.43
NAIROBI				
RABAT	142	4.09	0.68	1.25
TUNIS	173	3.57	1.35	1.36
YAOUNDÉ	79	2.07	1.36	0.95
F. PROC. APPORT TECHNI DE /SERV DU CANADA CONTACT ORGANISES				
G. PARTICIP DE EVENEM. L. LAGOS				
H. DEMANDES DE SERV. /OR. NAIROBI				
D'AUTRES SOUVE. NAIROBI				
I. ADMINISTRATION: GESTION DU PROC. D'ADMIN. CONGES. DEVELOPPEMENT PROF		5.42	0.34	3.25
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		3.94	4.65	3.59
		7.48	3.72	2.93

* Le rapport trimestriel de cette mission n'était pas disponible

NOMBRE/VISITES/GENE D'AFFAIRES DU CANADA : 1018
DE TERRIT. 1702

NOMBRE/DEMANDES/PCHE/OBSERVATIONS 105

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS 27
-ENGAGES SUR PLACE 27

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION : AFRIQUE MOYEN-ORIENT

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 4569	21.18	27.32	12.55
	DES TERRITOIRES	: 3418	11.11	24.00	9.00
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 1753	14.85	15.40	7.86
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 13	2.48	2.08	1.19
	MISSIONS	: 52	5.88	7.04	3.35
	AUTRES	: 223	1.37	1.12	0.65
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 178	5.48	5.00	2.73
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 109	1.37	1.64	0.78
	DES TERRITOIRES	: 231	2.29	2.24	1.18
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 18	0.07	0.08	0.04
	CONTACT ORGANISES	: 48	0.55	1.20	0.45
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 8	1.55	0.12	0.45
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 142	4.03	0.68	1.26
	D'AUTRES GOUVERNEMENTS				
	-CONTACTS	: 175	3.59	1.56	1.36
	-RAPPORTS	: 79	2.07	1.56	0.95
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			5.62	0.56	1.66
	CONGES, DEVELOPPEMENT PROF		8.96	4.68	3.59
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			7.48	3.72	2.95
***** TOTAUX *****			99.93	100.00	52.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 1018

DE TERRIT. : 1702

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 105

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 27

-ENGAGES SUR PLACE : 25

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : ABIDJAN

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP		TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 268	38.00	14.00	0.90
DES TERRITOIRES	: 89	6.00	10.00	0.22
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	103	15.50	14.00	0.45
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	1	7.00	15.00	0.29
MISSIONS :	5	7.50	15.00	0.30
AUTRES :	5	3.50	0.00	0.07
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	3	3.00	0.00	0.06
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	1	0.00	0.00	0.00
DES TERRITOIRES :	1	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	1	0.00	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	42	3.00	0.00	0.06
D'AUTRES GOUVERNEMENTS -CONTACTS :	4	1.00	0.00	0.02
-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		8.00	0.00	0.16
CONGES, DEVELOPPEMENT PROF :		7.50	31.00	0.46
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		0.00	1.00	0.01
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 88
DE TERRIT. : 95

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : ADDIS ABEBA

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	135	7.00	36.00	0.43
	DES TERRITOIRES	25	6.00	14.00	0.20
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	11	5.00	10.00	0.15
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	0	0.00	0.00	0.00
	MISSIONS	0	0.00	0.00	0.00
	AUTRES	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		0	2.00	0.00	0.02
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		0	0.00	0.00	0.00
	DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	0.00	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		0	0.00	0.00	0.00
	D'AUTRES GOUVERNEMENTS	0	0.00	0.00	0.00
	-CONTACTS	0	0.00	0.00	0.00
	-RAPPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			0.00	0.00	0.00
	CONGES, DEVELOPPEMENT PROF		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			80.00	40.00	1.20
***** TOTAUX *****			100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 7
DE TERRIT. : 20

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION ALGER

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	946	34.66	46.33	2.43
DES TERRITOIRES	38	2.00	4.66	0.20
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 140	13.33	15.00	0.85
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	0	3.33	1.00	0.13
MISSIONS	3	3.66	0.00	0.11
AUTRES	123	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	12	3.66	3.66	0.22
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	0	0.00	0.00	0.00
DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	1	3.66	0.00	0.11
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	10	4.66	1.00	0.17
D'AUTRES GOUVERNEMENTS				
-CONTACTS	5	2.00	2.33	0.13
-RAPPORTS	2	0.33	0.33	0.02
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		5.66	0.00	0.17
CONGES, DEVELOPPEMENT PROF		18.00	24.66	1.28
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		5.00	1.00	0.18
***** TOTAUX *****		99.95	99.97	6.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 62
DE TERRIT. : 100

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : HARARE

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	237	15.00	20.00	0.35
	DES TERRITOIRES	587	15.00	15.00	0.30
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	42	10.00	10.00	0.20
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	0	10.00	5.00	0.15
	MISSIONS	0	15.00	5.00	0.20
	AUTRES	0	0.00	10.00	0.10
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		3	0.00	5.00	0.05
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		5	5.00	5.00	0.10
	DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	0.00	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		0	0.00	0.00	0.00
	D'AUTRES GOUVERNEMENTS	0	10.00	5.00	0.15
	-CONTACTS	0	0.00	0.00	0.00
	-RAPPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			10.00	0.00	0.10
	CONGES, DEVELOPPEMENT PROF		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			10.00	20.00	0.30
***** TOTAUX *****			100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 28
DE TERRIT. : 243

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : KINSHASA

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP		TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 254	15.00	20.00	0.35
DES TERRITOIRES	: 270	10.00	25.00	0.35
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	82	10.00	10.00	0.20
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	0	0.00	0.00	0.00
MISSIONS :	4	10.00	30.00	0.40
AUTRES :	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	4	5.00	0.00	0.05
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00	0.00
DES TERRITOIRES :	1	1.00	0.00	0.01
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	1	1.00	0.00	0.01
D'AUTRES GOUVERNEMENTS -CONTACTS :	4	5.00	5.00	0.10
-RAPPORTS :	3	3.00	10.00	0.13
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		5.00	0.00	0.05
CONGES, DEVELOPPEMENT PROF :		30.00	0.00	0.30
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		5.00	0.00	0.05
***** TOTAUX *****		100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 34
DE TERRIT. : 48

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : LAGOS

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	197	24.50	38.00	1.25
	DES TERRITOIRES :	346	25.00	53.00	1.56
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	28	6.50	5.00	0.23
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	1	0.50	0.00	0.01
	MISSIONS :	0	0.00	0.00	0.00
	AUTRES :	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		8	5.00	4.00	0.18
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		0	0.00	0.00	0.00
	DES TERRITOIRES :	12	2.00	0.00	0.04
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA :	0	0.00	0.00	0.00
	CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA :	1	5.50	0.00	0.11
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		2	2.50	0.00	0.05
	D'AUTRES GOUVERNEMENTS -CONTACTS :	8	4.50	0.00	0.09
	-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			10.00	0.00	0.20
	CONGES, DEVELOPPEMENT PROF :		7.50	0.00	0.15
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			6.50	0.00	0.13
***** TOTAUX *****			100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 23
DE TERRIT. : 204

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : NAIROBI

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 275	17.00	25.00	0.42
	DES TERRITOIRES	: 358	19.00	35.00	0.54
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 81	26.00	20.00	0.46
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 0	0.00	0.00	0.00
	MISSIONS	: 1	2.00	5.00	0.07
	AUTRES	: 0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 8	4.00	1.00	0.05
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 2	0.00	2.00	0.02
	DES TERRITOIRES	: 9	2.00	1.00	0.03
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA		: 0	0.00	0.00	0.00
	CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA		: 0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 9	4.00	0.00	0.04
	D'AUTRES GOUVERNEMENTS -CONTACTS	: 9	1.00	3.00	0.04
	-RAPPORTS	: 9	2.00	3.00	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			16.00	4.00	0.20
	CONGES, DEVELOPPEMENT PROF		0.00	1.00	0.01
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			7.00	0.00	0.07
***** TOTAUX *****			100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 33
DE TERRIT. : 37

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : RABAT

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	451	35.00	40.00	0.75
DES TERRITOIRES	157	10.00	20.00	0.30
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	75	15.00	15.00	0.30
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	0	0.00	0.00	0.00
MISSIONS :	3	10.00	10.00	0.20
AUTRES :	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	5	5.00	5.00	0.10
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	2	2.00	0.00	0.02
DES TERRITOIRES :	4	3.00	0.00	0.03
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	5	5.00	2.00	0.07
D'AUTRES GOUVERNEMENTS -CONTACTS :	10	3.00	4.00	0.07
-RAPPORTS :	4	2.00	4.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		5.00	0.00	0.05
CONGES, DEVELOPPEMENT PROF :		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		5.00	0.00	0.05
***** TOTAUX *****		100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 86
DE TERRIT. : 120

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : TUNIS

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	455	25.00	35.00	0.60
DES TERRITOIRES	165	10.00	20.00	0.30
B. VISITES A DES CLIENTS DS TERRIT.	122	10.00	15.00	0.25
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	2	2.00	5.00	0.07
MISSIONS	6	10.00	10.00	0.20
AUTRES	28	3.00	5.00	0.08
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	11	6.00	5.00	0.11
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	0	0.00	0.00	0.00
DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	2	2.00	3.00	0.05
D'AUTRES GOUVERNEMENTS	15	7.00	1.00	0.08
-CONTACTS				
-RAPPORTS	2	1.00	1.00	0.02
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		6.00	0.00	0.04
CONGES, DEVELOPPEMENT PROF		10.00	0.00	0.10
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		8.00	0.00	0.08
***** TOTAUX *****		100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 210
DE TERRIT. : 77

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : YAOUNDE

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	215	24.00	46.00	0.94
	DES TERRITOIRES	80	14.50	17.00	0.46
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	50	12.50	4.00	0.29
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	0	0.00	8.00	0.08
	MISSIONS	2	6.00	8.00	0.20
	AUTRES	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		5	4.00	8.00	0.16
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		0	0.00	0.00	0.00
	DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	1	0.50	0.00	0.01
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	1	1.00	0.00	0.02
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		3	4.00	0.00	0.08
	D'AUTRES GOUVERNEMENTS	2	0.50	0.00	0.01
	-CONTACTS	0	0.00	0.00	0.00
	-RAPPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			5.00	0.00	0.10
	CONGES, DEVELOPPEMENT PROF		20.00	9.00	0.49
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			8.00	0.00	0.16
***** TOTAUX *****			100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 66
DE TERRIT. : 35

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : AMMAN

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	121	15.00	30.00	0.75
DES TERRITOIRES	127	10.00	35.00	0.80
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	131	20.00	20.00	0.60
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	0	0.00	0.00	0.00
MISSIONS :	4	10.00	0.00	0.10
AUTRES :	3	5.00	1.50	0.08
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	23	15.00	4.00	0.23
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	2	1.00	1.50	0.04
DES TERRITOIRES :	13	2.00	2.00	0.06
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	1	1.00	1.00	0.03
CONTACT ORGANISES :	1	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	11	0.00	0.00	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	14	0.00	0.00	0.00
-RAPPORTS :	12	6.00	5.00	0.16
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		2.00	0.00	0.02
CONGES, DEVELOPPEMENT PROF :		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		13.00	0.00	0.13
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 77
DE TERRIT. : 76

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BAGHDAD

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	84	12.00	15.00	0.27
	DES TERRITOIRES	35	4.00	25.00	0.29
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	117	10.00	30.00	0.40
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	0	0.00	0.00	0.00
	MISSIONS	5	5.00	12.00	0.17
	AUTRES	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		8	10.00	3.00	0.13
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		4	1.00	0.00	0.01
	DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	0.00	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		12	10.00	4.00	0.14
	D'AUTRES GOUVERNEMENTS	8	4.00	2.00	0.06
	-RAPPORTS	3	1.00	4.00	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			7.00	4.00	0.11
	CONGES, DEVELOPPEMENT PROF		33.00	1.00	0.34
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			3.00	0.00	0.03
***** TOTAUX *****			100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 10
DE TERRIT. : 42

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : LE CAIRE

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	163	26.66	23.50	1.27
DES TERRITOIRES	227	15.66	37.50	1.22
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	130	25.33	10.00	0.96
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	0	0.00	0.00	0.00
MISSIONS :	0	0.00	0.00	0.00
AUTRES :	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	32	7.00	19.50	0.60
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	5	2.66	0.00	0.08
DES TERRITOIRES :	11	3.33	0.50	0.11
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	7	6.00	0.50	0.19
D'AUTRES GOUVERNEMENTS -CONTACTS :	13	4.00	3.00	0.18
-RAPPORTS :	2	1.33	1.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		3.33	0.50	0.11
CONGES, DEVELOPPEMENT PROF :		3.00	0.50	0.10
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		1.66	3.50	0.12
***** TOTAUX *****		99.96	100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 86
DE TERRIT. : 210

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : KUWAIT

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	306	5.00	15.00	0.40
	DES TERRITOIRES	370	5.00	20.00	0.50
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	270	15.00	12.00	0.54
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	5	9.00	8.00	0.34
	MISSIONS	13	10.00	10.00	0.40
	AUTRES	11	3.00	2.00	0.10
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		30	6.00	5.00	0.22
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		70	6.00	5.00	0.22
	DES TERRITOIRES	130	9.00	13.00	0.44
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	0.00	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	1	3.00	0.00	0.06
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS		20	6.00	2.00	0.16
	D'AUTRES GOUVERNEMENTS	50	2.00	3.00	0.10
	-RAPPORTS	20	8.00	2.00	0.20
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			6.00	1.00	0.14
	CONGES, DEVELOPPEMENT PROF		2.00	0.00	0.04
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			5.00	2.00	0.14
***** TOTAUX *****			100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 79
DE TERRIT. : 180

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 23

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : RIYADH

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 250	11.00	10.00	0.74
DES TERRITOIRES	: 438	13.00	28.00	1.36
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 299	15.00	26.00	1.38
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 4	3.00	0.00	0.12
MISSIONS	: 5	6.00	7.00	0.45
AUTRES	: 53	4.00	2.00	0.22
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 22	7.00	4.00	0.40
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 16	2.00	7.00	0.29
DES TERRITOIRES	: 33	3.00	8.00	0.36
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA : 0	0.00	0.00	0.00
CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA : 4	3.00	1.00	0.15
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 14	6.00	0.00	0.24
D'AUTRES GOUVERNEMENTS	-CONTACTS : 27	7.00	0.00	0.28
-RAPPORTS	: 20	5.00	0.00	0.20
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 4.00	1.00	0.19	
CONGES, DEVELOPPEMENT PROF	: 8.00	0.00	0.32	
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		3.00	6.00	0.30
***** TOTAUX *****		100.00	100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 116
DE TERRIT. : 158

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 27

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 4
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : TEL AVIV

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 212	20.00	25.00	0.70
DES TERRITOIRES	: 106	10.00	15.00	0.40
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 72	20.00	20.00	0.60
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 0	0.00	0.00	0.00
MISSIONS	: 1	15.00	20.00	0.55
AUTRES	: 0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 4	5.00	5.00	0.15
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 2	0.00	0.00	0.00
DES TERRITOIRES	: 17	10.00	0.00	0.10
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	: 15	0.00	0.00	0.00
CONTACT ORGANISES	: 47	15.00	15.00	0.45
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 4	0.00	0.00	0.00
D'AUTRES GOUVERNEMENTS	: 6	5.00	0.00	0.05
-CONTACTS	: 2	0.00	0.00	0.00
-RAPPORTS	: 2	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		0.00	0.00	0.00
CONGES, DEVELOPPEMENT PROF		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		0.00	0.00	0.00
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 13
DE TERRIT. : 57

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

LIST OF CONTENTS

PREFACE

CHAPTER I
CHAPTER II
CHAPTER III
CHAPTER IV
CHAPTER V
CHAPTER VI
CHAPTER VII
CHAPTER VIII
CHAPTER IX
CHAPTER X
CHAPTER XI
CHAPTER XII
CHAPTER XIII
CHAPTER XIV
CHAPTER XV
CHAPTER XVI
CHAPTER XVII
CHAPTER XVIII
CHAPTER XIX
CHAPTER XX
CHAPTER XXI
CHAPTER XXII
CHAPTER XXIII
CHAPTER XXIV
CHAPTER XXV
CHAPTER XXVI
CHAPTER XXVII
CHAPTER XXVIII
CHAPTER XXIX
CHAPTER XXX
CHAPTER XXXI
CHAPTER XXXII
CHAPTER XXXIII
CHAPTER XXXIV
CHAPTER XXXV
CHAPTER XXXVI
CHAPTER XXXVII
CHAPTER XXXVIII
CHAPTER XXXIX
CHAPTER XL
CHAPTER XLI
CHAPTER XLII
CHAPTER XLIII
CHAPTER XLIV
CHAPTER XLV
CHAPTER XLVI
CHAPTER XLVII
CHAPTER XLVIII
CHAPTER XLIX
CHAPTER L
CHAPTER LI
CHAPTER LII
CHAPTER LIII
CHAPTER LIV
CHAPTER LV
CHAPTER LVI
CHAPTER LVII
CHAPTER LVIII
CHAPTER LVIX
CHAPTER LX
CHAPTER LXI
CHAPTER LXII
CHAPTER LXIII
CHAPTER LXIV
CHAPTER LXV
CHAPTER LXVI
CHAPTER LXVII
CHAPTER LXVIII
CHAPTER LXIX
CHAPTER LXX
CHAPTER LXXI
CHAPTER LXXII
CHAPTER LXXIII
CHAPTER LXXIV
CHAPTER LXXV
CHAPTER LXXVI
CHAPTER LXXVII
CHAPTER LXXVIII
CHAPTER LXXIX
CHAPTER LXXX
CHAPTER LXXXI
CHAPTER LXXXII
CHAPTER LXXXIII
CHAPTER LXXXIV
CHAPTER LXXXV
CHAPTER LXXXVI
CHAPTER LXXXVII
CHAPTER LXXXVIII
CHAPTER LXXXIX
CHAPTER XLXXXX
CHAPTER XLXXXX
CHAPTER XLXXXX

APPENDIX

APPENDIX I
APPENDIX II
APPENDIX III
APPENDIX IV
APPENDIX V
APPENDIX VI
APPENDIX VII
APPENDIX VIII
APPENDIX IX
APPENDIX X
APPENDIX XI
APPENDIX XII
APPENDIX XIII
APPENDIX XIV
APPENDIX XV
APPENDIX XVI
APPENDIX XVII
APPENDIX XVIII
APPENDIX XIX
APPENDIX XX
APPENDIX XXI
APPENDIX XXII
APPENDIX XXIII
APPENDIX XXIV
APPENDIX XXV
APPENDIX XXVI
APPENDIX XXVII
APPENDIX XXVIII
APPENDIX XXIX
APPENDIX XXX
APPENDIX XXXI
APPENDIX XXXII
APPENDIX XXXIII
APPENDIX XXXIV
APPENDIX XXXV
APPENDIX XXXVI
APPENDIX XXXVII
APPENDIX XXXVIII
APPENDIX XXXIX
APPENDIX XL
APPENDIX XLI
APPENDIX XLII
APPENDIX XLIII
APPENDIX XLIV
APPENDIX XLV
APPENDIX XLVI
APPENDIX XLVII
APPENDIX XLVIII
APPENDIX XLIX
APPENDIX L
APPENDIX LI
APPENDIX LII
APPENDIX LIII
APPENDIX LIV
APPENDIX LV
APPENDIX LVI
APPENDIX LVII
APPENDIX LVIII
APPENDIX LVIX
APPENDIX LX
APPENDIX LXI
APPENDIX LXII
APPENDIX LXIII
APPENDIX LXIV
APPENDIX LXV
APPENDIX LXVI
APPENDIX LXVII
APPENDIX LXVIII
APPENDIX LXIX
APPENDIX LXX
APPENDIX LXXI
APPENDIX LXXII
APPENDIX LXXIII
APPENDIX LXXIV
APPENDIX LXXV
APPENDIX LXXVI
APPENDIX LXXVII
APPENDIX LXXVIII
APPENDIX LXXIX
APPENDIX LXXX
APPENDIX LXXXI
APPENDIX LXXXII
APPENDIX LXXXIII
APPENDIX LXXXIV
APPENDIX LXXXV
APPENDIX LXXXVI
APPENDIX LXXXVII
APPENDIX LXXXVIII
APPENDIX LXXXIX
APPENDIX XLXXXX
APPENDIX XLXXXX
APPENDIX XLXXXX

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88 07/26

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION ASIE PACIFIQUE

		NOBRE	ETDPS-OFFIC COTDMS ENG/SP	TEMPS-TOTAL PERS-TRIM
A DEMANDES/SERV/EXPORT	DU CANADA	8779	17.87	23.54
	<u>ASIE ET PACIFIQUE</u>	11887	7.89	32.07
B VISITES A DES CLIENTS DE TERRIT.	VISITES	2827	9.92	10.56
C PROJETS & EVENEMENT/PROPOS DE EXP	FOIRES	43	3.57	3.71
	MISSIONS	138	9.30	10.88
	AUTRES	103	3.44	4.77
D RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	<u>PST</u>			
			<u>PNC/PSU</u>	
E DEMANDES/APPUI FINANCIER/INVEST. DU CANADA		519	1.45	1.15
	BANGKOK			
	CANBERRA			
F PROG. APPORT TECHNIQUE/INVEST. DES TERRITOIRES				
	BEIJING			
	HONG KONG			
G PARTICIP. DE BUREAUX AU PROG. AU CANADA				
	OSAKA			
	SEOUL			
	SHANGHAI			
	TOKYO			
H DEMANDES DE SERVICES/CONTACTS ORGANISES				
	ISLAMABAD			
	KUALA LUMPUR			
I ADMINISTRATION DU PROG. & ADMIN. DEVELOPPEMENT PROF				
	MANILLE	717	4.34	2.34
	MELBOURNE	1467	5.80	4.96
	NEW DELHI	283	2.01	1.09
	SINGAPOUR			
	SYDNEY			
	WELLINGTON			
J SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			4.67	2.01
***** TOTAUX *****			99.88	99.90

NOBRE/VISITES/GENS D'AFFAIRES DU CANADA : 3443
DE TERRIT. : 4780

NOBRE/DEMANDES/FOIRE/OBSERVATIONS : 196

NOBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 37
-ENGAGES SUR PLACE : 33

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/26

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION : ASIE PACIFIQUE

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	8779	17.57	23.54	22.50
	DES TERRITOIRES	11889	7.85	22.07	16.18
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	2527	9.92	10.56	11.26
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	43	3.57	3.71	4.01
	MISSIONS	138	9.50	10.88	11.19
	AUTRES	103	3.66	4.77	4.62
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		416	5.54	2.50	4.49
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		219	1.45	1.15	1.44
	DES TERRITOIRES	394	1.49	2.26	2.05
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	31	0.26	0.24	0.28
	CONTACT ORGANISES	14	0.01	0.05	0.04
G. PARTICIP. DS EVENEM LIES AU PROG.	AU CANADA	23	5.03	1.71	3.78
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		717	6.36	2.84	5.14
	D'AUTRES GOUVERNEMENTS	1667	5.80	4.96	5.94
	-CONTACTS	283	2.01	1.09	1.73
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			8.52	2.60	6.24
	CONGES, DEVELOPPEMENT PROF		6.47	2.96	5.26
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			4.87	2.01	3.85
***** TOTAUX *****			99.88	99.90	110.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 3463
DE TERRIT. : 4707

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 194

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 57
-ENGAGES SUR PLACE : 53

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BANGKOK

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	735	17.50	27.50	1.45
DES TERRITOIRES	450	7.50	16.75	0.82
B. VISITES A DES CLIENTS DS TERRIT.				
VISITES	132	13.00	8.25	0.59
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	2	0.00	0.25	0.01
MISSIONS	7	12.00	11.75	0.71
AUTRES	6	3.50	0.00	0.07
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	13	4.50	0.50	0.11
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	19	0.50	0.75	0.04
DES TERRITOIRES	28	1.50	1.50	0.09
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	1	0.00	0.25	0.01
CONTACT ORGANISES	1	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	2	12.50	5.25	0.46
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	166	9.00	7.25	0.47
D'AUTRES GOUVERNEMENTS	213	7.50	12.00	0.63
-CONTACTS	47	4.00	0.00	0.08
-RAPPORTS				
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		3.50	0.00	0.07
CONGES, DEVELOPPEMENT PROF		0.00	3.00	0.12
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		3.50	5.00	0.27
***** TOTAUX *****		100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 386
DE TERRIT. : 479

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 17

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

86/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : CANBERRA

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	283	10.33	41.00	0.72
DES TERRITOIRES	85	5.33	3.00	0.19
B. VISITES A DES CLIENTS DS TERRIT.	10	2.33	1.00	0.08
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	1	0.66	0.00	0.02
MISSIONS	6	4.33	0.00	0.13
AUTRES	13	5.00	0.00	0.15
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	21	4.33	0.00	0.13
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	7	1.66	0.00	0.05
DES TERRITOIRES	7	1.33	0.00	0.04
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	1	5.66	0.00	0.17
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS	16	16.66	0.00	0.50
D'AUTRES GOUVERNEMENTS				
-CONTACTS	63	0.66	4.00	0.06
-RAPPORTS	13	9.00	0.00	0.27
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		24.66	49.00	1.23
CONGES, DEVELOPPEMENT PROF		3.00	1.00	0.10
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		5.00	1.00	0.16
***** TOTAUX *****		99.94	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 26
DE TERRIT. : 33

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : COLOMBO

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA :	52	0.00	0.00	0.00
DES TERRITOIRES :	134	0.00	0.00	0.00
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	0	0.00	0.00	0.00
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	1	0.00	0.00	0.00
MISSIONS :	0	0.00	0.00	0.00
AUTRES :	0	0.00	0.00	0.00
D. RAPPORTS ECONMIQUES/COMMERCIAUX TERMINEES :	1	0.00	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	1	0.00	0.00	0.00
DES TERRITOIRES :	2	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	1	0.00	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	0	0.00	0.00	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	0	0.00	0.00	0.00
-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		0.00	0.00	0.00
CONGES, DEVELOPPEMENT PROF :		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		0.00	0.00	0.00
***** TOTAUX *****		0.00	0.00	0.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 7
DE TERRIT. : 2

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 0
-ENGAGES SUR PLACE : 0

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : DHAKA

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	103	24.00	47.00	0.71
	DES TERRITOIRES	108	20.00	30.00	0.50
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	9	2.00	16.00	0.18
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	0	0.00	0.00	0.00
	MISSIONS	0	0.00	0.00	0.00
	AUTRES	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		0	0.00	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		0	0.00	0.00	0.00
	DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA		0	0.00	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA		0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		1	0.00	5.00	0.05
	D'AUTRES GOUVERNEMENTS -CONTACTS	0	0.00	0.00	0.00
	-RAPPORTS	2	0.00	2.00	0.02
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			2.00	0.00	0.02
	CONGES, DEVELOPPEMENT PROF		2.00	0.00	0.02
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			50.00	0.00	0.50
***** TOTAUX *****			100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 13
DE TERRIT. : 38

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : JAKARTA

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 309	19.33	20.00	1.38
DES TERRITOIRES	: 188	8.66	19.50	1.04
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 158	9.66	19.25	1.06
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 2	4.00	0.50	0.14
MISSIONS	: 3	15.00	20.00	1.25
AUTRES	: 1	1.66	0.00	0.05
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINES	: 9	3.33	0.00	0.10
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 21	9.00	3.75	0.42
DES TERRITOIRES	: 17	1.66	1.25	0.10
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	: 0	0.00	0.00	0.00
CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA : 1	8.33	0.00	0.25
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS	: 10	5.66	0.00	0.17
D'AUTRES GOUVERNEMENTS				
-CONTACTS	: 20	2.33	0.00	0.07
-RAPPORTS	: 1	0.33	0.00	0.01
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 7.33	1.25	0.27	
CONGES, DEVELOPPEMENT PROF	: 1.66	0.00	0.05	
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		2.00	14.50	0.64
***** TOTAUX *****		99.94	100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 405
DE TERRIT. : 174

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 18

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : ISLAMABAD

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP		TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 155	15.00	25.00	0.65
DES TERRITOIRES	: 275	10.00	22.50	0.55
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 22	15.00	3.50	0.22
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 0	0.00	0.00	0.00
MISSIONS	: 4	15.00	32.50	0.80
AUTRES	: 5	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 5	0.00	2.50	0.05
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 0	0.00	0.00	0.00
DES TERRITOIRES	: 0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	: 0	0.00	0.00	0.00
CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 1	15.00	0.00	0.15
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 0	0.00	0.00	0.00
D'AUTRES GOUVERNEMENTS				
-CONTACTS	: 2	2.00	4.00	0.10
-RAPPORTS	: 8	3.00	2.50	0.08
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		25.00	7.50	0.40
CONGES, DEVELOPPEMENT PROF		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		0.00	0.00	0.00
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 42
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : KUALA LUMPUR

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	756	21.33	37.00	1.01
DES TERRITOIRES	306	8.33	16.00	0.41
B. VISITES A DES CLIENTS DS TERRIT.	201	12.66	16.00	0.54
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	8	3.33	3.00	0.13
MISSIONS	11	18.33	2.00	0.57
AUTRES	4	2.33	0.00	0.07
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	52	5.00	1.00	0.16
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	7	0.33	0.00	0.01
DES TERRITOIRES	19	1.00	0.00	0.03
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	1	1.00	0.00	0.03
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	30	7.00	5.00	0.26
D'AUTRES GOUVERNEMENTS -CONTACTS	99	4.33	7.00	0.20
-RAPPORTS	38	4.33	1.00	0.14
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		7.66	4.00	0.27
CONGES, DEVELOPPEMENT PROF		2.33	8.00	0.15
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		0.66	0.00	0.02
***** TOTAUX *****		99.95	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 502
DE TERRIT. : 64

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : MANILLE

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 747	40.00	33.00	1.46
	DES TERRITOIRES	: 480	10.50	15.00	0.51
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 230	4.00	15.00	0.38
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 0	0.00	0.00	0.00
	MISSIONS	: 4	7.50	10.50	0.36
	AUTRES	: 8	6.00	11.50	0.35
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 11	3.50	2.50	0.12
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 4	0.00	0.00	0.00
	DES TERRITOIRES	: 2	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 0	0.00	0.00	0.00
	CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 1	7.50	0.00	0.15
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 80	3.50	4.50	0.16
	D'AUTRES GOUVERNEMENTS	: 74	3.00	3.00	0.12
	-RAPPORTS	: 17	5.50	1.50	0.14
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		: 4.50	0.00		0.09
	CONGES, DEVELOPPEMENT PROF	: 0.50	3.00		0.07
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		: 4.00	0.50		0.09
***** TOTAUX *****			100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 118
DE TERRIT. : 50

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : MELBOURNE

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	253	9.00	17.50	0.53
	DES TERRITOIRES :	458	4.00	18.00	0.44
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	82	9.00	11.50	0.41
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	1	0.00	8.00	0.16
	MISSIONS :	2	6.50	19.00	0.51
	AUTRES :	4	4.00	11.00	0.30
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	0	0.50	0.00	0.01
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		2	1.50	0.00	0.03
	DES TERRITOIRES :	3	1.50	0.50	0.04
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA :	1	0.50	0.00	0.01
	CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		1	1.00	0.00	0.02
	D'AUTRES GOUVERNEMENTS -CONTACTS :	0	0.00	0.00	0.00
	-RAPPORTS :	0	2.50	0.00	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			14.00	2.50	0.33
	CONGES, DEVELOPPEMENT PROF :		22.50	12.00	0.69
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			23.50	0.00	0.47
***** TOTAUX *****			100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 55
DE TERRIT. : 377

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 12

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : NEW DELHI

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	879	17.20	27.25	1.95
	DES TERRITOIRES :	1608	7.60	34.50	1.76
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	42	14.40	2.00	0.80
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	0	0.00	0.00	0.00
	MISSIONS :	5	17.00	11.75	1.32
	AUTRES :	3	3.40	4.50	0.35
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		24	4.00	0.75	0.23
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		46	1.00	0.25	0.06
	DES TERRITOIRES :	87	1.80	0.50	0.11
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA :	0	0.00	0.00	0.00
	CONTACT ORGANISES :	1	0.20	0.00	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA :	1	4.00	0.00	0.20
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		33	8.00	0.50	0.42
	D'AUTRES GOUVERNEMENTS -CONTACTS :	131	3.00	4.25	0.32
	-RAPPORTS :	25	2.20	0.50	0.13
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			8.40	5.00	0.62
	CONGES, DEVELOPPEMENT PROF :		5.40	7.00	0.55
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			2.40	1.25	0.17
***** TOTAUX *****			100.00	100.00	9.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 206
DE TERRIT. : 451

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 12

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 5
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : SINGAPOURE

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	391	17.50	27.50	0.90
	DES TERRITOIRES :	390	15.00	33.00	0.96
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	110	12.00	16.00	0.56
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	3	12.50	5.00	0.35
	MISSIONS :	9	3.50	10.00	0.27
	AUTRES :	5	7.50	0.00	0.15
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	24	8.50	2.50	0.22
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	:	10	1.00	0.00	0.02
	DES TERRITOIRES :	17	1.50	0.00	0.03
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA :	0	0.00	0.00	0.00
	CONTACT ORGANISES :	3	0.00	1.00	0.02
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA :	1	2.50	0.00	0.05
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	:	20	9.50	0.00	0.19
	D'AUTRES GOUVERNEMENTS -CONTACTS :	12	2.00	0.00	0.04
	-RAPPORTS :	13	2.00	5.00	0.14
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	:		5.00	0.00	0.10
	CONGES, DEVELOPPEMENT PROF :		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			0.00	0.00	0.00
***** TOTAUX *****			100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 196
DE TERRIT. : 150

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 13

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : SYDNEY

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	694	27.00	24.00	1.74
DES TERRITOIRES	3873	20.00	30.00	1.90
B. VISITES A DES CLIENTS DS TERRIT.	163	6.00	8.00	0.52
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	3	0.00	5.00	0.25
MISSIONS	2	8.00	8.00	0.56
AUTRES	1	0.00	4.00	0.20
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	18	8.00	5.00	0.41
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	3	1.00	0.00	0.02
DES TERRITOIRES	12	4.00	0.00	0.08
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	1	0.00	5.00	0.25
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	0	3.00	1.00	0.11
D'AUTRES GOUVERNEMENTS -CONTACTS	0	0.00	0.00	0.00
-RAPPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		14.00	2.00	0.38
CONGES, DEVELOPPEMENT PROF		8.00	8.00	0.56
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		1.00	0.00	0.02
***** TOTAUX *****		100.00	100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 121
DE TERRIT. : 310

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 12

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 5

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : WELLINGTON

		NOMBRE	%TEMPS-OFFIC. TEMPS-TOTAL	
			CDIENS ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	197	7.50	30.66
	DES TERRITOIRES :	161	4.50	27.00
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	77	8.50	8.66
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	0	0.00	0.00
	MISSIONS :	6	7.50	14.33
	AUTRES :	2	0.00	7.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	0	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		1	0.50	0.00
	DES TERRITOIRES :	3	1.50	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		0	0.00	0.00
	CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		2	8.00	8.66
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		5	1.50	0.00
	D'AUTRES GOUVERNEMENTS -CONTACTS :	6	2.50	1.66
	-RAPPORTS :	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			8.50	1.66
	CONGES, DEVELOPPEMENT PROF :		42.00	0.33
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			7.50	0.00
***** TOTAUX *****			100.00	99.96

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 38
DE TERRIT. : 26

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 22

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BEIJING

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	558	23.00	20.00	2.50
	DES TERRITOIRES	178	5.30	30.00	0.83
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	265	12.50	2.00	1.27
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	2	0.60	0.00	0.06
	MISSIONS	30	8.80	0.00	0.88
	AUTRES	11	4.00	28.00	0.68
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		40	5.20	0.00	0.52
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		6	0.30	0.00	0.03
	DES TERRITOIRES	10	0.40	0.00	0.04
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	2	0.00	0.00	0.00
	CONTACT ORGANISES	2	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	4	10.20	0.00	1.02
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		76	6.20	0.00	0.62
	D'AUTRES GOUVERNEMENTS	110	8.40	5.00	0.89
	-CONTACTS	64	0.00	10.00	0.10
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			5.20	0.00	0.52
	CONGES, DEVELOPPEMENT PROF		8.90	0.00	0.89
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			1.00	5.00	0.15
***** TOTAUX *****			100.00	100.00	11.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 276
DE TERRIT. : 240

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 30

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 10
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : HONG KONG

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 682	13.33	17.33	0.92
DES TERRITOIRES	: 899	9.66	22.00	0.95
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 140	5.33	5.33	0.32
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 4	10.00	3.33	0.40
MISSIONS	: 9	1.66	2.33	0.12
AUTRES	: 3	1.00	0.00	0.03
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 45	6.66	8.00	0.44
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 33	1.66	6.66	0.25
DES TERRITOIRES	: 111	3.33	20.00	0.70
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	: 0	0.00	0.00	0.00
CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 4	10.00	3.00	0.39
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 76	3.00	3.33	0.19
D'AUTRES GOUVERNEMENTS -CONTACTS	: 307	10.00	3.00	0.39
-RAPPORTS	: 27	3.33	1.00	0.13
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		13.66	2.00	0.47
CONGES, DEVELOPPEMENT PROF		0.00	1.33	0.04
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		7.33	1.33	0.26
***** TOTAUX *****		99.95	99.97	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 115
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : OSAKA

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 126	5.00	12.50	0.35
	DES TERRITOIRES	: 158	5.00	12.50	0.35
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 49	5.00	7.50	0.25
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 2	5.00	10.00	0.30
	MISSIONS	: 5	15.00	12.50	0.55
	AUTRES	: 11	5.00	7.50	0.25
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 5	2.50	0.00	0.05
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 19	5.00	5.00	0.20
	DES TERRITOIRES	: 11	5.00	15.00	0.40
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA		: 4	2.50	0.00	0.05
	CONTACT ORGANISES	: 2	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA		: 1	0.00	5.00	0.10
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 17	2.50	0.00	0.05
	D'AUTRES GOUVERNEMENTS -CONTACTS	: 133	5.00	5.00	0.20
	-RAPPORTS	: 17	2.50	5.00	0.15
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			5.00	0.00	0.10
	CONGES, DEVELOPPEMENT PROF		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			30.00	2.50	0.65
***** TOTAUX *****			100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 123
DE TERRIT. : 343

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/26

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : SEOUL

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	463	11.33	24.75	1.33
	DES TERRITOIRES :	829	5.66	19.75	0.96
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	106	6.33	7.00	0.47
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	1	3.33	0.00	0.10
	MISSIONS :	11	12.33	6.75	0.64
	AUTRES :	9	18.33	15.25	1.16
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	14	5.00	0.75	0.18
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		11	2.33	0.50	0.09
	DES TERRITOIRES :	40	3.66	1.50	0.17
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		7	0.00	0.50	0.02
	CONTACT ORGANISES :	1	0.00	0.25	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		1	1.66	0.00	0.05
H. DEMANDES DE SERV. /ORIG GOV'MENTALE-MAE RAPTS :		70	2.66	10.50	0.50
	D'AUTRES GOUVERNEMENTS -CONTACTS :	68	3.33	6.75	0.37
	-RAPPORTS :	5	0.66	0.00	0.02
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			16.66	4.75	0.69
	CONGES, DEVELOPPEMENT PROF :		6.00	0.75	0.21
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			0.66	0.25	0.03
***** TOTAUX *****			99.93	100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 278
DE TERRIT. : 799

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : SHANGHAI

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	237	19.00	30.00	0.98
DES TERRITOIRES	83	9.00	15.00	0.48
B. VISITES A DES CLIENTS DS TERRIT.	37	10.00	10.00	0.40
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	1	0.00	0.00	0.00
MISSIONS	5	8.00	17.50	0.51
AUTRES	4	3.00	12.50	0.31
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	15	4.00	0.00	0.08
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	0	1.00	0.00	0.02
DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	14	3.00	2.00	0.10
D'AUTRES GOUVERNEMENTS	140	10.00	8.50	0.37
-CONTACTS				
-RAPPORTS	4	3.00	1.00	0.08
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		5.00	0.00	0.10
CONGES, DEVELOPPEMENT PROF		15.00	0.00	0.30
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		10.00	3.50	0.27
***** TOTAUX *****		100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 106
DE TERRIT. : 170

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : TOKYO

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 1159	15.00	15.00	2.85
DES TERRITOIRES	: 1226	7.00	20.00	2.63
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 694	12.00	17.00	2.78
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 12	11.00	11.00	2.09
MISSIONS	: 19	7.00	8.00	1.43
AUTRES	: 13	1.00	2.00	0.29
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 119	12.00	6.00	1.68
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 29	1.00	1.00	0.19
DES TERRITOIRES	: 25	1.00	1.00	0.19
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	: 15	1.00	1.00	0.19
CONTACT ORGANISES	: 4	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 1	1.00	0.00	0.09
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 102	10.00	4.00	1.30
D'AUTRES GOUVERNEMENTS -CONTACTS	: 289	12.00	10.00	2.08
-RAPPORTS	: 2	1.00	1.00	0.19
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		4.00	0.00	0.36
CONGES, DEVELOPPEMENT PROF		4.00	3.00	0.66
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		0.00	0.00	0.00
***** TOTAUX *****		100.00	100.00	19.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 492
DE TERRIT. : 1001

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 26

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 9
-ENGAGES SUR PLACE : 10

Système de suivi du programme commercial

07/24

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCICE 1967

REGION EUROPE DE L'EST

		<u>EUROPE</u>		ETEPS-OFFIC	TEMPS-TOTAL
		NOMBRE	COUENS	ENG/EN	PERE-TAIN
DEMANDES/SERV/EXPORT	DU CANADA	1360	22.44	42.90	6.16.74
	DES TERRITOIRES :	617	4.11	10.09	1.48
VISITES A DES CLIENTS OS TERRIT.	VISITES :	543	14.44	10.49	2.43
PROJETS & EVENEMENTS PROMOT. DE EXP.	RET	5	2.34	2.90	0.43
	RWT	34	3.00	3.72	1.03
		10	2.00	1.43	0.34
RAPPORTS ECONOMIQUES COMMERCIAUX TERRIT.	BELGRADE				
	BUCAREST				
	BUDAPEST				
DEMANDES/APPUI/INVEST. DES TERR.	MOSCOU	2	0.30	0.00	0.00
	PRAGUE	2	0.00	0.18	0.02
	VARSOVIE				
PROG. APPORT TECHNIQUE DEMANDES/SERV. CONTACT DR.	ANKARA				
	ATHENES	103	10.77	7.90	1.84
	BERNE				
	BONN	2	0.30	0.00	0.00
	BRUXELLES	2	0.00	0.18	0.02
	BRUXELLES (CAN)				
	COPENHAGUE	3	2.22	2.00	0.02
	DUBLIN	3	0.00	0.09	0.01
	DUSSELDORF				
PARTICIP. DS EVENEMENTS LIÉS AU PROG. AU	HELSINKI	1	2.22	2.00	0.23
	LISBONNE				
DEMANDES DE SERV. FORMS. CULTURELLE-MA	LONDRES	106	3.11	1.90	0.67
DE D'AUTRES GOUVERNEMENTS :	LYON	174	3.22	1.72	0.66
	MADRID	88	2.11	4.43	0.93
	MILAN				
ADMINISTRATION GESTION DU PROG. & CONGES-DEVELOPPEMENT	MUNICH		10.55	2.18	1.19
	OSLO		6.52	3.43	0.77
	PARIS				
SERVICES A D'AUTRE PROGRAMMES DE LA	ROME		3.44	1.04	0.46
	STOCKHOLM				
	LA HAYE				
	VIENNE		99.95	99.92	20.00
***** TOTAL *****					

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 266
DE TERRIT. : 329

NOMBRE/DEMANDES/PONE/OBSERVATIONS : 21

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 9
-ENGAGES EN PLACE : 11

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/26

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION : EUROPE DE L'EST

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 1560	22.44	42.90	6.74
DES TERRITOIRES	: 617	4.11	10.09	1.48
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 563	14.44	10.45	2.45
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 6	2.44	3.90	0.65
MISSIONS	: 34	8.00	5.72	1.35
AUTRES	: 10	2.00	1.45	0.34
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 135	10.77	7.90	1.84
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 0	0.00	0.00	0.00
DES TERRITOIRES	: 3	0.00	0.18	0.02
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	: 3	0.22	0.00	0.02
CONTACT ORGANISES	: 5	0.00	0.09	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 1	2.55	0.00	0.23
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 186	5.11	1.90	0.67
D'AUTRES GOUVERNEMENTS				
-CONTACTS	: 194	5.22	1.72	0.66
-RAPPORTS	: 88	2.11	6.45	0.90
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		10.55	2.18	1.19
CONGES, DEVELOPPEMENT PROF		6.55	3.63	0.99
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		3.44	1.36	0.46
***** TOTAUX *****		99.95	99.92	20.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 266
DE TERRIT. : 333

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 21

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 9
-ENGAGES SUR PLACE : 11

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BELGRADE

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 220	28.00	45.00	1.46
	DES TERRITOIRES	: 108	10.00	16.00	0.52
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 122	13.00	18.00	0.62
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 0	0.00	0.00	0.00
	MISSIONS	: 3	7.00	4.00	0.22
	AUTRES	: 4	8.00	4.00	0.24
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 10	10.00	7.00	0.34
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 0	0.00	0.00	0.00
	DES TERRITOIRES	: 2	0.00	1.00	0.02
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 0	0.00	0.00	0.00
	CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 20	3.00	1.00	0.08
	D'AUTRES GOUVERNEMENTS				
	-CONTACTS	: 65	6.00	3.00	0.18
	-RAPPORTS	: 4	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			14.00	0.00	0.28
	CONGES, DEVELOPPEMENT PROF		1.00	1.00	0.04
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			0.00	0.00	0.00
***** TOTAUX *****			100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 37
DE TERRIT. : 75

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BUCHAREST

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 82	5.00	24.00	0.53
	DES TERRITOIRES	: 38	1.00	9.00	0.19
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 80	20.00	9.00	0.38
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 1	0.00	0.00	0.00
	MISSIONS	: 0	0.00	0.00	0.00
	AUTRES	: 1	0.00	3.00	0.06
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 19	11.00	31.00	0.73
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 0	0.00	0.00	0.00
	DES TERRITOIRES	: 0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA		: 0	0.00	0.00	0.00
	CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA		: 0	5.00	0.00	0.05
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 13	3.00	3.00	0.09
	D'AUTRES GOUVERNEMENTS	: 4	0.00	3.00	0.06
	-CONTACTS	: 2	1.00	0.00	0.01
	-RAPPORTS	: 2	1.00	0.00	0.01
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			13.00	5.00	0.23
	CONGES, DEVELOPPEMENT PROF		18.00	8.00	0.34
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			23.00	5.00	0.33
***** TOTAUX *****			100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 25
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BUDAPEST

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 170	40.00	60.00	1.00
	DES TERRITOIRES	: 13	0.00	3.00	0.03
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 105	25.00	26.00	0.51
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 1	0.00	1.00	0.01
	MISSIONS	: 4	2.00	3.00	0.05
	AUTRES	: 0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 6	1.00	2.00	0.03
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 0	0.00	0.00	0.00
	DES TERRITOIRES	: 1	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 3	2.00	0.00	0.02
	CONTACT ORGANISES	: 5	0.00	1.00	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 6	5.00	0.00	0.05
	D'AUTRES GOUVERNEMENTS				
	-CONTACTS	: 31	10.00	2.00	0.12
	-RAPPORTS	: 1	0.00	2.00	0.02
I. ADMINISTRATION:	GESTION DU PROGR. & ADMIN.		10.00	0.00	0.10
	CONGES, DEVELOPPEMENT PROF		5.00	0.00	0.05
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			0.00	0.00	0.00
***** TOTAUX *****			100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 52
DE TERRIT. : 30

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/26

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : MOSCOU

		NOMBRE	XTEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	596	26.66	81.00	2.42
	DES TERRITOIRES :	1	0.00	0.00	0.00
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	51	9.00	0.00	0.27
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	1	1.66	0.00	0.05
	MISSIONS :	20	13.33	11.50	0.63
	AUTRES :	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	21	11.66	0.00	0.35
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		0	0.00	0.00	0.00
	DES TERRITOIRES :	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA :	0	0.00	0.00	0.00
	CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA :	1	6.00	0.00	0.18
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		40	8.33	0.00	0.25
	D'AUTRES GOUVERNEMENTS				
	-CONTACTS :	59	6.66	2.50	0.25
	-RAPPORTS :	36	5.00	5.00	0.25
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			6.66	0.00	0.20
	CONGES, DEVELOPPEMENT PROF :		5.00	0.00	0.15
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			0.00	0.00	0.00
***** TOTAUX *****			99.96	100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 80
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 12

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : PRAGUE

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	296	4.00	45.00	0.94
	DES TERRITOIRES :	367	10.00	24.50	0.59
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	112	18.00	7.00	0.32
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	2	2.00	1.00	0.04
	MISSIONS :	6	10.00	8.00	0.26
	AUTRES :	5	2.00	1.00	0.04
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	15	20.00	0.50	0.21
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	:	0	0.00	0.00	0.00
	DES TERRITOIRES :	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA :	0	0.00	0.00	0.00
	CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPPTS	:	3	2.00	0.50	0.03
	D'AUTRES GOUVERNEMENTS -CONTACTS :	6	2.00	0.00	0.02
	-RAPPORTS :	3	3.00	0.00	0.03
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	:		15.00	3.50	0.22
	CONGES, DEVELOPPEMENT PROF :		7.00	7.50	0.22
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			5.00	1.50	0.08
***** TOTAUX *****			100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 39
DE TERRIT. : 185

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : VARSOVIE

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 196	17.00	11.00	0.39
	DES TERRITOIRES	: 90	6.00	4.50	0.15
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 93	14.00	10.50	0.35
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 1	15.00	20.00	0.55
	MISSIONS	: 1	6.00	6.50	0.19
	AUTRES	: 0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 64	10.00	4.00	0.18
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 0	0.00	0.00	0.00
	DES TERRITOIRES	: 0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 0	0.00	0.00	0.00
	CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 104	5.00	6.00	0.17
	D'AUTRES GOUVERNEMENTS -CONTACTS	: 29	3.00	0.00	0.03
	-RAPPORTS	: 42	0.00	29.50	0.59
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			9.00	3.50	0.16
	CONGES, DEVELOPPEMENT PROF		12.00	3.50	0.19
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			3.00	1.00	0.05
***** TOTAUX *****			100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 33
DE TERRIT. : 43

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

86/07/26

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION : EUROPE

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 7050	14.83	27.54	23.56
	DES TERRITOIRES	: 7091	9.92	19.49	16.37
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 1548	9.22	7.77	9.32
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 180	3.41	4.50	4.38
	MISSIONS	: 179	4.81	5.57	5.73
	AUTRES	: 201	3.84	2.56	3.50
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 526	7.35	3.77	6.05
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 374	2.96	1.50	2.43
	DES TERRITOIRES	: 683	4.15	3.66	4.29
F. PROG. APPORT TECHN DEMANDES/SERV	DU CANADA	: 388	1.28	3.49	2.67
	CONTACT ORGANISES	: 381	1.37	2.17	1.97
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 40	3.52	0.80	2.33
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS		: 703	5.92	2.63	4.64
	D'AUTRES GOUVERNEMENTS	-CONTACTS : 1132	4.52	3.94	4.65
		-RAPPORTS : 184	1.83	1.10	1.60
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			10.88	2.82	7.38
	CONGES, DEVELOPPEMENT PROF		4.43	5.26	5.35
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			5.67	1.50	3.87
***** TOTAUX *****			99.91	100.07	110.09

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 1739
DE TERRIT. : 2097

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 234

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 53
-ENGAGES SUR PLACE : 57

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION : MULTILATERALE

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 350	20.00	0.00	0.80
	DES TERRITOIRES	: 15	3.00	0.00	0.12
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 3	2.00	0.00	0.08
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 0	0.00	0.00	0.00
	MISSIONS	: 0	0.00	0.00	0.00
	AUTRES	: 10	10.00	0.00	0.40
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 95	10.00	0.00	0.40
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 0	0.00	0.00	0.00
	DES TERRITOIRES	: 0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 0	0.00	0.00	0.00
	CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 2	5.00	0.00	0.20
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 0	0.00	0.00	0.00
	D'AUTRES GOUVERNEMENTS	-CONTACTS : 125	25.00	0.00	1.00
		-RAPPORTS : 60	10.00	0.00	0.40
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			4.00	0.00	0.16
	CONGES, DEVELOPPEMENT PROF		1.00	0.00	0.04
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			10.00	0.00	0.40
***** TOTAUX *****			100.00	0.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 105
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 4
-ENGAGES SUR PLACE : 0

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : ANKARA

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	692	37.00	45.00	1.64
	DES TERRITOIRES	446	15.50	20.50	0.72
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	132	13.50	5.00	0.37
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	0	0.00	0.00	0.00
	MISSIONS	7	13.00	8.00	0.42
	AUTRES	2	1.00	0.00	0.02
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		6	2.00	2.50	0.09
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		0	0.00	0.00	0.00
	DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA		0	0.00	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA		1	4.50	0.00	0.09
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		14	2.00	4.00	0.12
	D'AUTRES GOUVERNEMENTS -CONTACTS	142	4.50	14.00	0.37
	-RAPPORTS	7	0.50	1.00	0.03
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			5.50	0.00	0.11
	CONGES, DEVELOPPEMENT PROF		0.50	0.00	0.01
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			0.50	0.00	0.01
***** TOTAUX *****			100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 68
DE TERRIT. : 90

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 14

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : ATHENES

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 332	20.00	42.00	1.04
	DES TERRITOIRES	: 540	20.00	27.00	0.74
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 134	8.00	6.00	0.20
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 1	0.00	3.00	0.06
	MISSIONS	: 1	2.00	4.00	0.10
	AUTRES	: 8	2.00	1.00	0.04
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 26	10.00	5.00	0.20
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 2	1.00	0.00	0.01
	DES TERRITOIRES	: 6	1.00	1.00	0.03
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 1	1.00	0.00	0.01
	CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 1	5.00	0.00	0.05
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 19	10.00	4.00	0.18
	D'AUTRES GOUVERNEMENTS	: 4	1.00	2.00	0.05
	-RAPPORTS	: 2	1.00	0.00	0.01
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			10.00	1.00	0.12
	CONGES, DEVELOPPEMENT PROF		4.00	4.00	0.12
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			4.00	0.00	0.04
***** TOTAUX *****			100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 41
DE TERRIT. : 115

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BERNE

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA :	223	25.00	41.00	1.32
DES TERRITOIRES :	141	11.00	24.50	0.71
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	18	4.00	5.50	0.19
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	1	0.00	3.00	0.06
MISSIONS :	1	0.00	1.50	0.03
AUTRES :	7	0.00	5.00	0.10
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	3	2.50	1.50	0.08
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	15	15.00	1.00	0.32
DES TERRITOIRES :	60	10.50	0.50	0.22
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	21	1.50	1.50	0.06
CONTACT ORGANISES :	9	6.00	0.00	0.12
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	2	4.00	0.00	0.08
D'AUTRES GOUVERNEMENTS -CONTACTS :	7	1.00	1.00	0.04
-RAPPORTS :	7	3.00	3.50	0.13
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		14.50	3.50	0.36
CONGES, DEVELOPPEMENT PROF :		0.00	6.00	0.12
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.00	1.00	0.06
***** TOTAUX *****		100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 176
DE TERRIT. : 42

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BONN

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	230	25.50	17.50	0.86
DES TERRITOIRES	115	7.50	5.00	0.25
B. VISITES A DES CLIENTS DS TERRIT.	22	4.00	5.00	0.18
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	6	10.00	0.00	0.20
MISSIONS	4	3.50	0.00	0.07
AUTRES	16	5.00	5.00	0.20
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	19	7.50	5.00	0.25
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	0	0.00	0.00	0.00
DES TERRITOIRES	2	0.50	0.00	0.01
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	35	0.00	30.00	0.60
CONTACT ORGANISES	15	0.00	5.00	0.10
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	1	5.00	0.00	0.10
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	33	10.00	15.00	0.50
D'AUTRES GOUVERNEMENTS	15	0.00	7.50	0.15
-RAPPORTS	7	10.00	0.00	0.20
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		9.00	2.50	0.23
CONGES, DEVELOPPEMENT PROF		2.50	2.50	0.10
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		0.00	0.00	0.00
***** TOTAUX *****		100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 35
DE TERRIT. : 27

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BRUXELLES

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 178	11.66	22.50	0.80
DES TERRITOIRES	: 114	12.00	17.50	0.71
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 30	10.00	10.00	0.50
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 7	6.66	10.00	0.40
MISSIONS	: 5	4.00	11.00	0.34
AUTRES	: 3	1.33	4.00	0.12
D. RAPPORTS ECONDMIQUES/COMMERCIAUX TERMINEES	: 20	4.00	10.00	0.32
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 19	5.66	2.00	0.21
DES TERRITOIRES	: 27	6.66	3.00	0.26
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	: 21	5.66	0.00	0.17
CONTACT ORGANISES	: 15	3.00	0.00	0.09
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 2	4.66	0.00	0.14
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS	: 12	3.33	0.00	0.10
D'AUTRES GOUVERNEMENTS -CONTACTS	: 40	3.33	3.50	0.17
-RAPPORTS	: 10	1.33	1.50	0.07
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 5.00	0.00	0.15	
CONGES, DEVELOPPEMENT PROF	: 8.33	5.00	0.35	
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION	: 3.33	0.00	0.10	
***** TOTAUX *****		99.94	100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 17
DE TERRIT. : 52

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 7

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BRUXELLES, CAN

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	350	20.00	0.00	0.80
	DES TERRITOIRES	15	3.00	0.00	0.12
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	3	2.00	0.00	0.08
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	0	0.00	0.00	0.00
	MISSIONS	0	0.00	0.00	0.00
	AUTRES	10	10.00	0.00	0.40
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		95	10.00	0.00	0.40
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		0	0.00	0.00	0.00
	DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	0.00	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	2	5.00	0.00	0.20
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		0	0.00	0.00	0.00
	D'AUTRES GOUVERNEMENTS -CONTACTS	125	25.00	0.00	1.00
	-RAPPORTS	60	10.00	0.00	0.40
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			4.00	0.00	0.16
	CONGES, DEVELOPPEMENT PROF		1.00	0.00	0.04
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			10.00	0.00	0.40
***** TOTAUX *****			100.00	0.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 105
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 4
-ENGAGES SUR PLACE : 0

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : COPENHAGUE

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	464	6.00	22.50	0.51
	DES TERRITOIRES :	322	1.00	20.00	0.41
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	29	6.00	9.00	0.24
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	2	0.00	4.00	0.08
	MISSIONS :	3	0.00	5.00	0.10
	AUTRES :	1	5.00	0.00	0.05
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	16	5.00	7.00	0.19
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	:	13	3.00	0.00	0.03
	DES TERRITOIRES :	9	7.00	0.50	0.08
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	:	25	3.00	5.00	0.13
	CONTACT ORGANISES :	27	2.00	2.50	0.07
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	:	1	11.00	0.00	0.11
H. DEMANDES DE SERV. /ORIG. GY'MENTALE-MAE RAPTS	:	38	20.00	5.50	0.31
	D'AUTRES GOUVERNEMENTS -CONTACTS :	67	4.00	7.50	0.19
	-RAPPORTS :	16	4.00	4.50	0.13
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	:		15.00	1.00	0.17
	CONGES, DEVELOPPEMENT PROF :		6.00	6.00	0.18
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION	:		2.00	0.00	0.02
***** TOTAUX *****			100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 53
DE TERRIT. : 42

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : DUBLIN

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 206	25.00	25.00	0.50
	DES TERRITOIRES	: 196	15.00	20.00	0.35
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 23	5.00	7.00	0.12
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 3	2.00	2.00	0.04
	MISSIONS	: 1	3.00	2.00	0.05
	AUTRES	: 3	1.00	1.00	0.02
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 13	3.00	8.00	0.11
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 4	1.00	2.00	0.03
	DES TERRITOIRES	: 5	1.00	3.00	0.04
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 5	2.00	2.00	0.04
	CONTACT ORGANISES	: 3	1.00	2.00	0.03
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE	RAPTS	: 11	4.00	8.00	0.12
	D'AUTRES GOUVERNEMENTS	-CONTACTS : 13	3.00	5.00	0.08
		-RAPPORTS : 10	2.00	9.00	0.11
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			2.00	1.00	0.03
	CONGES, DEVELOPPEMENT PROF		0.00	2.00	0.02
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			30.00	1.00	0.31
***** TOTAUX *****			100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 35
DE TERRIT. : 143

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : DUSSELDORF

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	309	11.33	33.33	1.34
	DES TERRITOIRES :	361	13.00	24.66	1.13
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	61	8.33	9.33	0.53
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	17	4.00	8.66	0.38
	MISSIONS :	11	3.66	8.33	0.36
	AUTRES :	8	5.66	0.00	0.17
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	22	8.66	0.33	0.27
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		24	1.33	3.66	0.15
	DES TERRITOIRES :	27	4.66	0.66	0.16
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		16	0.66	3.33	0.12
	CONTACT ORGANISES :	7	0.33	0.00	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		24	3.66	2.00	0.17
	D'AUTRES GOUVERNEMENTS -CONTACTS :	78	2.33	5.66	0.24
	-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			17.00	0.00	0.51
	CONGES, DEVELOPPEMENT PROF :		4.66	0.00	0.14
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			10.66	0.00	0.32
***** TOTAUX *****			99.93	99.95	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 49
DE TERRIT. : 35

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 60

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : HELSINKI

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	255	13.00	35.00	0.83
DES TERRITOIRES	238	5.00	27.00	0.59
B. VISITES A DES CLIENTS DS TERRIT.	35	5.00	3.00	0.11
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	3	1.00	4.00	0.09
MISSIONS	3	4.00	5.00	0.14
AUTRES	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	23	6.00	8.00	0.22
E. DEMANDES/APPUI/EXPANSION/INVEST.				
DU CANADA	27	5.00	1.00	0.07
DES TERRITOIRES	34	10.00	3.00	0.16
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	18	1.00	2.00	0.05
CONTACT ORGANISES	7	1.00	1.00	0.03
G. PARTICIP. DS EVENEM. LIES AU PROG.	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	7	8.00	0.00	0.08
D'AUTRES GOUVERNEMENTS	127	4.00	11.00	0.26
-RAPPORTS	4	1.00	0.00	0.01
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		7.00	0.00	0.07
CONGES, DEVELOPPEMENT PROF		26.00	0.00	0.26
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		3.00	0.00	0.03
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 37
DE TERRIT. : 46

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : LISBONNE

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA :	105	14.00	46.00	0.60
DES TERRITOIRES :	38	8.00	13.00	0.21
B. VISITES A DES CLIENTS DS TERRIT.				
VISITES :	30	18.00	5.00	0.23
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	0	0.00	0.00	0.00
MISSIONS :	3	10.00	7.00	0.17
AUTRES :	2	4.00	4.00	0.08
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	4	6.00	4.00	0.10
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00	0.00
DES TERRITOIRES :	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	5.00	0.00	0.05
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	9	10.00	5.00	0.15
D'AUTRES GOUVERNEMENTS				
-CONTACTS :	29	4.00	6.00	0.10
-RAPPORTS :	13	6.00	10.00	0.16
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		8.00	0.00	0.08
CONGES, DEVELOPPEMENT PROF :		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		7.00	0.00	0.07
***** TOTAUX *****		100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 44
DE TERRIT. : 52

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : LONDRES

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 1036	13.60	26.50	2.95
	DES TERRITOIRES	: 2031	15.20	22.50	2.87
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 255	9.00	11.66	1.60
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 72	3.10	6.16	0.68
	MISSIONS	: 14	3.00	2.50	0.45
	AUTRES	: 56	7.70	0.83	0.82
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 204	15.00	3.50	1.71
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 70	1.70	0.33	0.19
	DES TERRITOIRES	: 163	4.50	1.50	0.54
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 0	0.00	0.00	0.00
	CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 5	2.50	0.00	0.25
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 131	7.50	2.50	0.90
	D'AUTRES GOUVERNEMENTS	: 149	6.70	3.66	0.89
	-RAPPORTS	: 9	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			7.50	13.83	1.58
	CONGES, DEVELOPPEMENT PROF		0.20	4.50	0.29
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			2.80	0.00	0.28
***** TOTAUX *****			100.00	99.97	16.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 346
DE TERRIT. : 496

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 33

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 10
-ENGAGES SUR PLACE : 6

88/07/13

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : LYON

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT DU CANADA DES TERRITOIRES :	48	4.00	27.00	0.35
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	123	16.00	18.00	0.50
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	51	10.00	23.00	0.43
	3	1.00	1.00	0.03
	48	2.00	15.00	0.19
	15	2.00	2.00	0.06
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES DU CANADA :	1	0.00	1.00	0.01
E. DEMANDES/APPUI/EXPANSION/INVEST. DES TERRITOIRES :	3	1.00	0.00	0.02
	11	3.00	0.00	0.06
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA CONTACT ORGANISES :	2	2.00	0.00	0.04
	1	1.00	0.00	0.02
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	3	1.00	0.00	0.02
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS D'AUTRES GOUVERNEMENTS -CONTACTS :	4	1.00	0.00	0.02
	28	5.00	0.00	0.10
	20	4.00	0.00	0.08
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. CONGES, DEVELOPPEMENT PROF :		18.00	12.00	0.48
		11.00	1.00	0.23
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		18.00	0.00	0.36
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 13
DE TERRIT. : 37

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : MADRID

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 381	12.50	31.25	1.50
	DES TERRITOIRES	: 437	7.50	29.50	1.33
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 123	7.50	5.25	0.36
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 10	4.00	2.25	0.17
	MISSIONS	: 11	11.00	5.25	0.43
	AUTRES	: 14	5.00	2.00	0.18
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 21	10.00	1.00	0.24
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 2	0.50	0.00	0.01
	DES TERRITOIRES	: 11	4.50	0.00	0.09
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 13	1.00	2.00	0.10
	CONTACT ORGANISES	: 11	0.00	0.50	0.02
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 3	6.50	2.00	0.21
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 6	3.50	0.50	0.09
	D'AUTRES GOUVERNEMENTS	: 19	3.00	0.50	0.08
	-CONTACTS	: 6	1.00	0.75	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			10.00	2.75	0.31
	CONGES, DEVELOPPEMENT PROF		5.00	5.75	0.33
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			7.50	8.75	0.50
***** TOTAUX *****			100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 79
DE TERRIT. : 139

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : MILAN

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM	
		CDIENS	ENG/SP		
A. DEMANDES/SERV/EXPORT					
DU CANADA :	417	5.00	20.66	0.77	
DES TERRITOIRES :	318	0.66	14.33	0.45	
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	99	15.33	13.33	0.86
C. PROJETS & EVENEMENT/PROMOT. DS EXP.					
FOIRES :	6	2.00	1.33	0.10	
MISSIONS :	10	11.33	17.66	0.87	
AUTRES :	3	0.33	2.33	0.08	
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	5	1.66	0.66	0.07	
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	27	2.00	1.00	0.09	
DES TERRITOIRES :	37	1.66	7.66	0.28	
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	62	4.00	5.33	0.28	
CONTACT ORGANISES :	71	8.66	6.66	0.46	
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	9.00	0.00	0.27	
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	11	1.66	2.33	0.12	
D'AUTRES GOUVERNEMENTS -CONTACTS :	54	10.33	2.00	0.37	
-RAPPORTS :	2	0.00	0.00	0.00	
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.33	0.00	0.31	
CONGES, DEVELOPPEMENT PROF :		8.66	4.66	0.40	
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		7.33	0.00	0.22	
***** TOTAUX *****		99.94	99.94	6.00	

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 83
DE TERRIT. : 91

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 29

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : MUNICH

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	102	5.00	13.00	0.41
DES TERRITOIRES	96	1.00	16.00	0.35
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	32	4.00	15.00	0.42
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	10	11.00	26.00	0.85
MISSIONS :	2	5.00	15.00	0.45
AUTRES :	0	4.00	0.00	0.12
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	2	2.00	4.00	0.14
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	9	6.00	0.00	0.18
DES TERRITOIRES :	20	6.00	3.00	0.24
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	3	1.00	0.00	0.03
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	4	2.00	0.00	0.06
D'AUTRES GOUVERNEMENTS -CONTACTS :	4	1.00	0.00	0.03
-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		30.00	0.00	0.90
CONGES, DEVELOPPEMENT PROF :		8.00	8.00	0.40
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		14.00	0.00	0.42
***** TOTAUX *****		100.00	100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 70
DE TERRIT. : 32

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 10

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : OSLO

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	532	12.00	44.00	1.56
	DES TERRITOIRES	165	5.50	28.33	0.96
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	120	19.50	6.00	0.57
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	6	0.00	3.33	0.10
	MISSIONS	14	11.50	5.00	0.38
	AUTRES	4	5.00	2.33	0.17
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		35	10.50	0.00	0.21
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		6	1.50	0.00	0.03
	DES TERRITOIRES	10	2.50	1.00	0.08
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	9	1.00	1.33	0.06
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	2	6.50	0.00	0.13
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		39	9.00	1.00	0.21
	D'AUTRES GOUVERNEMENTS -CONTACTS	44	4.00	1.66	0.13
	-RAPPORTS	23	5.00	2.00	0.16
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			5.00	0.00	0.10
	CONGES, DEVELOPPEMENT PROF		0.50	4.00	0.13
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			1.00	0.00	0.02
***** TOTAUX *****			100.00	99.98	5.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 51
DE TERRIT. : 54

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : PARIS

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	729	17.66	21.12	2.75
	DES TERRITOIRES :	633	10.66	18.00	2.08
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	117	8.66	3.75	0.82
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	15	5.16	4.25	0.65
	MISSIONS :	21	5.66	3.62	0.63
	AUTRES :	43	4.16	0.25	0.27
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	33	1.83	7.50	0.71
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		61	2.66	0.62	0.21
	DES TERRITOIRES :	130	6.00	8.25	1.02
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		74	0.00	3.50	0.28
	CONTACT ORGANISES :	141	0.16	7.00	0.57
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		13	6.16	1.25	0.47
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		33	3.33	1.50	0.32
	D'AUTRES GOUVERNEMENTS -CONTACTS :	183	7.00	1.75	0.56
	-RAPPORTS :	13	1.16	1.00	0.15
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			11.16	2.00	0.83
	CONGES, DEVELOPPEMENT PROF :		3.16	9.00	0.91
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			5.33	5.62	0.77
***** TOTAUX *****			99.91	99.98	14.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 320
DE TERRIT. : 221

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 27

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 6
-ENGAGES SUR PLACE : 8

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : ROME

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	273	27.66	30.00	1.43
	DES TERRITOIRES :	384	6.66	15.00	0.50
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	73	4.33	12.50	0.38
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	1	0.00	1.00	0.02
	MISSIONS :	4	0.00	10.00	0.20
	AUTRES :	3	1.66	1.50	0.08
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	26	16.66	5.00	0.60
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		7	3.33	0.00	0.10
	DES TERRITOIRES :	3	1.00	0.00	0.03
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA :	2	0.66	0.00	0.02
	CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA :	2	2.66	12.50	0.33
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :		258	11.33	1.50	0.37
	D'AUTRES GOUVERNEMENTS -CONTACTS :	48	1.66	5.00	0.15
	-RAPPORTS :	4	2.33	0.00	0.07
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			11.66	1.50	0.38
	CONGES, DEVELOPPEMENT PROF :		4.66	4.50	0.23
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			3.66	0.00	0.11
***** TOTAUX *****			99.92	100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 85
DE TERRIT. : 159

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/26

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : STOCKHOLM

		NOMBRE	TEMPS-OFFIC. CANSIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	202	14.50	19.25	1.06
	DES TERRITOIRES	153	12.50	12.75	0.76
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	74	17.50	6.25	0.60
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	8	6.00	7.50	0.42
	MISSIONS	5	3.00	1.25	0.11
	AUTRES	5	0.00	17.75	0.71
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		8	5.50	0.00	0.11
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		8	7.00	7.00	0.42
	DES TERRITOIRES	4	1.50	1.50	0.09
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	41	2.00	9.00	0.40
	CONTACT ORGANISES	41	1.50	2.50	0.13
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	2	0.00	0.00	0.00
H. DEMANDES DE SERV./ORIG. GOVERNEMENTALE-MAE RAPTS		5	8.50	5.25	0.38
	D'AUTRES GOUVERNEMENTS -CONTACTS	13	2.00	6.25	0.29
	-RAPPORTS	5	3.00	0.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			6.50	2.25	0.22
	CONGES, DEVELOPPEMENT PROF		4.00	3.75	0.23
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			5.00	0.00	0.10
***** TOTAUX *****			100.00	102.25	6.09

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 56
DE TERRIT. : 45

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : LA HAYE

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	203	10.00	25.66	0.97
	DES TERRITOIRES :	93	4.00	10.00	0.38
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	58	10.00	5.66	0.37
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	2	1.00	0.00	0.02
	MISSIONS :	7	5.00	3.00	0.19
	AUTRES :	6	5.00	1.66	0.15
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	30	9.00	3.33	0.28
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		65	4.00	7.00	0.29
	DES TERRITOIRES :	99	3.50	22.00	0.73
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		9	2.50	3.33	0.15
	CONTACT ORGANISES :	4	0.00	1.66	0.05
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		2	4.00	1.00	0.11
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		35	10.00	2.66	0.28
	D'AUTRES GOUVERNEMENTS -CONTACTS :	45	7.00	4.00	0.26
	-RAPPORTS :	19	4.00	1.33	0.12
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			12.00	2.33	0.31
	CONGES, DEVELOPPEMENT PROF :		6.50	5.33	0.29
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			2.50	0.00	0.05
***** TOTAUX *****			100.00	99.95	5.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 49
DE TERRIT. : 96

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 9

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : VIENNE

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 133	3.00	17.00	0.37
DES TERRITOIRES	: 147	2.00	17.50	0.37
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 32	7.00	8.50	0.24
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 7	1.00	1.00	0.03
MISSIONS	: 4	2.00	1.50	0.05
AUTRES	: 2	5.00	0.50	0.06
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 9	6.00	4.00	0.14
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 12	1.00	3.00	0.07
DES TERRITOIRES	: 25	8.00	4.50	0.17
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	: 31	5.00	4.00	0.13
CONTACT ORGANISES	: 29	15.00	6.00	0.27
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 0	0.00	0.00	0.00
H. DEMANDES DE SERV. /CRIG. GV'MENTALE-MAE RAPTS.	: 8	5.00	1.50	0.08
D'AUTRES GOUVERNEMENTS				
-CONTACTS	: 23	6.00	4.00	0.14
-RAPPORTS	: 7	4.00	1.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		10.00	1.50	0.13
CONGES, DEVELOPPEMENT PROF		15.00	23.00	0.61
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		5.00	1.50	0.08
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 32
DE TERRIT. : 83

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

STATE OF TEXAS

1911

1912

ADJUTANT
GENERAL
IN CHARGE
COMMISSION
OFFICE
STATE OF TEXAS
SAN ANTONIO

ADJUTANT
GENERAL
IN CHARGE
COMMISSION
OFFICE
STATE OF TEXAS
SAN ANTONIO

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

33/07/83

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION AMERIQUE LATINE & CARAIB

		NOMBRE	TEMPS EFFIC. COJENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A DEMANDES/SERV/EXPORT	DU CANADA	4744	19.75	33.31
	DES TERRITOIRES	3200	11.75	18.93
B VISITES A DES CLIENTS	<u>AMERIQUE LATINE ET ANTILLES</u>	1323	12.78	10.53
C PROJETS & EVENEMENT/PROMOT. DE EXP.	FOIRES :	21	1.89	2.24
	MISSIONS :	61	5.92	6.68
	AUTRES :	50	2.25	2.27
D RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		146	6.67	3.58
E DEMANDES/APPUI/EXPAN. /INVEST. DU CANADA	<u>LCT</u>	49	1.07	0.81
	<u>LST</u>	60	4.82	0.24
F PROCC. RAPPORT TECHN. DE SERV. DU CANADA	BRIDGETOWN			
	GUATEMALA			
	LA HAVANE			
	KINGSTON			
	MEXICO			
	PORT OF SPAIN			
	SAN JOSE			
	BOGOTA			
	BRASILIA			
	BUENOS AIRES			
	CARACAS			
	LIMA			
	SANTIAGO			
	SAO PAULO			
G PARTICIP. DE EVENEM. PROCC. AU CANADA	CONTACT ORGANISES	271	3.14	2.73
	-CONTACTS	58	1.89	1.00
H DEMANDES DE SERV. VENTALE-MAE RAPTE				
	-CONTACTS			
	-RAPPORTS			
I ADMINISTRATION: GESTION DU PROCC. & ADMIN.				
	CONGES. DEVELOPPEMENT PROP.			
J SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :				
TOTAUX			99.93	99.93

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 911
DE TERRIT. : 1262

NOMBRE/DEMANDES/PCME/OBSERVATIONS : 60

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 29
-ENGAGES SUR PLACE : 29

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION : AMERIQUE LATINE & CARAIB

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	4744	19.78	33.31	15.20
	DES TERRITOIRES	3200	11.75	18.93	8.78
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	1323	12.78	10.55	6.64
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	21	1.39	6.24	2.20
	MISSIONS :	61	5.92	6.68	3.60
	AUTRES :	50	3.25	2.27	1.57
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		146	6.67	3.58	2.91
E. DEMANDES/APPUI/EXPANSION/INVEST.	DU CANADA :	49	1.07	0.51	0.45
	DES TERRITOIRES :	60	4.82	0.24	1.42
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA :	16	0.50	0.58	0.31
	CONTACT ORGANISES :	9	0.85	0.37	0.35
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA :	23	5.92	1.10	1.98
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		210	5.07	1.62	1.89
	D'AUTRES GOUVERNEMENTS				
	-CONTACTS :	271	3.14	2.75	1.68
	-RAPPORTS :	88	1.89	1.00	0.82
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			7.25	1.10	2.35
	CONGES, DEVELOPPEMENT PROF		2.96	6.37	2.68
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			4.92	2.72	2.17
***** TOTAUX *****			99.93	99.92	57.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 911
DE TERRIT. : 1262

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 60

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 28
-ENGAGES SUR PLACE : 29

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BRIDGETOWN

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	155	10.00	35.00	0.45
	DES TERRITOIRES	85	5.00	10.00	0.15
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	65	15.00	10.00	0.25
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	0	0.00	0.00	0.00
	MISSIONS	1	0.00	5.00	0.05
	AUTRES	1	20.00	0.00	0.20
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		4	5.00	0.00	0.05
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		3	5.00	0.00	0.05
	DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	0.00	0.00	0.00
	CONTACT ORGANISES	1	15.00	0.00	0.15
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		10	10.00	3.00	0.13
	D'AUTRES GOUVERNEMENTS -CONTACTS	1	5.00	2.00	0.07
	-RAPPORTS	1	5.00	2.00	0.07
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			5.00	0.00	0.05
	CONGES, DEVELOPPEMENT PROF		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			0.00	33.00	0.33
***** TOTAUX *****			100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 50
DE TERRIT. : 25

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : GUATEMALA

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	62	0.00	35.00	0.35
DES TERRITOIRES	80	0.00	35.00	0.35
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 35	0.00	10.00	0.10
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	0	0.00	0.00	0.00
MISSIONS	1	0.00	5.00	0.05
AUTRES	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	0	0.00	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	0	0.00	0.00	0.00
DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	1	0.00	5.00	0.05
D'AUTRES GOUVERNEMENTS	0	0.00	0.00	0.00
-CONTACTS	0	0.00	0.00	0.00
-RAPPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		0.00	5.00	0.05
CONGES, DEVELOPPEMENT PROF		0.00	5.00	0.05
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		0.00	0.00	0.00
***** TOTAUX *****		0.00	100.00	1.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 20
DE TERRIT. : 45

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 0
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : LA HAVANE

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	217	11.00	18.00	0.58
	DES TERRITOIRES :	113	9.00	13.00	0.44
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	106	20.00	11.00	0.62
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	2	0.00	10.00	0.20
	MISSIONS :	6	10.00	9.00	0.38
	AUTRES :	13	7.50	8.00	0.31
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	5	4.00	0.00	0.08
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		4	2.50	0.00	0.05
	DES TERRITOIRES :	2	3.50	0.00	0.07
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		4	3.50	0.00	0.07
	CONTACT ORGANISES :	3	1.50	0.00	0.03
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		3	0.00	12.00	0.24
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :		1	1.50	0.00	0.03
	D'AUTRES GOUVERNEMENTS -CONTACTS :	17	1.00	4.00	0.10
	-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			10.00	0.00	0.20
	CONGES, DEVELOPPEMENT PROF :		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			15.00	15.00	0.60
***** TOTAUX *****			100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 43
DE TERRIT. : 55

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

88/07/13

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : KINGSTON

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	288	20.00	32.00	0.84
DES TERRITOIRES	329	12.00	24.00	0.60
B. VISITES A DES CLIENTS DS TERRIT.	61	17.00	7.00	0.31
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	2	16.00	15.50	0.47
MISSIONS	0	0.00	0.00	0.00
AUTRES	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	3	4.00	6.00	0.16
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	2	1.00	0.00	0.01
DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	1	8.00	0.00	0.08
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	17	5.00	1.00	0.07
D'AUTRES GOUVERNEMENTS -CONTACTS	22	2.00	1.00	0.04
-RAPPORTS	12	2.00	2.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		5.00	0.00	0.05
CONGES, DEVELOPPEMENT PROF		8.00	11.50	0.31
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		0.00	0.00	0.00
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 60
DE TERRIT. : 57

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : MEXICO

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 240	9.00	42.00	1.62
DES TERRITOIRES	: 171	11.00	20.66	1.06
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 99	9.25	4.33	0.50
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 1	0.00	1.66	0.05
MISSIONS	: 10	12.50	11.00	0.83
AUTRES	: 9	0.75	7.33	0.25
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 26	9.50	0.66	0.40
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 10	1.00	0.00	0.04
DES TERRITOIRES	: 8	0.25	0.00	0.01
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	: 2	0.00	0.66	0.02
CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA : 2	6.25	0.00	0.25
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 47	9.50	2.00	0.44
D'AUTRES GOUVERNEMENTS	-CONTACTS : 28	2.00	0.66	0.10
-RAPPORTS	: 23	1.50	0.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 16.25	0.00	0.00	0.65
CONGES, DEVELOPPEMENT PROF	: 6.00	4.00	0.00	0.36
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		5.25	5.00	0.36
***** TOTAUX *****		100.00	99.96	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 110
DE TERRIT. : 401

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 4
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : PORT OF SPAIN

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 142	32.00	31.00	1.26
DES TERRITOIRES	: 80	14.00	23.00	0.74
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 51	12.00	18.00	0.60
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 0	0.00	0.00	0.00
MISSIONS	: 1	1.00	0.00	0.02
AUTRES	: 2	3.00	0.00	0.06
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 9	6.00	3.00	0.18
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 0	0.00	0.00	0.00
DES TERRITOIRES	: 3	1.00	1.00	0.04
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	: 0	0.00	0.00	0.00
CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA : 2	4.00	4.00	0.16
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 1	0.00	0.00	0.00
D'AUTRES GOUVERNEMENTS	-CONTACTS : 23	6.00	8.00	0.28
-RAPPORTS	: 4	1.00	2.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		9.00	1.00	0.20
CONGES, DEVELOPPEMENT PROF		3.00	9.00	0.24
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		8.00	0.00	0.16
***** TOTAUX *****		100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 66
DE TERRIT. : 49

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : SAN JOSE

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	188	22.50	15.00	0.60
	DES TERRITOIRES :	74	7.50	15.00	0.30
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	62	15.00	15.00	0.45
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	1	7.50	50.00	0.65
	MISSIONS :	1	1.00	0.00	0.02
	AUTRES :	1	0.00	1.00	0.01
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		2	9.00	0.00	0.18
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		10	1.00	3.00	0.05
	DES TERRITOIRES :	3	0.00	1.00	0.01
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		0	0.00	0.00	0.00
	CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		1	5.00	0.00	0.10
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		1	1.50	0.00	0.03
	D'AUTRES GOUVERNEMENTS -CONTACTS :	9	5.00	0.00	0.10
	-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			10.00	0.00	0.20
	CONGES, DEVELOPPEMENT PROF :		5.00	0.00	0.10
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			10.00	0.00	0.20
***** TOTAUX *****			100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 55
DE TERRIT. : 65

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BOGOTA

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	830	17.33	31.50	1.15
	DES TERRITOIRES	305	11.66	17.50	0.70
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	272	8.66	19.50	0.65
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	3	1.00	1.00	0.05
	MISSIONS	13	10.00	19.00	0.68
	AUTRES	4	7.66	2.00	0.27
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		7	4.33	0.50	0.14
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		0	0.00	0.00	0.00
	DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	0.00	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	2	13.00	0.00	0.39
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		16	4.33	1.50	0.16
	D'AUTRES GOUVERNEMENTS	35	4.00	1.00	0.14
	-CONTACTS	5	0.66	1.50	0.05
	-RAPPORTS				
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			9.33	4.50	0.37
	CONGES, DEVELOPPEMENT PROF		4.33	0.00	0.13
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			3.66	0.50	0.12
***** TOTAUX *****			99.95	100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 123
DE TERRIT. : 65

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 11

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BRASILIA

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	130	10.00	40.00	0.60
	DES TERRITOIRES :	52	3.00	20.00	0.26
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	171	20.00	5.00	0.45
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	0	0.00	0.00	0.00
	MISSIONS :	10	12.00	5.00	0.29
	AUTRES :	9	5.00	2.00	0.12
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	47	17.00	20.00	0.54
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		0	0.00	0.00	0.00
	DES TERRITOIRES :	1	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		0	0.00	0.00	0.00
	CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		2	5.00	0.00	0.10
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		61	17.00	5.00	0.39
	D'AUTRES GOUVERNEMENTS -CONTACTS :	0	0.00	0.00	0.00
	-RAPPORTS :	20	8.00	3.00	0.19
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			3.00	0.00	0.06
	CONGES, DEVELOPPEMENT PROF :		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			0.00	0.00	0.00
***** TOTAUX *****			100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 52
DE TERRIT. : 20

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BUENOS AIRES

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	586	26.00	42.00	1.78
DES TERRITOIRES	405	8.00	17.00	0.67
B. VISITES A DES CLIENTS DS TERRIT.				
VISITES	80	7.00	7.00	0.35
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	9	0.00	2.00	0.06
MISSIONS	2	0.00	0.00	0.00
AUTRES	7	0.00	2.00	0.06
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	9	2.00	1.00	0.07
E. DEMANDES/APPUI/EXPANSION/INVEST.				
DU CANADA	3	0.00	0.00	0.00
DES TERRITOIRES	5	1.00	0.00	0.02
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	2	0.00	1.00	0.03
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.				
AU CANADA	3	16.00	0.00	0.32
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	27	6.00	1.00	0.15
D'AUTRES GOUVERNEMENTS	17	2.00	1.00	0.07
-RAPPORTS	16	3.00	1.00	0.09
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		7.00	1.00	0.17
CONGES, DEVELOPPEMENT PROF		8.00	24.00	0.88
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		14.00	0.00	0.28
***** TOTAUX *****		100.00	100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 63
DE TERRIT. : 102

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : CARACAS

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	578	25.00	41.66	2.00
	DES TERRITOIRES	401	20.00	16.66	1.10
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	103	13.33	10.00	0.70
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	0	0.00	0.00	0.00
	MISSIONS	3	0.00	8.33	0.25
	AUTRES	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		7	13.33	6.66	0.60
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		4	3.33	0.00	0.10
	DES TERRITOIRES	6	1.66	0.00	0.05
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	3	1.66	3.33	0.15
	CONTACT ORGANISES	2	1.66	3.33	0.15
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	3	3.33	0.00	0.10
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		9	3.33	0.00	0.10
	D'AUTRES GOUVERNEMENTS -CONTACTS	34	3.33	6.66	0.30
	-RAPPORTS	3	3.33	3.33	0.20
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			3.33	0.00	0.10
	CONGES, DEVELOPPEMENT PROF		1.66	0.00	0.05
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			1.66	0.00	0.05
***** TOTAUX *****			99.94	99.96	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 112
DE TERRIT. : 128

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 12

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : LIMA

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 440	22.00	26.00	0.96
DES TERRITOIRES	: 337	19.50	20.50	0.80
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 91	23.50	14.50	0.76
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 1	0.50	0.50	0.02
MISSIONS	: 7	8.50	10.50	0.38
AUTRES	: 0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 5	0.50	6.50	0.14
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 11	1.50	1.00	0.05
DES TERRITOIRES	: 23	4.00	1.00	0.10
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA : 2	1.00	0.00	0.02
CONTACT ORGANISES	: 1	0.50	0.00	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA : 1	3.50	0.00	0.07
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS	: 5	2.00	0.50	0.05
D'AUTRES GOUVERNEMENTS	-CONTACTS : 42	6.50	0.00	0.13
-RAPPORTS	: 2	1.00	0.00	0.02
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 2.50	6.50	0.18	
CONGES, DEVELOPPEMENT PROF	: 0.50	12.50	0.26	
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION	: 2.50	0.00	0.05	
***** TOTAUX *****		100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 57
DE TERRIT. : 208

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : SANTIAGO

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	394	42.50	25.50	1.36
	DES TERRITOIRES :	427	22.50	26.50	0.98
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	44	10.00	13.50	0.47
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	0	0.00	0.00	0.00
	MISSIONS :	4	7.50	2.00	0.19
	AUTRES :	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	10	2.50	7.50	0.20
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		2	0.00	5.00	0.10
	DES TERRITOIRES :	1	0.00	1.00	0.02
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		3	0.00	1.00	0.02
	CONTACT ORGANISES :	2	0.00	0.50	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		1	6.50	0.00	0.13
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		4	1.50	0.00	0.03
	D'AUTRES GOUVERNEMENTS -CONTACTS :	23	1.50	2.50	0.08
	-RAPPORTS :	2	1.00	0.00	0.02
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			3.50	0.00	0.07
	CONGES, DEVELOPPEMENT PROF :		0.00	15.00	0.30
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			1.00	0.00	0.02
***** TOTAUX *****			100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 58
DE TERRIT. : 42

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : SAO PAULO

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 494	14.50	34.00	1.65
DES TERRITOIRES	: 341	3.00	14.25	0.63
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 83	4.00	8.75	0.43
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 2	2.00	16.50	0.70
MISSIONS	: 2	3.00	10.00	0.46
AUTRES	: 4	7.00	3.75	0.29
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 12	2.50	3.00	0.17
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 0	0.00	0.00	0.00
DES TERRITOIRES	: 8	55.00	0.00	1.10
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	: 0	0.00	0.00	0.00
CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 2	2.00	0.00	0.04
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 10	3.50	4.75	0.26
D'AUTRES GOUVERNEMENTS	: 20	3.50	5.00	0.27
-RAPPORTS	: 0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.				
CONGES, DEVELOPPEMENT PROF		0.00	0.00	0.00
		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		0.00	0.00	0.00
***** TOTAUX *****		100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 42
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4

INDEX

191

191
192
193
194
195
196

197

197
198
199
200
201
202

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

08/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION : ETATS UNIS

	NOMBRE	TEMPS-OFFIC.		TEMPS-TOTAL
		COIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT	8308	13.31	26.28	39.59
DU CANADA	6047	9.24	14.43	23.67
DES TERRITOIRES				
<u>ÉTATS-UNIS</u>				
B. VISITES A DES CLIENTS DE TERRIT.	2262	11.29	10.34	21.63
C. PROJETS & EVENEMENT/PROMOT. DE EXP.				
FOIRES	158	4.69	13.94	18.63
MISSIONS	111	3.24	7.26	10.50
AUTRES	151	7.37	2.03	9.40
D. RAPPORTS ECONOMIQUES <u>UTE</u> COMMERCIAUX TERMINEES	<u>UTW</u> 233	3.93	2.19	6.12
E. DEMANDES/APPUI/EXPANSTION/INVEST. DU CANADA	260	1.98	0.56	2.54
DES TERRITOIRES		2.44	2.92	5.36
F. PROG. APPORT TECHN. DE SERV. DU CANADA		1.44	0.41	1.85
BUFFALO CONTACT ORGANISES		0.08	0.22	0.30
DALLAS				
NEW YORK				
WASHINGTON				
G. PARTICIP. DE EVENEMENTS AU CANADA	44	4.74		4.74
H. DEMANDES DE SERV./ORIG. DU MENTAL-HEALTH RAPTS	140	1.35	0.83	2.18
D'AUTRES GOUVERNEMENTS -CONTACTS	1037	3.88	2.42	6.30
-RAPPORTS	79	0.51	0.72	1.23
I. ADMINISTRATION: GESTION DU PROG. & ADMIN. CONGES. DEVELOPPEMENT PROF.		14.22	3.31	17.53
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.43	0.30	2.73
***** TOTAL *****		77.91	99.91	177.82

NOMBRE/VISITES/CONS. D'AFFAIRES DU CANADA : 2620
DE TERRIT. : 2772

NOMBRE/DEMANDES/PCHE/OBSERVATIONS : 510

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 45
-ENGAGES SUR PLACE : 51

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION : ETATS UNIS

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	8004	13.31	26.68	19.60
	DES TERRITOIRES	6047	9.24	14.43	11.52
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	2262	11.33	10.56	10.49
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	158	4.68	13.94	9.22
	MISSIONS	111	3.24	7.25	5.16
	AUTRES	151	7.37	2.03	4.36
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		233	3.93	2.19	2.89
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		280	1.55	0.56	0.99
	DES TERRITOIRES	2392	6.44	2.82	4.34
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	79	1.46	0.41	0.87
	CONTACT ORGANISES	23	0.08	0.52	0.31
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	70	4.64	4.74	4.51
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		140	1.55	0.82	1.12
	D'AUTRES GOUVERNEMENTS	1037	3.88	2.45	3.00
	-CONTACTS				
	-RAPPORTS	79	0.51	0.72	0.60
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			14.28	3.31	8.12
	CONGES, DEVELOPPEMENT PROF		6.02	5.98	5.76
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			6.40	0.50	3.14
***** TOTAUX *****			99.91	99.91	96.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 2625
DE TERRIT. : 2977

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 518

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 45
-ENGAGES SUR PLACE : 51

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : ATLANTA

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	361	12.00	27.25	1.57
	DES TERRITOIRES	332	6.25	20.00	1.05
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	68	10.50	8.50	0.76
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	16	13.75	10.75	0.98
	MISSIONS	6	2.75	1.00	0.15
	AUTRES	9	7.00	2.50	0.38
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		11	2.00	1.50	0.14
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		7	1.00	0.00	0.04
	DES TERRITOIRES	115	9.25	0.00	0.37
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	17	0.00	3.75	0.15
	CONTACT ORGANISES	14	0.50	5.00	0.22
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	3	1.50	3.00	0.18
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		23	2.50	3.25	0.23
	D'AUTRES GOUVERNEMENTS -CONTACTS	41	1.25	4.00	0.21
	-RAPPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			12.75	6.00	0.75
	CONGES, DEVELOPPEMENT PROF		8.50	3.00	0.46
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			8.50	0.50	0.36
***** TOTAUX *****			100.00	100.00	8.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 100
DE TERRIT. : 278

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 63

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 4
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BOSTON

		NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP		TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 288	12.50	18.00	0.97
	DES TERRITOIRES	: 206	6.00	11.00	0.56
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 68	7.00	5.75	0.37
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 4	5.50	1.25	0.16
	MISSIONS	: 12	10.00	13.50	0.74
	AUTRES	: 3	3.50	0.75	0.10
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 5	2.50	3.75	0.20
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 11	4.00	0.25	0.09
	DES TERRITOIRES	: 31	5.00	0.50	0.12
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 15	1.00	0.50	0.04
	CONTACT ORGANISES	: 1	0.00	0.25	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 3	4.50	3.75	0.24
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 4	3.50	0.00	0.07
	D'AUTRES GOUVERNEMENTS	: 91	14.00	5.50	0.50
	-RAPPORTS	: 3	2.50	0.00	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			13.50	0.00	0.27
	CONGES, DEVELOPPEMENT PROF		0.00	35.25	1.41
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			5.00	0.00	0.10
***** TOTAUX *****			100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 288
DE TERRIT. : 103

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 11

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : BUFFALO

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	444	14.00	33.33	1.14
	DES TERRITOIRES :	201	24.00	14.66	0.68
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	15	2.00	5.33	0.18
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	8	0.00	10.00	0.30
	MISSIONS :	8	8.00	16.33	0.57
	AUTRES :	7	6.00	1.33	0.10
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	8	2.00	5.33	0.18
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		3	2.00	0.00	0.02
	DES TERRITOIRES :	9	5.00	0.00	0.05
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		2	1.00	0.00	0.01
	CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		3	8.00	3.33	0.18
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		12	4.00	0.00	0.04
	D'AUTRES GOUVERNEMENTS -CONTACTS :	3	1.00	4.00	0.13
	-RAPPORTS :	1	1.00	0.00	0.01
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			12.00	3.66	0.23
	CONGES, DEVELOPPEMENT PROF :		0.00	2.66	0.08
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			10.00	0.00	0.10
***** TOTAUX *****			100.00	99.96	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 162
DE TERRIT. : 80

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 11

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : DALLAS

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	267	6.00	27.50	0.79
DES TERRITOIRES	287	12.75	12.50	0.76
B. VISITES A DES CLIENTS DS TERRIT.	144	15.75	9.50	0.82
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	7	8.75	40.00	1.15
MISSIONS	5	7.25	0.00	0.29
AUTRES	12	13.25	0.00	0.53
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	12	1.75	1.00	0.09
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	6	0.50	0.00	0.02
DES TERRITOIRES	23	3.75	0.50	0.16
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	3	3.25	0.00	0.13
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	5	0.00	2.50	0.05
D'AUTRES GOUVERNEMENTS -CONTACTS	10	1.00	0.00	0.04
-RAPPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		15.25	0.00	0.61
CONGES, DEVELOPPEMENT PROF		5.00	2.50	0.25
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		5.75	4.00	0.31
***** TOTAUX *****		100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 145
DE TERRIT. : 185

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 37

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 4
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : NEW YORK, CONSULAT GENERAL

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 1332	11.80	26.33	2.17
	DES TERRITOIRES	: 1018	2.80	20.66	1.38
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 135	11.80	7.66	1.05
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 22	4.00	9.83	0.79
	MISSIONS	: 18	1.60	14.16	0.93
	AUTRES	: 11	4.60	0.66	0.27
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		: 17	6.40	0.83	0.37
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 64	2.20	0.66	0.15
	DES TERRITOIRES	: 716	14.20	10.83	1.36
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 3	1.00	0.00	0.05
	CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 3	1.60	1.66	0.18
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS		: 17	2.00	0.00	0.10
	D'AUTRES GOUVERNEMENTS -CONTACTS	: 85	7.60	1.16	0.45
	-RAPPORTS	: 5	1.00	0.00	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			17.40	4.66	1.15
	CONGES, DEVELOPPEMENT PROF		5.20	0.83	0.31
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			4.80	0.00	0.24
***** TOTAUX *****			100.00	99.93	11.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 350
DE TERRIT. : 481

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 108

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 5
-ENGAGES SUR PLACE : 6

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : WASHINGTON

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	: 1313	22.00	30.00	2.60
	DES TERRITOIRES	: 691	9.00	13.00	1.10
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	: 164	8.00	11.00	0.95
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	: 17	5.00	4.00	0.45
	MISSIONS	: 5	1.00	1.00	0.10
	AUTRES	: 20	7.00	1.00	0.40
D. RAPPORTS ECONDMIGUES/COMMERCIAUX TERMINEES		: 87	13.00	7.00	1.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		: 0	0.00	0.00	0.00
	DES TERRITOIRES	: 64	2.00	0.00	0.10
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	: 0	0.00	0.00	0.00
	CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	: 13	9.00	11.00	1.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		: 21	3.00	3.00	0.30
	D'AUTRES GOUVERNEMENTS	: 274	3.00	5.00	0.40
	-CONTACTS	: 14	1.00	4.00	0.25
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			13.00	5.00	0.90
	CONGES, DEVELOPPEMENT PROF		3.00	3.00	0.30
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			1.00	2.00	0.15
***** TOTAUX *****			100.00	100.00	10.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 116
DE TERRIT. : 311

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 5
-ENGAGES SUR PLACE : 5

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : CHICAGO

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	243	13.66	12.25	0.90
	DES TERRITOIRES :	372	10.33	15.25	0.92
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	69	9.33	2.50	0.38
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	9	1.33	30.25	1.25
	MISSIONS :	6	4.00	8.25	0.45
	AUTRES :	13	4.00	4.25	0.29
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	3	1.66	0.00	0.05
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		0	1.33	0.00	0.04
	DES TERRITOIRES :	77	10.33	0.25	0.32
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		0	1.33	0.00	0.04
	CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		5	4.66	5.50	0.36
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		3	0.33	0.25	0.02
	D'AUTRES GOUVERNEMENTS -CONTACTS :	23	0.66	0.25	0.03
	-RAPPORTS :	5	1.00	0.00	0.03
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			11.33	8.00	0.66
	CONGES, DEVELOPPEMENT PROF :		7.33	13.00	0.74
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			17.33	0.00	0.52
***** TOTAUX *****			99.94	100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 105
DE TERRIT. : 35

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 31

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : CLEVELAND

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	359	11.20	15.00	1.01
	DES TERRITOIRES	592	12.00	14.00	1.02
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	85	11.60	5.00	0.73
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	13	1.40	35.33	1.13
	MISSIONS	8	3.20	5.00	0.31
	AUTRES	19	12.80	4.00	0.76
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		9	0.40	1.33	0.06
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		3	1.20	1.33	0.10
	DES TERRITOIRES	31	6.60	1.66	0.38
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	2.00	0.00	0.10
	CONTACT ORGANISES	2	0.40	0.00	0.02
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	8	3.60	11.66	0.53
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		1	0.20	0.00	0.01
	D'AUTRES GOUVERNEMENTS	4	1.20	0.00	0.06
	-RAPPORTS	1	0.20	0.00	0.01
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			16.20	2.33	0.88
	CONGES, DEVELOPPEMENT PROF		4.40	3.33	0.32
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			11.40	0.00	0.57
***** TOTAUX *****			100.00	99.97	8.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 107
DE TERRIT. : 250

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 15

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 5
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : DETROIT

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	593	20.66	32.00	1.90
DES TERRITOIRES	403	8.66	19.00	1.02
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	161	11.00	15.00	0.93
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	6	1.00	7.75	0.34
MISSIONS :	17	5.33	9.25	0.53
AUTRES :	9	6.00	0.75	0.21
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	10	0.66	2.00	0.10
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	15	4.33	0.50	0.15
DES TERRITOIRES :	42	5.33	3.75	0.31
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	3	1.00	0.00	0.03
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	8	5.00	3.50	0.29
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	6	0.66	0.75	0.05
D'AUTRES GOUVERNEMENTS -CONTACTS :	95	5.00	0.00	0.15
-RAPPORTS :	3	0.00	3.25	0.13
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		19.66	2.00	0.67
CONGES, DEVELOPPEMENT PROF :		1.33	0.50	0.06
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		4.33	0.00	0.13
***** TOTAUX *****		99.95	100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 259
DE TERRIT. : 137

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 9

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : LOS ANGELES

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 1088	10.00	21.66	1.90
DES TERRITOIRES	: 1074	13.00	9.00	1.32
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 501	15.66	23.50	2.35
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 35	4.16	12.00	0.97
MISSIONS	: 11	0.16	4.00	0.25
AUTRES	: 17	3.83	5.00	0.53
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 51	2.66	3.00	0.34
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 132	2.33	2.00	0.26
DES TERRITOIRES	: 1157	5.66	6.00	0.70
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	: 25	5.00	0.33	0.32
CONTACT ORGANISES	: 3	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA : 6	3.50	3.50	0.42
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 17	0.00	0.00	0.00
D'AUTRES GOUVERNEMENTS	-CONTACTS : 255	6.00	3.00	0.54
-RAPPORTS	: 14	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 10.66	4.00	0.88	
CONGES, DEVELOPPEMENT PROF	: 12.33	3.00	0.92	
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION	: 5.00	0.00	0.30	
***** TOTAUX *****		99.95	99.99	12.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 529
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 154

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 6
-ENGAGES SUR PLACE : 6

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : MINNEAPOLIS

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	518	14.50	29.00	1.16
	DES TERRITOIRES :	290	9.00	20.66	0.80
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	409	8.00	9.66	0.45
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	10	9.50	10.33	0.50
	MISSIONS :	7	6.50	9.33	0.41
	AUTRES :	12	10.00	1.33	0.24
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	5	6.00	0.00	0.12
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		6	1.00	0.00	0.02
	DES TERRITOIRES :	31	2.00	5.66	0.21
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :		0	0.00	0.00	0.00
	CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :		3	2.50	1.33	0.09
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		7	2.50	0.33	0.06
	D'AUTRES GOUVERNEMENTS -CONTACTS :	65	3.50	3.33	0.17
	-RAPPORTS :	19	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			6.50	3.00	0.22
	CONGES, DEVELOPPEMENT PROF :		10.50	4.00	0.33
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			8.00	2.00	0.22
***** TOTAUX *****			100.00	99.96	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 175
DE TERRIT. : 742

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 21

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : SAN FRANCISCO

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 379	7.33	29.00	1.09
DES TERRITOIRES	: 347	3.00	9.00	0.36
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	227	10.33	17.33	0.83
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	6	2.00	16.66	0.56
MISSIONS :	3	1.00	5.00	0.18
AUTRES :	14	8.00	1.33	0.28
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	5.00	0.66	0.17
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	26	0.66	2.00	0.08
DES TERRITOIRES :	28	5.33	0.66	0.18
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	12	3.33	0.33	0.11
CONTACT ORGANISES :	3	0.00	2.00	0.06
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	8	11.00	12.00	0.69
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	16	4.33	0.33	0.14
D'AUTRES GOUVERNEMENTS -CONTACTS :	46	5.66	1.33	0.21
-RAPPORTS :	14	1.00	1.33	0.07
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		23.33	0.00	0.70
CONGES, DEVELOPPEMENT PROF :		7.66	1.00	0.26
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		1.00	0.00	0.03
***** TOTAUX *****		99.96	99.96	6.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 93
DE TERRIT. : 200

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 35

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

88/07/13

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : SEATTLE

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA :	819	24.50	47.75	2.40
	DES TERRITOIRES :	234	11.50	8.00	0.55
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	216	15.00	9.75	0.69
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	5	0.50	15.75	0.64
	MISSIONS :	5	2.00	5.25	0.25
	AUTRES :	5	9.50	2.00	0.27
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	:	15	3.00	0.25	0.07
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :		7	1.00	0.00	0.02
	DES TERRITOIRES :	68	4.00	0.00	0.08
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA :	2	0.50	0.25	0.02
	CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA :	4	7.00	2.00	0.22
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :		8	1.00	0.75	0.05
	D'AUTRES GOUVERNEMENTS -CONTACTS :	45	0.50	2.50	0.11
	-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :			9.50	0.25	0.20
	CONGES, DEVELOPPEMENT PROF :		5.00	5.50	0.32
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			5.50	0.00	0.11
***** TOTAUX *****			100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 196
DE TERRIT. : 175

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 15

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4

REPORT ON THE PROGRESS OF THE WORK DURING THE YEAR 1954

REPORT ON THE PROGRESS OF THE WORK DURING THE YEAR 1954

REPORT ON THE PROGRESS OF THE WORK DURING THE YEAR 1954

Item	1954	1953	1952	1951	1950
1. General Administration	1.00	1.00	1.00	1.00	1.00
2. Research and Development	2.00	2.00	2.00	2.00	2.00
3. Production	3.00	3.00	3.00	3.00	3.00
4. Marketing and Sales	4.00	4.00	4.00	4.00	4.00
5. Finance and Accounting	5.00	5.00	5.00	5.00	5.00
6. Personnel	6.00	6.00	6.00	6.00	6.00
7. Legal and Compliance	7.00	7.00	7.00	7.00	7.00
8. Information Systems	8.00	8.00	8.00	8.00	8.00
9. Public Relations	9.00	9.00	9.00	9.00	9.00
10. Other	10.00	10.00	10.00	10.00	10.00
Total	50.00	50.00	50.00	50.00	50.00

REPORT ON THE PROGRESS OF THE WORK DURING THE YEAR 1954

REPORT ON THE PROGRESS OF THE WORK DURING THE YEAR 1954

REPORT ON THE PROGRESS OF THE WORK DURING THE YEAR 1954



External Affairs
Canada

Affaires extérieures
Canada

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

QUARTERLY RESULTS AND ACTIVITY REPORT

JANUARY - MARCH 1988
(4th QUARTER FY 1987-88)



JULY 1988

FROM CONSULTING /
CONSULTER SUR PLACE

TABLE OF CONTENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

INTRODUCTION

I. GLOBAL AND REGIONAL SUMMARY OF PROGRAM RESULTS

JANUARY - MARCH 1988 (4th QUARTER FISCAL YEAR 1987-88)

II. ACTIVITY SUMMARIES **QUARTERLY RESULTS**

- TOTAL TID PROGRAM (GLOBAL AND
- AFRICA & MIDDLE EAST ACTIVITY REPORT
- ASIA & PACIFIC
- EUROPE
- LATIN AMERICA & CARIBBEAN
- UNITED STATES

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OTTAWA

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**JANUARY - MARCH 1988
(4th QUARTER FY 1987-88)**

**TRADE DEVELOPMENT POLICY
AND PLANNING AND
WIN EXPORTS DIVISION (TPP)**

**JULY 1988
EXTERNAL AFFAIRS**

TABLE OF CONTENTS

INTRODUCTION

I. GLOBAL AND REGIONAL SUMMARY OF PROGRAM RESULTS

JANUARY - MARCH 1988 (4th QUARTER FISCAL YEAR 1987-88)

II. ACTIVITY SUMMARIES

- TOTAL TID PROGRAM (GLOBAL)
- AFRICA & MIDDLE EAST
- ASIA & PACIFIC
- EUROPE
- LATIN AMERICA & CARIBBEAN
- UNITED STATES

INTRODUCTION

This quarterly report of the Trade and Industrial Development Program covers the period of January through March 1988 and contains information drawn from the TID Program Tracking Component of the Planning and Tracking System. The report is based on the returns that were available up to 15 June 1988, from a total of ninety (90) missions in all five major regions abroad.

There are two main sections to this report:

Section I, immediately following, consists of six program results summaries; one for each major region and one for "All Regions", i.e., a global summary. Each page summarizes for its respective region:

- business activity reported and highlights of that activity;
- key statistics on trade and investment enquiries;
- number of business visitors.

Section II, contains an "Activity Report" for each region and its respective posts. The format of these reports is identical throughout this section, regardless of the level of geographic aggregation. "Activity" on these reports is broken into TID program activity (items A-I) and activity relating to other mission programs (item J). For each activity there is an indication of the average time spent on the Trade Program by Canada-based and locally-engaged trade program and non-trade program officers. There is also a "total time allocation" for each activity which should be read as an indicator of program officer person-years. Finally, each report indicates workload by activity.

In each section information is presented in the following (alphabetical) order:

- Africa & Middle East
 - Asia & Pacific
 - Europe
 - Latin America & Caribbean
 - United States
-

PERFORM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the January-March 1993 period, ninety posts submitted quarterly reports identifying the following business activity:

1. 389 EXPORT SALES WORTH \$206 MILLION
2. 582 NEW BUSINESS CONDITIONS/AGREEMENTS
3. 69 NEW JOINT VENTURES/LICENSES AGREEMENTS WORTH \$13.55 MILLION
4. 29 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$419 MILLION
5. 17 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$54.3 MILLION
6. 32 TECHNOLOGY TRANSFERS WORTH \$69.3 MILLION

SECTION I

HIGHLIGHTS:

- o \$300 million investment in Canada (Stong King)
- o \$134 million sale and technology transfer of ethylene plant (Seitjog)
- o Investments in Canadian paper industry worth \$93 million (Waiskwa)
- o \$15 million sale of aircraft (Kilmesa)
- o \$8 million sale of cellular telephone system (Kingston)
- o \$3 million sale of flight simulator (Wain)

SUMMARY OF PROGRAM

RESULTS

KEY STATISTICS: For the ninety posts having submitted a quarterly report.

MISSIONS IN:	Missions		No. Confirmed Export Sales		Value Confirmed Export Sales/(\$)	
	Total	Successful	Total	Successful	Total	Successful
Africa & Middle East	18	16	48	45	228	228
Asia & Pacific	19	19	124	124	392	392
Europe	20	20	134	134	139	139
Latin America & Caribbean	14	14	51	51	140	140
United States	13	13	23	23	87	87
	84	82	380	380	986	986

MISSIONS IN:	Trade Enquiries		Agreement Enquiries		Business Visits	
	Qtr	Total	Qtr	Total	Qtr	Total
Africa & Middle East	459	419	107	101	1038	1702
Asia & Pacific	2779	1887	212	304	2423	4707
Europe	2960	7217	774	688	2110	2438
Latin America & Caribbean	4744	1260	49	60	911	1267
United States	3028	2517	260	292	2023	2977
	13970	10300	1362	1745	7585	11791

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the January-March 1988 period, ninety posts submitted quarterly reports identifying the following business activity:

1. 589 EXPORT SALES WORTH \$896 MILLION
2. 588 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 69 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$23.55 MILLION
4. 29 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$419 MILLION
5. 17 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$54.3 MILLION
6. 32 TECHNOLOGY TRANSFERS WORTH \$169.8 MILLION

HIGHLIGHTS:

- o \$300 million investment in urban renewal development in Canada (Hong Kong)
- o \$154 million sale and technology transfer of ethylene plant (Beijing)
- o Investments in Canadian paper industry worth \$93 million (Helsinki)
- o \$15 million sale of aircraft (Kinshasa)
- o \$8 million sale of cellular telephone system (Kingston)
- o \$8 million sale of flight simulator (Oslo)

KEY STATISTICS: for the ninety posts having submitted a quarterly report

<u>MISSIONS IN:</u>	<u>Missions</u>		<u>No. Confirmed Export Sales</u>	<u>Value Confirmed Export Sales(\$M)</u>
	<u>Total</u>	<u>Reporting</u>		
Africa & Middle East	18	16	48	228
Asia & Pacific	19	19	184	392
Europe	28	28	114	119
Latin America & Caribbean	14	14	61	100
United States	13	13	182	57
	<u>92</u>	<u>90</u>	<u>589</u>	<u>896</u>

	<u>Trade Enquiries</u>		<u>Investment Enquiries</u>		<u>Business Visitors</u>	
	<u>Cdn</u>	<u>Local</u>	<u>Cdn</u>	<u>Local</u>	<u>Cdn</u>	<u>Local</u>
Africa & Middle East	4569	3418	109	231	1018	1702
Asia & Pacific	8779	11889	219	394	3463	4707
Europe	8960	7723	374	686	2110	2430
Latin America & Caribbean	4744	3200	49	60	911	1262
United States	8004	6047	280	2392	2625	2977
	<u>35056</u>	<u>32277</u>	<u>1031</u>	<u>3763</u>	<u>10127</u>	<u>13078</u>

PROGRAM RESULTS: AFRICA & MIDDLE EAST

BUSINESS ACTIVITY

During the January-March 1988 period sixteen posts reported the following business activity:

1. 48 EXPORT SALES WORTH \$228 MILLION
2. 75 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 4 NEW JOINT VENTURES/LICENCING AGREEMENTS
4. 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 1 CANADIAN INVESTMENT IN TERRITORY
6. 5 TECHNOLOGY TRANSFERS WORTH \$2.6 MILLION

HIGHLIGHTS:

- o \$160 million sale of sulphur (Rabat)
- o \$15 million sale of aircraft (Kinshasa)
- o \$7 million sale of textile additives (Baghdad)
- o \$3 million sale of helicopter (Algiers)
- o New buying connection for auto parts worth \$2 million (Riyadh)
- o \$3 million sale of consulting services (Tunis)
- o \$1 million sale of pipeline liners (Kuwait)
- o \$1 million sale of extruded aluminum billets (Amman)

KEY STATISTICS: for the sixteen posts reporting workload information

		<u>Missions Reporting To</u>	
		<u>GAT</u>	<u>GMT</u>
No. Trade Enquiries	Cdn	3433	1136
	Local	2115	1303
No. Investment Enquiries	Cdn	10	99
	Local	27	204
No. Business Visitors	Cdn	637	381
	Local	979	723

PROGRAM RESULTS: ASIA & PACIFIC

BUSINESS ACTIVITY

During the January-March 1988 period nineteen posts reported the following business activity:

1. 184 EXPORT SALES WORTH \$392 MILLION
2. 99 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 15 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$1.25 MILLION
4. 12 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$305 MILLION
5. 8 CANADIAN INVESTMENTS IN TERRITORY WORTH \$13.8 MILLION
6. 5 TECHNOLOGY TRANSFERS WORTH \$165 MILLION

HIGHLIGHTS:

- o \$300 million investment in urban renewal development in Canada (Hong Kong)
- o \$154 million sale and technology transfer of ethylene plant (Beijing)
- o \$20 million sale of aircraft engines (Kuala Lumpur)
- o \$16 million sale of coal wagons (Jakarta)
- o \$13 million sale of chemical processing equipment (Shanghai)
- o \$12 million sale of dispatch centers (Bangkok)
- o \$10 million sale of pet food (Tokyo)
- o \$2 million sale of forest harvesting equipment (Melbourne)

KEY STATISTICS: for the nineteen posts reporting workload information

		<u>Missions Reporting To</u>	
		PST	PNC/PNJ
No. Trade Enquiries	Cdn	5554	3225
	Local	8516	3373
No. Investment Enquiries	Cdn	121	98
	Local	197	197
No. Business Visitors	Cdn	2073	1390
	Local	2154	2553

PROGRAM RESULTS: EUROPE

BUSINESS ACTIVITY

During the January-March 1988 period twenty-eight posts reported the following business activity:

1. 114 EXPORT SALES WORTH \$119 MILLION
2. 189 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 41 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$20.5 MILLION
4. 7 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$110 MILLION
5. 6 CANADIAN INVESTMENTS IN TERRITORY WORTH \$38.5 MILLION
6. 15 TECHNOLOGY TRANSFERS WORTH \$2.2 MILLION

HIGHLIGHTS:

- o Investments in Canadian paper industry worth \$93 million (Helsinki)
- o \$25 million investment in territory for production of frozen french fries (Paris)
- o \$13 million Canadian investment in alumina production (Dublin)
- o \$8 million sale of flight simulator (Oslo)
- o \$3 million sale of packaging machinery (London)
- o New buying connection and \$3 million sale of pulp wood (Milan)

KEY STATISTICS: for the twenty-eight posts reporting workload information

		<u>Missions Reporting To</u>	
		<u>RWT</u>	<u>RBT</u>
No. Trade Enquiries	Cdn	7400	1560
	Local	7106	617
No. Investment Enquiries	Cdn	374	0
	Local	683	3
No. Business Visitors	Cdn	1844	266
	Local	2097	333

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

BUSINESS ACTIVITY

During the January-March 1988 period fourteen posts reported the following business activity:

1. 61 EXPORT SALES WORTH \$100 MILLION
2. 52 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 4 NEW JOINT VENTURES/LICENCING AGREEMENTS
4. 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 1 CANADIAN INVESTMENT IN TERRITORY WORTH \$2 MILLION
6. 7 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- o \$17 million sale of dairy products (Lima)
- o \$8 million sale of cellular telephone (Kingston)
- o \$6 million sale of dairy cattle (Caracas)
- o \$4 million sale of road graders (Santiago)
- o \$2 million investment in territory (Caracas)
- o \$3 million contract for printing of bank notes (Guatemala)

KEY STATISTICS: for the thirteen posts reporting workload information

		<u>Missions Reporting To</u>	
		LCT	LST
No. Trade Enquiries	Cdn	1292	3452
	Local	932	2268
No. Investment Enquiries	Cdn	29	20
	Local	16	40
No. Business Visitors	Cdn	404	507
	Local	697	565

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the January-March 1988 period thirteen posts reported the following business activity:

1. 182 EXPORT SALES WORTH \$57 MILLION
2. 173 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 5 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$1.8 MILLION
4. 10 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$4 MILLION
5. 1 CANADIAN INVESTMENT IN TERRITORY
6. 0 TECHNOLOGY TRANSFER

HIGHLIGHTS:

- o \$7 million sale of ventilation systems (Los Angeles)
- o \$5 million sale of satellite, substations and earthstations (Seattle)
- o \$2 million sale of educational computer software (Buffalo)
- o \$2 million investment in blood analysis equipment in Canada (New York)
- o New buying connection worth \$1 million in telecommunication (Los Angeles)
- o \$1 million sale of shock absorbers (Detroit)

KEY STATISTICS: for the thirteen posts reporting workload information

		<u>Missions Reporting To</u>	
		UTE	UTW
No. Trade Enquiries	Cdn	4005	3999
	Local	2735	3312
No. Investment Enquiries	Cdn	91	189
	Local	958	1434
No. Business Visitors	Cdn	1161	1464
	Local	1438	1539

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1997

08/07/20

WORLD TOTALS

		NUMBER	% OFFICER-TIME CANADA	% LOC-ENG	TOTAL-TIME PERSON-STR
A EXPORT ENQUIRIES	FROM CANADA	35054	17.01	27.87	100.95
	FROM TERRITORIES	30277	9.27	18.92	83.45
B VISITS TO CLIENTS IN TERRITORY	VISITS	9879	11.04	10.38	46.10
C EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	421	0.24	4.37	21.65
	MISSIONS	573	6.00	7.91	30.38
	OTHER	740	4.17	2.71	15.91
D COMMERCIAL / ECONOMIC REPORTS COMPLETED		1729	6.07	3.43	21.31
E INVESTMENT/PROMOTION ENQUIRIES		1031	1.69	1.02	6.09
	FROM TERRITORIES	3763	3.35	3.38	13.30
F TECHNOLOGY INFLOW PROGRAM ENG		39	0.74	1.11	4.19
	CONNECTIONS	400	0.92	0.93	3.13
G PARTICIPATION IN PROG-RELATED EVENTS IN CANADA		167	4.18	1.80	13.48
H SERVICE REQUESTS BY GOV'T SOURCES-DEK		3098	4.63	1.29	14.72
	FROM OTHER GOV'T SOURCES- CONTACTS	4601	4.93	3.12	19.29
	- REPORTS	861	1.80	1.31	7.00
I ADMINISTRATION	PROGRAM MANAGEMENT & ADMIN		9.73	2.38	37.10
	LEAVE, PROFESSIONAL DEVELOP		3.66	4.88	23.67
J SERVICE TO OTHER MISSION PROGRAMS			3.70	1.79	16.94
***** TOTALS *****			99.91	99.94	447.07

SECTION II

SUMMARY OF PROGRAM

ACTIVITIES

NUMBER OF BUSINESS VISITORS FROM CANADA : 10127

FROM TERRIT : 12079

NUMBER OF PEND APPLICATIONS SUBMITTED ORL : 1134

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 323

- LOCALLY-ENGAGED : 924

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/26

FOR QUARTER 4 OF FISCAL YEAR 1987

WORLD TOTALS

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 35056	17.01	27.87	100.95
FROM TERRITORIES	: 32277	9.27	18.92	63.45
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 9979	11.04	10.38	48.10
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 421	3.24	6.37	21.65
MISSIONS	: 575	6.00	7.51	30.38
OTHER	: 748	4.17	2.71	15.44
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 1729	6.07	3.43	21.31
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 1031	1.69	1.02	6.09
FROM TERRITORIES	: 3763	3.55	2.38	13.30
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 535	0.74	1.11	4.19
CONNECTIONS ARRANGED	: 480	0.52	0.86	3.13
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	: 167	4.18	1.83	13.48
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 2098	4.68	1.89	14.72
FROM OTHER GOV'T SOURCES- CONTACTS	: 4601	4.83	3.32	18.29
- REPORTS	: 861	1.80	1.31	7.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		9.73	2.38	27.10
LEAVE, PROFESSIONAL DEVELOP		5.66	4.88	23.67
J. SERVICE TO OTHER MISSION PROGRAMS	:	5.73	1.79	16.84
***** TOTALS *****		99.91	99.96	449.09

NUMBER OF BUSINESS VISITORS FROM CANADA : 10127
FROM TERRIT : 13078

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1134

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 223
- LOCALLY-ENGAGED : 226

TRADE TRACKING SYSTEM

06/07/13

WORLDWIDE AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1997

REGION : AFRICA MIDDLE-EAST

		NUMBER	X OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-STR
<u>AFRICA & MIDDLE EAST</u>					
A EXPORT ENQUIRIES	FROM CANADA	9557	21.18	27.32	48.50
	FROM TERRITORIES	3418	11.11	24.00	35.11
B VISITS TO CLIENTS IN TERRITORY	VISITS	1750	14.85	15.40	30.25
C EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	13	2.48	2.08	4.56
	MISSIONS	52	3.58	7.04	10.62
	OTHER	223	1.07	1.12	2.19
		<u>GAT</u>			
D COMMERCIAL / ECONOMIC REPORTS COMPLETED		178	8.48	3.00	11.48
E INVESTMENT/PROMOTION	ABIDJAN				
	*ACCRA				
	ADDIS ABABA				
	ALGIERS				
	*DAKAR				
	HARARE				
	KINSHASA				
	LAGOS				
	NAIROBI				
	RABAT				
	TUNIS				
	YAOUNDE				
	AMMAN				
	BAGHDAD				
	CAIRO				
	KUWAIT				
	RIYADH				
	TEL AVIV				
F PARTICIPATION IN PROG-RELATED EVENTS IN CANADA		8	4.58	0.12	4.70
G SERVICE REQUESTS FROM SOURCES-DEA REPTS		142	4.03	0.48	4.51
	FROM OTHER SOURCES-CONTACTS	173	3.89	1.36	5.25
	- REPORTS	79	2.07	1.36	3.43
H ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN			5.82	0.34	6.16
	LEAVE/PROFESSIONAL DEVELOP		8.75	4.48	13.23
I SERVICE TO OTHER MISSION PROGRAMS			7.48	2.72	10.20
			99.93	100.00	202.60

* Quarterly report for this post was not available

NUMBER OF BUSINESS VISITORS FROM CANADA : 1318

FROM TERRIT : 1702

NUMBER OF FIRM APPLICATIONS COMMENTED ON: 105

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 27
- LOCALLY-ENGAGED : 23

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

REGION : AFRICA MIDDLE-EAST

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	4569	21.18	27.32	12.55
FROM TERRITORIES	3418	11.11	24.00	9.00
B. VISITS TO CLIENTS IN TERRITORY	1753	14.85	15.40	7.86
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	13	2.48	2.08	1.19
MISSIONS	52	5.88	7.04	3.35
OTHER	223	1.37	1.12	0.65
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	178	5.48	5.00	2.73
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	109	1.37	1.64	0.78
FROM TERRITORIES	231	2.29	2.24	1.18
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	18	0.07	0.08	0.04
CONNECTIONS ARRANGED	48	0.55	1.20	0.45
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	8	1.55	0.12	0.45
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	142	4.03	0.68	1.26
FROM OTHER GOV'T SOURCES- CONTACTS	175	3.59	1.56	1.36
- REPORTS	79	2.07	1.56	0.95
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		5.62	0.56	1.66
LEAVE, PROFESSIONAL DEVELOP		8.96	4.68	3.59
J. SERVICE TO OTHER MISSION PROGRAMS		7.48	3.72	2.95
***** TOTALS *****		99.93	100.00	52.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 1018
FROM TERRIT : 1702

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 105

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 27
- LOCALLY-ENGAGED : 25

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : ABIDJAN

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	268	38.00	14.00	0.90
FROM TERRITORIES	89	6.00	10.00	0.22
B. VISITS TO CLIENTS IN TERRITORY	103	15.50	14.00	0.45
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	7.00	15.00	0.29
MISSIONS	5	7.50	15.00	0.30
OTHER	5	3.50	0.00	0.07
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	3	3.00	0.00	0.06
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	1	0.00	0.00	0.00
FROM TERRITORIES	1	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	1	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	42	3.00	0.00	0.06
FROM OTHER GOV'T SOURCES- CONTACTS	4	1.00	0.00	0.02
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		8.00	0.00	0.16
LEAVE, PROFESSIONAL DEVELOP		7.50	31.00	0.46
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	1.00	0.01
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 88
FROM TERRIT : 95

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : ADDIS ABABA

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 135	7.00	36.00	0.43
FROM TERRITORIES	: 25	6.00	14.00	0.20
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 11	5.00	10.00	0.15
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 0	0.00	0.00	0.00
MISSIONS	: 0	0.00	0.00	0.00
OTHER	: 0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 0	2.00	0.00	0.02
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 0	0.00	0.00	0.00
FROM TERRITORIES	: 0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 0	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS	: 0	0.00	0.00	0.00
- REPORTS	: 0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		0.00	0.00	0.00
LEAVE, PROFESSIONAL DEVELOP		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS		80.00	40.00	1.20
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 7
FROM TERRIT : 20

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : ALGIERS

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-GTR
A. EXPORT ENQUIRIES	FROM CANADA :	946	34.66	46.33	2.43
	FROM TERRITORIES :	38	2.00	4.66	0.20
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	140	13.33	15.00	0.85
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	0	3.33	1.00	0.13
	MISSIONS :	3	3.66	0.00	0.11
	OTHER :	123	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	12	3.66	3.66	0.22
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	0	0.00	0.00	0.00
	FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	0	0.00	0.00	0.00
	CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	:	1	3.66	0.00	0.11
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	10	4.66	1.00	0.17
	FROM OTHER GOV'T SOURCES- CONTACTS :	5	2.00	2.33	0.13
	- REPORTS :	2	0.33	0.33	0.02
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN. :		5.66	0.00	0.17
	LEAVE, PROFESSIONAL DEVELOP :		18.00	24.66	1.28
J. SERVICE TO OTHER MISSION PROGRAMS	:		5.00	1.00	0.18
***** TOTALS *****			99.95	99.97	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 62
FROM TERRIT : 100

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : HARARE

		NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 237	15.00	0.35
	FROM TERRITORIES	: 587	15.00	0.30
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 42	10.00	0.20
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 0	10.00	0.15
	MISSIONS	: 0	15.00	0.20
	OTHER	: 0	0.00	0.10
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 3	0.00	0.05
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 5	5.00	0.10
	FROM TERRITORIES	: 0	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 0	0.00	0.00
	CONNECTIONS ARRANGED	: 0	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA		: 0	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 0	0.00	0.00
	FROM OTHER GOV'T SOURCES- CONTACTS	: 0	10.00	0.15
	- REPORTS	: 0	0.00	0.00
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		10.00	0.10
	LEAVE, PROFESSIONAL DEVELOP		0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS			10.00	0.30
***** TOTALS *****			100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 28
FROM TERRIT : 243

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : KINSHASA

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-GTR
A. EXPORT ENQUIRIES				
FROM CANADA	254	15.00	20.00	0.35
FROM TERRITORIES	270	10.00	25.00	0.35
B. VISITS TO CLIENTS IN TERRITORY	82	10.00	10.00	0.20
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	4	10.00	30.00	0.40
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	4	5.00	0.00	0.05
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	1	1.00	0.00	0.01
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	1	1.00	0.00	0.01
FROM OTHER GOV'T SOURCES- CONTACTS	4	5.00	5.00	0.10
- REPORTS	3	3.00	10.00	0.13
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		5.00	0.00	0.05
LEAVE, PROFESSIONAL DEVELOP		30.00	0.00	0.30
J. SERVICE TO OTHER MISSION PROGRAMS		5.00	0.00	0.05
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 34
FROM TERRIT : 48

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : LAGOS

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	197	24.50	38.00	1.25
FROM TERRITORIES	346	25.00	53.00	1.56
B. VISITS TO CLIENTS IN TERRITORY	28	6.50	5.00	0.23
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	0.50	0.00	0.01
MISSIONS	0	0.00	0.00	0.00
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	8	5.00	4.00	0.18
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	12	2.00	0.00	0.04
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	1	5.50	0.00	0.11
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	2	2.50	0.00	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	8	4.50	0.00	0.09
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.00	0.00	0.20
LEAVE, PROFESSIONAL DEVELOP		7.50	0.00	0.15
J. SERVICE TO OTHER MISSION PROGRAMS		6.50	0.00	0.13
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 23
FROM TERRIT : 204

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : NAIROBI

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	275	17.00	25.00	0.42
FROM TERRITORIES :	358	19.00	35.00	0.54
B. VISITS TO CLIENTS IN TERRITORY	81	26.00	20.00	0.46
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	0	0.00	0.00	0.00
MISSIONS :	1	2.00	5.00	0.07
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	8	4.00	1.00	0.05
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	2	0.00	2.00	0.02
FROM TERRITORIES :	9	2.00	1.00	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	9	4.00	0.00	0.04
FROM OTHER GOV'T SOURCES- CONTACTS :	9	1.00	3.00	0.04
- REPORTS :	9	2.00	3.00	0.05
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		16.00	4.00	0.20
LEAVE, PROFESSIONAL DEVELOP :		0.00	1.00	0.01
J. SERVICE TO OTHER MISSION PROGRAMS :		7.00	0.00	0.07
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 33
FROM TERRIT : 37

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : RABAT

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	451	35.00	40.00	0.75
	FROM TERRITORIES	157	10.00	20.00	0.30
B. VISITS TO CLIENTS IN TERRITORY	VISITS	75	15.00	15.00	0.30
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	0	0.00	0.00	0.00
	MISSIONS	3	10.00	10.00	0.20
	OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		5	5.00	5.00	0.10
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	2	2.00	0.00	0.02
	FROM TERRITORIES	4	3.00	0.00	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		0	0.00	0.00	0.00
	CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		5	5.00	2.00	0.07
	FROM OTHER GOV'T SOURCES- CONTACTS	10	3.00	4.00	0.07
	- REPORTS	4	2.00	4.00	0.06
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.			5.00	0.00	0.05
	LEAVE, PROFESSIONAL DEVELOP		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS			5.00	0.00	0.05
***** TOTALS *****			100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 86
FROM TERRIT : 120

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : TUNIS

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	455	25.00	35.00	0.60
	FROM TERRITORIES	165	10.00	20.00	0.30
B. VISITS TO CLIENTS IN TERRITORY	VISITS	122	10.00	15.00	0.25
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	2	2.00	5.00	0.07
	MISSIONS	6	10.00	10.00	0.20
	OTHER	28	3.00	5.00	0.08
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		11	6.00	5.00	0.11
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	0	0.00	0.00	0.00
	FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		0	0.00	0.00	0.00
	CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		0	0.00	0.00	0.00
H. SERVICE-REQUESTS FM GOV'T SOURCES-DEA REPTS		2	2.00	3.00	0.05
	FROM OTHER GOV'T SOURCES- CONTACTS	15	7.00	1.00	0.08
	- REPORTS	2	1.00	1.00	0.02
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		6.00	0.00	0.06
	LEAVE, PROFESSIONAL DEVELOP		10.00	0.00	0.10
J. SERVICE TO OTHER MISSION PROGRAMS			8.00	0.00	0.08
***** TOTALS *****			100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 210
FROM TERRIT : 77

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : YAOUNDE

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	215	24.00	46.00	0.94
FROM TERRITORIES	80	14.50	17.00	0.46
B. VISITS TO CLIENTS IN TERRITORY	50	12.50	4.00	0.29
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	8.00	0.08
MISSIONS	2	6.00	8.00	0.20
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	5	4.00	8.00	0.16
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	1	0.50	0.00	0.01
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	1	1.00	0.00	0.02
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	3	4.00	0.00	0.08
FROM OTHER GOV'T SOURCES- CONTACTS	2	0.50	0.00	0.01
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		5.00	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP		20.00	9.00	0.49
J. SERVICE TO OTHER MISSION PROGRAMS		8.00	0.00	0.16
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 66
FROM TERRIT : 35

NUMBER OF PEMD APPLICATIONS COMMENTED 0
N: 4

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : AMMAN

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	121	15.00	30.00	0.75
	FROM TERRITORIES	127	10.00	35.00	0.80
B. VISITS TO CLIENTS IN TERRITORY	VISITS	131	20.00	20.00	0.60
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	0	0.00	0.00	0.00
	MISSIONS	4	10.00	0.00	0.10
	OTHER	3	5.00	1.50	0.08
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		23	15.00	4.00	0.23
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	2	1.00	1.50	0.04
	FROM TERRITORIES	13	2.00	2.00	0.06
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		1	1.00	1.00	0.03
	CONNECTIONS ARRANGED	1	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA		0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		11	0.00	0.00	0.00
	FROM OTHER GOV'T SOURCES- CONTACTS	14	0.00	0.00	0.00
	- REPORTS	12	6.00	5.00	0.16
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		2.00	0.00	0.02
	LEAVE, PROFESSIONAL DEVELOP		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS			13.00	0.00	0.13
***** TOTALS *****			100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 77
FROM TERRIT : 76

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BAGHDAD

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	84	12.00	15.00	0.27
	FROM TERRITORIES	35	4.00	25.00	0.29
B. VISITS TO CLIENTS IN TERRITORY	VISITS	117	10.00	30.00	0.40
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	0	0.00	0.00	0.00
	MISSIONS	5	5.00	12.00	0.17
	OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		8	10.00	3.00	0.13
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	4	1.00	0.00	0.01
	FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		12	10.00	4.00	0.14
	FROM OTHER GOV'T SOURCES- CONTACTS	8	4.00	2.00	0.06
	- REPORTS	3	1.00	4.00	0.05
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.			7.00	4.00	0.11
	LEAVE, PROFESSIONAL DEVELOP		33.00	1.00	0.34
J. SERVICE TO OTHER MISSION PROGRAMS			3.00	0.00	0.03
***** TOTALS *****			100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 10
FROM TERRIT : 42

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : CAIRO

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	163	26.66	23.50	1.27
FROM TERRITORIES	227	15.66	37.50	1.22
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 130	25.33	10.00	0.96
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	0	0.00	0.00	0.00
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	32	7.00	19.50	0.60
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	5	2.66	0.00	0.08
FROM TERRITORIES	11	3.33	0.50	0.11
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	7	6.00	0.50	0.19
FROM OTHER GOV'T SOURCES- CONTACTS	13	4.00	3.00	0.18
- REPORTS	2	1.33	1.00	0.06
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		3.33	0.50	0.11
LEAVE, PROFESSIONAL DEVELOP		3.00	0.50	0.10
J. SERVICE TO OTHER MISSION PROGRAMS		1.66	3.50	0.12
***** TOTALS *****		99.96	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 86
FROM TERRIT : 210

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : KUWAIT

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	306	5.00	15.00	0.40
FROM TERRITORIES	370	5.00	20.00	0.50
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 270	15.00	12.00	0.54
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	5	9.00	8.00	0.34
MISSIONS	13	10.00	10.00	0.40
OTHER	11	3.00	2.00	0.10
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	30	6.00	5.00	0.22
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	70	6.00	5.00	0.22
FROM TERRITORIES	130	9.00	13.00	0.44
F. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	1	3.00	0.00	0.06
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	20	6.00	2.00	0.16
FROM OTHER GOV'T SOURCES- CONTACTS	50	2.00	3.00	0.10
- REPORTS	20	8.00	2.00	0.20
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		6.00	1.00	0.14
LEAVE, PROFESSIONAL DEVELOP		2.00	0.00	0.04
J. SERVICE TO OTHER MISSION PROGRAMS		5.00	2.00	0.14
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 79
FROM TERRIT : 180

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 23

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : RIYADH

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 250	11.00	10.00	0.74
FROM TERRITORIES	: 438	13.00	28.00	1.36
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 299	15.00	26.00	1.38
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 4	3.00	0.00	0.12
MISSIONS	: 5	6.00	7.00	0.45
OTHER	: 53	4.00	2.00	0.22
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 22	7.00	4.00	0.40
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 16	2.00	7.00	0.29
FROM TERRITORIES	: 33	3.00	8.00	0.36
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	: 4	3.00	1.00	0.15
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 14	6.00	0.00	0.24
FROM OTHER GOV'T SOURCES- CONTACTS	: 27	7.00	0.00	0.28
- REPORTS	: 20	5.00	0.00	0.20
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		4.00	1.00	0.19
LEAVE, PROFESSIONAL DEVELOP		8.00	0.00	0.32
J. SERVICE TO OTHER MISSION PROGRAMS		3.00	6.00	0.30
***** TOTALS *****		100.00	100.00	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 116
FROM TERRIT : 158

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 27

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 4
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : TEL AVIV

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 212	20.00	25.00	0.70
FROM TERRITORIES	: 106	10.00	15.00	0.40
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 72	20.00	20.00	0.60
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 0	0.00	0.00	0.00
MISSIONS	: 1	15.00	20.00	0.55
OTHER	: 0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 4	5.00	5.00	0.15
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 2	0.00	0.00	0.00
FROM TERRITORIES	: 17	10.00	0.00	0.10
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 15	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 47	15.00	15.00	0.45
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 4	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS	: 6	5.00	0.00	0.05
- REPORTS	: 2	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		0.00	0.00	0.00
LEAVE, PROFESSIONAL DEVELOP		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 13
FROM TERRIT : 57

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

REGION ASIA/PACIFIC

ACTIVITY	NUMBER	% OFFICER-TIME		TOTAL-TIME PERSON-CTR
		CANADA	LDC-ENO	
ASIA & PACIFIC				
A. EXPORT ENQUIRIES	8774	17.57	23.54	32.50
FROM TERRITORIES	11887	7.85	22.07	14.18
B. VISITS TO CLIENTS IN TERRITORY	2527	9.92	10.54	11.26
C. EXPORT PROMOTION PROJECTS & EVENTS				
PAIRS	43	3.57	3.71	4.03
MISSIONS	138	9.50	10.88	11.19
OTHER	103	3.84	4.77	4.62
D. COMMERCIAL <u>PST</u> ECONOMIC REPORTS COMPLETED	16	3.04	2.50	4.49
E. INVESTMENT ENQUIRIES				
FROM CANADA	19	1.45	1.13	1.44
FROM TERRITORIES		3.49	2.24	2.00
F. TECHNOLOGY PROGRAM ENGR'S FRM CANADA	31	0.24	0.24	0.28
CONNECTIONS ARRANG	11	0.01	0.03	0.04
G. PARTICIPATION IN RELATED EVENTS IN CANADA	20	5.03	1.71	2.78
H. SERVICE REPORTS				
MANILA GOV'T SOURCES-DEA RPT'S	717	4.36	2.94	5.14
MELBOURNE GOV'T SOURCES- CONTACTS	1647	5.50	4.94	5.94
NEW DELHI - REPORTS	283	2.61	1.09	1.73
SINGAPORE				
SYDNEY PROGRAM MANAGEMENT & ADMIN		8.32	2.60	4.24
WELLINGTON LINE PROFESSIONAL DEVELOP		4.47	2.94	5.26
I. SERVICE TO OTHER MISSION PROGRAMS		4.97	2.01	3.65
TOTALS		94.85	95.93	110.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 3443

FROM TERRIT : 4767

NUMBER OF PENDING APPLICATIONS COMMENTED ON: 194

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED 97

- LOCALLY-EMPLOYED 50

TRADE TRACKING SYSTEM

88/07/26

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

REGION : ASIA PACIFIC

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-GTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 8779	17.57	23.54	22.50
FROM TERRITORIES	: 11889	7.85	22.07	16.18
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 2527	9.92	10.56	11.26
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 43	3.57	3.71	4.01
MISSIONS	: 138	9.50	10.88	11.19
OTHER	: 103	3.66	4.77	4.62
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 416	5.54	2.50	4.49
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 219	1.45	1.15	1.44
FROM TERRITORIES	: 394	1.49	2.26	2.05
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 31	0.26	0.24	0.28
CONNECTIONS ARRANGED	: 14	0.01	0.05	0.04
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	: 23	5.03	1.71	3.78
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 717	6.36	2.84	5.14
FROM OTHER GOV'T SOURCES- CONTACTS	: 1667	5.80	4.96	5.94
- REPORTS	: 283	2.01	1.09	1.73
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		8.52	2.60	6.24
LEAVE, PROFESSIONAL DEVELOP		6.47	2.96	5.26
J. SERVICE TO OTHER MISSION PROGRAMS	:	4.87	2.01	3.85
***** TOTALS *****		99.88	99.90	110.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 3463

FROM TERRIT : 4707

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 194

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 57

- LOCALLY-ENGAGED : 53

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BANGKOK

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	735	17.50	27.50	1.45
FROM TERRITORIES :	450	7.50	16.75	0.82
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 132	13.00	8.25	0.59
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	2	0.00	0.25	0.01
MISSIONS :	7	12.00	11.75	0.71
OTHER :	6	3.50	0.00	0.07
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	13	4.50	0.50	0.11
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	19	0.50	0.75	0.04
FROM TERRITORIES :	28	1.50	1.50	0.09
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	1	0.00	0.25	0.01
CONNECTIONS ARRANGED :	1	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	2	12.50	5.25	0.46
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	166	9.00	7.25	0.47
FROM OTHER GOV'T SOURCES- CONTACTS :	213	7.50	12.00	0.63
- REPORTS :	47	4.00	0.00	0.08
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		3.50	0.00	0.07
LEAVE, PROFESSIONAL DEVELOP :		0.00	3.00	0.12
J. SERVICE TO OTHER MISSION PROGRAMS :		3.50	5.00	0.27
***** TOTALS *****		100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 386
FROM TERRIT : 479

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 17

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : CANBERRA

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	283	10.33	41.00	0.72
FROM TERRITORIES	85	5.33	3.00	0.19
B. VISITS TO CLIENTS IN TERRITORY	10	2.33	1.00	0.08
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	0.66	0.00	0.02
MISSIONS	6	4.33	0.00	0.13
OTHER	13	5.00	0.00	0.15
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	21	4.33	0.00	0.13
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	7	1.66	0.00	0.05
FROM TERRITORIES	7	1.33	0.00	0.04
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	1	5.66	0.00	0.17
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	16	16.66	0.00	0.50
FROM OTHER GOV'T SOURCES- CONTACTS	63	0.66	4.00	0.06
- REPORTS	13	9.00	0.00	0.27
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		24.66	49.00	1.23
LEAVE, PROFESSIONAL DEVELOP		3.00	1.00	0.10
J. SERVICE TO OTHER MISSION PROGRAMS		5.00	1.00	0.16
***** TOTALS *****		99.94	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 26
FROM TERRIT : 33

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : COLOMBO

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	52	0.00	0.00	0.00
	FROM TERRITORIES :	134	0.00	0.00	0.00
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	0	0.00	0.00	0.00
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	1	0.00	0.00	0.00
	MISSIONS :	0	0.00	0.00	0.00
	OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	1	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	1	0.00	0.00	0.00
	FROM TERRITORIES :	2	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	1	0.00	0.00	0.00
	CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	:	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	0	0.00	0.00	0.00
	FROM OTHER GOV'T SOURCES- CONTACTS :	0	0.00	0.00	0.00
	- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:			0.00	0.00	0.00
	LEAVE, PROFESSIONAL DEVELOP :		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS	:		0.00	0.00	0.00
***** TOTALS *****			0.00	0.00	0.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 7
FROM TERRIT : 2

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 0
- LOCALLY-ENGAGED : 0

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : DHAKA

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-GTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 103	24.00	47.00	0.71
FROM TERRITORIES	: 108	20.00	30.00	0.50
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 9	2.00	16.00	0.18
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 0	0.00	0.00	0.00
MISSIONS	: 0	0.00	0.00	0.00
OTHER	: 0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 0	0.00	0.00	0.00
FROM TERRITORIES	: 0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 1	0.00	5.00	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	: 0	0.00	0.00	0.00
- REPORTS	: 2	0.00	2.00	0.02
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		2.00	0.00	0.02
LEAVE, PROFESSIONAL DEVELOP		2.00	0.00	0.02
J. SERVICE TO OTHER MISSION PROGRAMS		50.00	0.00	0.50
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 13
FROM TERRIT : 38

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : JAKARTA

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 309	19.33	20.00	1.38
FROM TERRITORIES	: 188	8.66	19.50	1.04
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 158	9.66	19.25	1.06
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 2	4.00	0.50	0.14
MISSIONS	: 3	15.00	20.00	1.25
OTHER	: 1	1.66	0.00	0.05
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 9	3.33	0.00	0.10
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 21	9.00	3.75	0.42
FROM TERRITORIES	: 17	1.66	1.25	0.10
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	: 1	8.33	0.00	0.25
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 10	5.66	0.00	0.17
FROM OTHER GOV'T SOURCES- CONTACTS	: 20	2.33	0.00	0.07
- REPORTS	: 1	0.33	0.00	0.01
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		7.33	1.25	0.27
LEAVE, PROFESSIONAL DEVELOP		1.66	0.00	0.05
J. SERVICE TO OTHER MISSION PROGRAMS		2.00	14.50	0.64
***** TOTALS *****		99.94	100.00	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 405
FROM TERRIT : 174

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 18

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : ISLAMABAD

	NUMBER	% OFFICER-TIME		TOTAL-TIME	
		CANADA	LOC-ENG	PERSON-QTR	
A. EXPORT ENQUIRIES					
FROM CANADA :	155	15.00	25.00	0.65	
FROM TERRITORIES :	275	10.00	22.50	0.55	
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	22	15.00	3.50	0.22
C. EXPORT PROMOTION PROJECTS & EVENTS					
FAIRS :	0	0.00	0.00	0.00	
MISSIONS :	4	15.00	32.50	0.80	
OTHER :	5	0.00	0.00	0.00	
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	5	0.00	2.50	0.05	
E. INVESTMENT/PROMOTION ENQUIRIES					
FROM CANADA :	0	0.00	0.00	0.00	
FROM TERRITORIES :	0	0.00	0.00	0.00	
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA					
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00	
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	1	15.00	0.00	0.15	
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS					
FROM OTHER GOV'T SOURCES- CONTACTS :	2	2.00	4.00	0.10	
- REPORTS :	8	3.00	2.50	0.08	
I. ADMINISTRATION:					
PROGRAM MANAGEMENT & ADMIN. :		25.00	7.50	0.40	
LEAVE, PROFESSIONAL DEVELOP :		0.00	0.00	0.00	
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00	
***** TOTALS *****		100.00	100.00	3.00	

NUMBER OF BUSINESS VISITORS FROM CANADA : 42
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : KUALA LUMPUR

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	756	21.33	37.00	1.01
FROM TERRITORIES	306	8.33	16.00	0.41
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 201	12.66	16.00	0.54
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	8	3.33	3.00	0.13
MISSIONS	11	18.33	2.00	0.57
OTHER	4	2.33	0.00	0.07
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	52	5.00	1.00	0.16
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	7	0.33	0.00	0.01
FROM TERRITORIES	19	1.00	0.00	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PRDG-RELATED EVENTS IN CANADA	1	1.00	0.00	0.03
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	30	7.00	5.00	0.26
FROM OTHER GOV'T SOURCES- CONTACTS	99	4.33	7.00	0.20
- REPORTS	38	4.33	1.00	0.14
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		7.66	4.00	0.27
LEAVE, PROFESSIONAL DEVELOP		2.33	8.00	0.15
J. SERVICE TO OTHER MISSION PROGRAMS		0.66	0.00	0.02
***** TOTALS *****		99.95	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 502
FROM TERRIT : 64

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : MANILA

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 747	40.00	33.00	1.46
	FROM TERRITORIES	: 480	10.50	15.00	0.51
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 230	4.00	15.00	0.38
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 0	0.00	0.00	0.00
	MISSIONS	: 4	7.50	10.50	0.36
	OTHER	: 8	6.00	11.50	0.35
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 11	3.50	2.50	0.12
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 4	0.00	0.00	0.00
	FROM TERRITORIES	: 2	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA		: 0	0.00	0.00	0.00
	CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA		: 1	7.50	0.00	0.15
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 80	3.50	4.50	0.16
	FROM OTHER GOV'T SOURCES- CONTACTS	: 74	3.00	3.00	0.12
	- REPORTS	: 17	5.50	1.50	0.14
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		4.50	0.00	0.09
	LEAVE, PROFESSIONAL DEVELOP		0.50	3.00	0.07
J. SERVICE TO OTHER MISSION PROGRAMS			4.00	0.50	0.09
***** TOTALS *****			100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 118
FROM TERRIT : 50

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : MELBOURNE

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	253	9.00	17.50	0.53
FROM TERRITORIES :	458	4.00	18.00	0.44
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 82	9.00	11.50	0.41
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	1	0.00	8.00	0.16
MISSIONS :	2	6.50	19.00	0.51
OTHER :	4	4.00	11.00	0.30
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	0	0.50	0.00	0.01
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	2	1.50	0.00	0.03
FROM TERRITORIES :	3	1.50	0.50	0.04
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	1	0.50	0.00	0.01
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	1	1.00	0.00	0.02
FROM OTHER GOV'T SOURCES- CONTACTS :	0	0.00	0.00	0.00
- REPORTS :	0	2.50	0.00	0.05
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		14.00	2.50	0.33
LEAVE, PROFESSIONAL DEVELOP :		22.50	12.00	0.69
J. SERVICE TO OTHER MISSION PROGRAMS :		23.50	0.00	0.47
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 55
FROM TERRIT : 377

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 12

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : NEW DELHI

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 879	17.20	27.25	1.95
FROM TERRITORIES	: 1608	7.60	34.50	1.76
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 42	14.40	2.00	0.80
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 0	0.00	0.00	0.00
MISSIONS	: 5	17.00	11.75	1.32
OTHER	: 3	3.40	4.50	0.35
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 24	4.00	0.75	0.23
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 46	1.00	0.25	0.06
FROM TERRITORIES	: 87	1.80	0.50	0.11
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 1	0.20	0.00	0.01
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	: 1	4.00	0.00	0.20
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 33	8.00	0.50	0.42
FROM OTHER GOV'T SOURCES- CONTACTS	: 131	3.00	4.25	0.32
- REPORTS	: 25	2.20	0.50	0.13
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		8.40	5.00	0.62
LEAVE, PROFESSIONAL DEVELOP		5.40	7.00	0.55
J. SERVICE TO OTHER MISSION PROGRAMS		2.40	1.25	0.17
***** TOTALS *****		100.00	100.00	9.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 206
FROM TERRIT : 451

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 12

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 5
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : SINGAPORE

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 391	17.50	27.50	0.90
	FROM TERRITORIES	: 390	15.00	33.00	0.96
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 110	12.00	16.00	0.56
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 3	12.50	5.00	0.35
	MISSIONS	: 9	3.50	10.00	0.27
	OTHER	: 5	7.50	0.00	0.15
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 24	8.50	2.50	0.22
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 10	1.00	0.00	0.02
	FROM TERRITORIES	: 17	1.50	0.00	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 0	0.00	0.00	0.00
	CONNECTIONS ARRANGED	: 3	0.00	1.00	0.02
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		: 1	2.50	0.00	0.05
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 20	9.50	0.00	0.19
	FROM OTHER GOV'T SOURCES- CONTACTS	: 12	2.00	0.00	0.04
	- REPORTS	: 13	2.00	5.00	0.14
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.			5.00	0.00	0.10
	LEAVE, PROFESSIONAL DEVELOP		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS			0.00	0.00	0.00
***** TOTALS *****			100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 196
FROM TERRIT : 150

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 13

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : SYDNEY

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	694	27.00	24.00	1.74
FROM TERRITORIES	3873	20.00	30.00	1.90
B. VISITS TO CLIENTS IN TERRITORY	163	6.00	8.00	0.52
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	3	0.00	5.00	0.25
MISSIONS	2	8.00	8.00	0.56
OTHER	1	0.00	4.00	0.20
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	18	8.00	5.00	0.41
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	3	1.00	0.00	0.02
FROM TERRITORIES	12	4.00	0.00	0.08
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	1	0.00	5.00	0.25
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	0	3.00	1.00	0.11
FROM OTHER GOV'T SOURCES- CONTACTS	0	0.00	0.00	0.00
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		14.00	2.00	0.38
LEAVE, PROFESSIONAL DEVELOP		8.00	8.00	0.56
J. SERVICE TO OTHER MISSION PROGRAMS		1.00	0.00	0.02
***** TOTALS *****		100.00	100.00	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 121
FROM TERRIT : 310

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 12

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 5

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : WELLINGTON

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	197	7.50	30.66	1.07
FROM TERRITORIES	161	4.50	27.00	0.90
B. VISITS TO CLIENTS IN TERRITORY	77	8.50	8.66	0.43
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	6	7.50	14.33	0.58
OTHER	2	0.00	7.00	0.21
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	1	0.50	0.00	0.01
FROM TERRITORIES	3	1.50	0.00	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	2	8.00	8.66	0.42
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	5	1.50	0.00	0.03
FROM OTHER GOV'T SOURCES- CONTACTS	6	2.50	1.66	0.10
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		8.50	1.66	0.22
LEAVE, PROFESSIONAL DEVELOP		42.00	0.33	0.85
J. SERVICE TO OTHER MISSION PROGRAMS		7.50	0.00	0.15
***** TOTALS *****		100.00	99.96	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 38
FROM TERRIT : 26

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 22

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BEIJING

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	558	23.00	20.00	2.50
FROM TERRITORIES	178	5.30	30.00	0.83
B. VISITS TO CLIENTS IN TERRITORY	265	12.50	2.00	1.27
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	2	0.60	0.00	0.06
MISSIONS	30	8.80	0.00	0.88
OTHER	11	4.00	28.00	0.68
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	40	5.20	0.00	0.52
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	6	0.30	0.00	0.03
FROM TERRITORIES	10	0.40	0.00	0.04
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	2	0.00	0.00	0.00
CONNECTIONS ARRANGED	2	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	4	10.20	0.00	1.02
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	76	6.20	0.00	0.62
FROM OTHER GOV'T SOURCES- CONTACTS	110	8.40	5.00	0.89
- REPORTS	64	0.00	10.00	0.10
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		5.20	0.00	0.52
LEAVE, PROFESSIONAL DEVELOP		8.90	0.00	0.89
J. SERVICE TO OTHER MISSION PROGRAMS		1.00	5.00	0.15
***** TOTALS *****		100.00	100.00	11.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 276
FROM TERRIT : 240

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 30

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 10
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : HONG KONG

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	682	13.33	17.33	0.92
FROM TERRITORIES :	899	9.66	22.00	0.95
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 140	5.33	5.33	0.32
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	4	10.00	3.33	0.40
MISSIONS :	9	1.66	2.33	0.12
OTHER :	3	1.00	0.00	0.03
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	45	6.66	8.00	0.44
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	33	1.66	6.66	0.25
FROM TERRITORIES :	111	3.33	20.00	0.70
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA :	4	10.00	3.00	0.39
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	76	3.00	3.33	0.19
FROM OTHER GOV'T SOURCES- CONTACTS :	307	10.00	3.00	0.39
- REPORTS :	27	3.33	1.00	0.13
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		13.66	2.00	0.47
LEAVE, PROFESSIONAL DEVELOP :		0.00	1.33	0.04
J. SERVICE TO OTHER MISSION PROGRAMS :		7.33	1.33	0.26
***** TOTALS *****		99.95	99.97	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 115
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : OSAKA

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 126	5.00	12.50	0.35
FROM TERRITORIES	: 158	5.00	12.50	0.35
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 49	5.00	7.50	0.25
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 2	5.00	10.00	0.30
MISSIONS	: 5	15.00	12.50	0.55
OTHER	: 11	5.00	7.50	0.25
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 5	2.50	0.00	0.05
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 19	5.00	5.00	0.20
FROM TERRITORIES	: 11	5.00	15.00	0.40
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 4	2.50	0.00	0.05
CONNECTIONS ARRANGED	: 2	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	: 1	0.00	5.00	0.10
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 17	2.50	0.00	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	: 133	5.00	5.00	0.20
- REPORTS	: 17	2.50	5.00	0.15
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		5.00	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS		30.00	2.50	0.65
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 123
FROM TERRIT : 343

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

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

TRADE TRACKING SYSTEM

88/07/26

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : SEOUL

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	463	11.33	24.75	1.33
	FROM TERRITORIES	829	5.66	19.75	0.96
B. VISITS TO CLIENTS IN TERRITORY	VISITS	106	6.33	7.00	0.47
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	1	3.33	0.00	0.10
	MISSIONS	11	12.33	6.75	0.64
	OTHER	9	18.33	15.25	1.16
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		14	5.00	0.75	0.18
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	11	2.33	0.50	0.09
	FROM TERRITORIES	40	3.66	1.50	0.17
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	CONNECTIONS ARRANGED	7	0.00	0.50	0.02
		1	0.00	0.25	0.01
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		1	1.66	0.00	0.05
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		70	2.66	10.50	0.50
	FROM OTHER GOV'T SOURCES- CONTACTS	68	3.33	6.75	0.37
	- REPORTS	5	0.66	0.00	0.02
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.			16.66	4.75	0.69
	LEAVE, PROFESSIONAL DEVELOP		6.00	0.75	0.21
J. SERVICE TO OTHER MISSION PROGRAMS			0.66	0.25	0.03
***** TOTALS *****			99.93	100.00	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 278
FROM TERRIT : 799

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : SHANGHAI

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	237	19.00	30.00	0.98
FROM TERRITORIES	83	9.00	15.00	0.48
B. VISITS TO CLIENTS IN TERRITORY	37	10.00	10.00	0.40
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	0.00	0.00	0.00
MISSIONS	5	8.00	17.50	0.51
OTHER	4	3.00	12.50	0.31
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	15	4.00	0.00	0.08
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	1.00	0.00	0.02
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	14	3.00	2.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS	140	10.00	8.50	0.37
- REPORTS	4	3.00	1.00	0.08
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		5.00	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP		15.00	0.00	0.30
J. SERVICE TO OTHER MISSION PROGRAMS		10.00	3.50	0.27
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 106
FROM TERRIT : 170

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : TOKYO

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 1159	15.00	15.00	2.85
FROM TERRITORIES	: 1226	7.00	20.00	2.63
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 694	12.00	17.00	2.78
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 12	11.00	11.00	2.09
MISSIONS	: 19	7.00	8.00	1.43
OTHER	: 13	1.00	2.00	0.29
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 119	12.00	6.00	1.68
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 29	1.00	1.00	0.19
FROM TERRITORIES	: 25	1.00	1.00	0.19
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 15	1.00	1.00	0.19
CONNECTIONS ARRANGED	: 4	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	: 1	1.00	0.00	0.09
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 102	10.00	4.00	1.30
FROM OTHER GOV'T SOURCES- CONTACTS	: 289	12.00	10.00	2.08
- REPORTS	: 2	1.00	1.00	0.19
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		4.00	0.00	0.36
LEAVE, PROFESSIONAL DEVELOP		4.00	3.00	0.66
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	19.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 492
FROM TERRIT : 1001

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 26

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 9
- LOCALLY-ENGAGED : 10

TRADE TRACKING SYSTEM

05/07/85

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1985

REGION EAST EUROPE

A. EXPORT ENQUIRIES	FROM TERRITORIES	NUMBER	OFFICER-TIME		TOTAL-TIME
			CANADA-LOC-ENG	PERSON-314	
EUROPE					
	FROM TERRITORIES	1263	22.48	42.90	6.78
	FROM TERRITORIES	417	9.11	10.09	1.42
B VISITS TO CLIENTS IN TERRITORY	VISITS	563	14.44	10.43	2.45
C EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	6	2.44	3.90	0.68
	SESSIONS	34	8.00	5.72	1.35
	OTHER	10	2.00	1.43	0.34
D COMMERCIAL	REPORTS COMPI	135	10.77	7.90	1.84
E INVESTMENT/P	ENQUIRIES FROM TERRITORIES	0	0.00	0.00	0.00
	FROM TERRITORIES	1	0.02	0.18	0.02
F TECHNOLOGY IN	PROGRAM ENGR'S P	3	0.22	0.00	0.02
	CONNECTIONS	5	0.00	0.00	0.00
G PARTICIP'T'N IN PROG-RELATED EVENTS	DUBLIN	1	2.00	0.00	0.20
	DUSSELDORF				
H SERVICE REQUESTS FR GOV'T SOURCES	HELSEINKI	104	5.11	1.90	0.67
	LISBON	194	5.23	1.72	0.46
	LONDON	88	2.11	4.43	0.90
	LYON				
I ADMINISTRATION	MADRID		10.55	2.18	1.19
	MILAN		4.55	3.63	0.99
	MUNICH				
J SERVICE TO OTHER MISSION PROGRAMS	OSLO		3.44	1.34	0.45
	PARIS				
	ROME				
	STOCKHOLM		99.73	99.92	20.00
	THE HAGUE				
	VIENNA				

NUMBER OF BUSINESS VISITORS FROM CANADA : 264
FROM TERRIT : 202

NUMBER OF PEND APPLICATIONS COMMENTED ON : 21

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 9
- LOCALLY-ENGAGED : 11

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/26

FOR QUARTER 4 OF FISCAL YEAR 1987

REGION : EAST EUROPE

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	1560	22.44	42.90	6.74
FROM TERRITORIES	617	4.11	10.09	1.48
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 563	14.44	10.45	2.45
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	6	2.44	3.90	0.65
MISSIONS	34	8.00	5.72	1.35
OTHER	10	2.00	1.45	0.34
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	135	10.77	7.90	1.84
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	3	0.00	0.18	0.02
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	3	0.22	0.00	0.02
CONNECTIONS ARRANGED	5	0.00	0.09	0.01
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	1	2.55	0.00	0.23
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	186	5.11	1.90	0.67
FROM OTHER GOV'T SOURCES- CONTACTS	194	5.22	1.72	0.66
- REPORTS	88	2.11	6.45	0.90
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.55	2.18	1.19
LEAVE, PROFESSIONAL DEVELOP		6.55	3.63	0.99
J. SERVICE TO OTHER MISSION PROGRAMS		3.44	1.36	0.46
***** TOTALS *****		99.95	99.92	20.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 266
FROM TERRIT : 333

NUMBER OF PENDING APPLICATIONS COMMENTED ON: 21

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 9
- LOCALLY-ENGAGED : 11

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BELGRADE

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	220	28.00	45.00	1.46
	FROM TERRITORIES	108	10.00	16.00	0.52
B. VISITS TO CLIENTS IN TERRITORY	VISITS	122	13.00	18.00	0.62
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	0	0.00	0.00	0.00
	MISSIONS	3	7.00	4.00	0.22
	OTHER	4	8.00	4.00	0.24
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		10	10.00	7.00	0.34
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	0	0.00	0.00	0.00
	FROM TERRITORIES	2	0.00	1.00	0.02
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		0	0.00	0.00	0.00
	CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		20	3.00	1.00	0.08
	FROM OTHER GOV'T SOURCES- CONTACTS	65	6.00	3.00	0.18
	- REPORTS	4	0.00	0.00	0.00
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		14.00	0.00	0.28
	LEAVE, PROFESSIONAL DEVELOP		1.00	1.00	0.04
J. SERVICE TO OTHER MISSION PROGRAMS			0.00	0.00	0.00
***** TOTALS *****			100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 37
FROM TERRIT : 75

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BUCHAREST

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-GTR
A. EXPORT ENQUIRIES				
FROM CANADA	82	5.00	24.00	0.53
FROM TERRITORIES	38	1.00	9.00	0.19
B. VISITS TO CLIENTS IN TERRITORY	80	20.00	9.00	0.38
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	0.00	0.00	0.00
MISSIONS	0	0.00	0.00	0.00
OTHER	1	0.00	3.00	0.06
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	19	11.00	31.00	0.73
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	5.00	0.00	0.05
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	13	3.00	3.00	0.09
FROM OTHER GOV'T SOURCES- CONTACTS	4	0.00	3.00	0.06
- REPORTS	2	1.00	0.00	0.01
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		13.00	5.00	0.23
LEAVE, PROFESSIONAL DEVELOP		18.00	8.00	0.34
J. SERVICE TO OTHER MISSION PROGRAMS		23.00	5.00	0.33
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 25
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BUDAPEST

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	170	40.00	60.00	1.00
FROM TERRITORIES	13	0.00	3.00	0.03
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 105	25.00	26.00	0.51
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	0.00	1.00	0.01
MISSIONS	4	2.00	3.00	0.05
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	6	1.00	2.00	0.03
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	1	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	3	2.00	0.00	0.02
CONNECTIONS ARRANGED	5	0.00	1.00	0.01
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	6	5.00	0.00	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	31	10.00	2.00	0.12
- REPORTS	1	0.00	2.00	0.02
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.00	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP		5.00	0.00	0.05
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 52
FROM TERRIT : 30

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/26

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : MOSCOW

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	596	26.66	81.00	2.42
FROM TERRITORIES	1	0.00	0.00	0.00
B. VISITS TO CLIENTS IN TERRITORY	51	9.00	0.00	0.27
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	1.66	0.00	0.05
MISSIONS	20	13.33	11.50	0.63
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	21	11.66	0.00	0.35
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	1	6.00	0.00	0.18
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	40	8.33	0.00	0.25
FROM OTHER GOV'T SOURCES- CONTACTS	59	6.66	2.50	0.25
- REPORTS	36	5.00	5.00	0.25
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		6.66	0.00	0.20
LEAVE, PROFESSIONAL DEVELOP		5.00	0.00	0.15
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		99.96	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 80
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 12

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : PRAGUE

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	296	4.00	45.00	0.94
	FROM TERRITORIES :	367	10.00	24.50	0.59
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	112	18.00	7.00	0.32
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	2	2.00	1.00	0.04
	MISSIONS :	6	10.00	8.00	0.26
	OTHER :	5	2.00	1.00	0.04
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	15	20.00	0.50	0.21
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	0	0.00	0.00	0.00
	FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	0	0.00	0.00	0.00
	CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	:	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	3	2.00	0.50	0.03
	FROM OTHER GOV'T SOURCES- CONTACTS :	6	2.00	0.00	0.02
	- REPORTS :	3	3.00	0.00	0.03
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN. :		15.00	3.50	0.22
	LEAVE, PROFESSIONAL DEVELOP :		7.00	7.50	0.22
J. SERVICE TO OTHER MISSION PROGRAMS	:		5.00	1.50	0.08
***** TOTALS *****			100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 39
FROM TERRIT : 185

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : WARSAW

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	196	17.00	11.00	0.39
FROM TERRITORIES	90	6.00	4.50	0.15
B. VISITS TO CLIENTS IN TERRITORY VISITS	93	14.00	10.50	0.35
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	15.00	20.00	0.55
MISSIONS	1	6.00	6.50	0.19
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	64	10.00	4.00	0.18
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	104	5.00	6.00	0.17
FROM OTHER GOV'T SOURCES- CONTACTS	29	3.00	0.00	0.03
- REPORTS	42	0.00	29.50	0.59
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		9.00	3.50	0.16
LEAVE, PROFESSIONAL DEVELOP		12.00	3.50	0.19
J. SERVICE TO OTHER MISSION PROGRAMS		3.00	1.00	0.05
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 33
FROM TERRIT : 43

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

88/07/26

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

REGION : EUROPE

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 7050	14.83	27.54	23.56
FROM TERRITORIES	: 7091	9.92	19.49	16.37
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 1548	9.22	7.77	9.32
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 180	3.41	4.50	4.38
MISSIONS	: 179	4.81	5.57	5.73
OTHER	: 201	3.84	2.56	3.50
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 526	7.35	3.77	6.05
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 374	2.96	1.50	2.43
FROM TERRITORIES	: 683	4.15	3.66	4.29
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 388	1.28	3.49	2.67
CONNECTIONS ARRANGED	: 381	1.37	2.17	1.97
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	: 40	3.52	0.80	2.33
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 703	5.92	2.63	4.64
FROM OTHER GOV'T SOURCES- CONTACTS	: 1132	4.52	3.94	4.65
- REPORTS	: 184	1.83	1.10	1.60
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.88	2.82	7.38
LEAVE, PROFESSIONAL DEVELOP		4.43	5.26	5.35
J. SERVICE TO OTHER MISSION PROGRAMS		5.67	1.50	3.87
***** TOTALS *****		99.91	100.07	110.09

NUMBER OF BUSINESS VISITORS FROM CANADA : 1739
FROM TERRIT : 2097

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 234

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 53
- LOCALLY-ENGAGED : 57

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

REGION : MULTILATERAL

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 350	20.00	0.00	0.80
FROM TERRITORIES	: 15	3.00	0.00	0.12
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 3	2.00	0.00	0.08
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 0	0.00	0.00	0.00
MISSIONS	: 0	0.00	0.00	0.00
OTHER	: 10	10.00	0.00	0.40
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 95	10.00	0.00	0.40
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 0	0.00	0.00	0.00
FROM TERRITORIES	: 0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	: 2	5.00	0.00	0.20
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 0	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS	: 125	25.00	0.00	1.00
- REPORTS	: 60	10.00	0.00	0.40
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		4.00	0.00	0.16
LEAVE, PROFESSIONAL DEVELOP		1.00	0.00	0.04
J. SERVICE TO OTHER MISSION PROGRAMS	: 10.00	0.00	0.00	0.40
***** TOTALS *****		100.00	0.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 105
FROM TERRIT : 0

NUMBER OF PENDING APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 4
- LOCALLY-ENGAGED : 0

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : ANKARA

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	692	37.00	45.00	1.64
FROM TERRITORIES	446	15.50	20.50	0.72
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 132	13.50	5.00	0.37
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	7	13.00	8.00	0.42
OTHER	2	1.00	0.00	0.02
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	6	2.00	2.50	0.09
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	1	4.50	0.00	0.09
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	14	2.00	4.00	0.12
FROM OTHER GOV'T SOURCES- CONTACTS	142	4.50	14.00	0.37
- REPORTS	7	0.50	1.00	0.03
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		5.50	0.00	0.11
LEAVE, PROFESSIONAL DEVELOP		0.50	0.00	0.01
J. SERVICE TO OTHER MISSION PROGRAMS		0.50	0.00	0.01
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 68
FROM TERRIT : 90

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 14

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : ATHENS

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 332	20.00	42.00	1.04
FROM TERRITORIES	: 540	20.00	27.00	0.74
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 134	8.00	6.00	0.20
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 1	0.00	3.00	0.06
MISSIONS	: 1	2.00	4.00	0.10
OTHER	: 8	2.00	1.00	0.04
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 26	10.00	5.00	0.20
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 2	1.00	0.00	0.01
FROM TERRITORIES	: 6	1.00	1.00	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 1	1.00	0.00	0.01
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	: 1	5.00	0.00	0.05
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 19	10.00	4.00	0.18
FROM OTHER GOV'T SOURCES- CONTACTS	: 4	1.00	2.00	0.05
- REPORTS	: 2	1.00	0.00	0.01
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.00	1.00	0.12
LEAVE, PROFESSIONAL DEVELOP		4.00	4.00	0.12
J. SERVICE TO OTHER MISSION PROGRAMS		4.00	0.00	0.04
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 41
FROM TERRIT : 115

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BERNE

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 223	25.00	41.00	1.32
	FROM TERRITORIES	: 141	11.00	24.50	0.71
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 18	4.00	5.50	0.19
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 1	0.00	3.00	0.06
	MISSIONS	: 1	0.00	1.50	0.03
	OTHER	: 7	0.00	5.00	0.10
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 3	2.50	1.50	0.08
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 15	15.00	1.00	0.32
	FROM TERRITORIES	: 60	10.50	0.50	0.22
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 21	1.50	1.50	0.06
	CONNECTIONS ARRANGED	: 9	6.00	0.00	0.12
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 2	4.00	0.00	0.08
	FROM OTHER GOV'T SOURCES- CONTACTS	: 7	1.00	1.00	0.04
	- REPORTS	: 7	3.00	3.50	0.13
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		14.50	3.50	0.36
	LEAVE, PROFESSIONAL DEVELOP		0.00	6.00	0.12
J. SERVICE TO OTHER MISSION PROGRAMS			2.00	1.00	0.06
***** TOTALS *****			100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 176
FROM TERRIT : 42

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BONN

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 230	25.50	17.50	0.86
FROM TERRITORIES	: 115	7.50	5.00	0.25
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 22	4.00	5.00	0.18
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 6	10.00	0.00	0.20
MISSIONS	: 4	3.50	0.00	0.07
OTHER	: 16	5.00	5.00	0.20
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 19	7.50	5.00	0.25
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 0	0.00	0.00	0.00
FROM TERRITORIES	: 2	0.50	0.00	0.01
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 35	0.00	30.00	0.60
CONNECTIONS ARRANGED	: 15	0.00	5.00	0.10
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	: 1	5.00	0.00	0.10
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 33	10.00	15.00	0.50
FROM OTHER GOV'T SOURCES- CONTACTS	: 15	0.00	7.50	0.15
- REPORTS	: 7	10.00	0.00	0.20
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		9.00	2.50	0.23
LEAVE, PROFESSIONAL DEVELOP		2.50	2.50	0.10
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 35
FROM TERRIT : 27

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BRUSSELS

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-GTR
A. EXPORT ENQUIRIES				
FROM CANADA	178	11.66	22.50	0.80
FROM TERRITORIES	114	12.00	17.50	0.71
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 30	10.00	10.00	0.50
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	7	6.66	10.00	0.40
MISSIONS	5	4.00	11.00	0.34
OTHER	3	1.33	4.00	0.12
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	20	4.00	10.00	0.32
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	19	5.66	2.00	0.21
FROM TERRITORIES	27	6.66	3.00	0.26
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	21	5.66	0.00	0.17
CONNECTIONS ARRANGED	15	3.00	0.00	0.09
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	2	4.66	0.00	0.14
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	12	3.33	0.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS	40	3.33	3.50	0.17
- REPORTS	10	1.33	1.50	0.07
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		5.00	0.00	0.15
LEAVE, PROFESSIONAL DEVELOP		8.33	5.00	0.35
J. SERVICE TO OTHER MISSION PROGRAMS		3.33	0.00	0.10
***** TOTALS *****		99.94	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 17
FROM TERRIT : 52

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 7

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BRUSSELS, NAC

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 350	20.00	0.00	0.80
	FROM TERRITORIES	: 15	3.00	0.00	0.12
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 3	2.00	0.00	0.08
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 0	0.00	0.00	0.00
	MISSIONS	: 0	0.00	0.00	0.00
	OTHER	: 10	10.00	0.00	0.40
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 95	10.00	0.00	0.40
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 0	0.00	0.00	0.00
	FROM TERRITORIES	: 0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 0	0.00	0.00	0.00
	CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		: 2	5.00	0.00	0.20
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 0	0.00	0.00	0.00
	FROM OTHER GOV'T SOURCES- CONTACTS	: 125	25.00	0.00	1.00
	- REPORTS	: 60	10.00	0.00	0.40
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.			4.00	0.00	0.16
	LEAVE, PROFESSIONAL DEVELOP		1.00	0.00	0.04
J. SERVICE TO OTHER MISSION PROGRAMS			10.00	0.00	0.40
***** TOTALS *****			100.00	0.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 105
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 4
- LOCALLY-ENGAGED : 0

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : COPENHAGEN

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	464	6.00	22.50	0.51
	FROM TERRITORIES	322	1.00	20.00	0.41
B. VISITS TO CLIENTS IN TERRITORY	VISITS	29	6.00	9.00	0.24
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	2	0.00	4.00	0.08
	MISSIONS	3	0.00	5.00	0.10
	OTHER	1	5.00	0.00	0.05
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		16	5.00	7.00	0.19
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	13	3.00	0.00	0.03
	FROM TERRITORIES	9	7.00	0.50	0.08
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		25	3.00	5.00	0.13
	CONNECTIONS ARRANGED	27	2.00	2.50	0.07
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		1	11.00	0.00	0.11
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		38	20.00	5.50	0.31
	FROM OTHER GOV'T SOURCES- CONTACTS	67	4.00	7.50	0.19
	- REPORTS	16	4.00	4.50	0.13
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		15.00	1.00	0.17
	LEAVE, PROFESSIONAL DEVELOP		6.00	6.00	0.18
J. SERVICE TO OTHER MISSION PROGRAMS			2.00	0.00	0.02
***** TOTALS *****			100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 53
FROM TERRIT : 42

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : DUBLIN

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	206	25.00	25.00	0.50
	FROM TERRITORIES	196	15.00	20.00	0.35
B. VISITS TO CLIENTS IN TERRITORY	VISITS	23	5.00	7.00	0.12
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	3	2.00	2.00	0.04
	MISSIONS	1	3.00	2.00	0.05
	OTHER	3	1.00	1.00	0.02
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		13	3.00	8.00	0.11
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	4	1.00	2.00	0.03
	FROM TERRITORIES	5	1.00	3.00	0.04
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		5	2.00	2.00	0.04
	CONNECTIONS ARRANGED	3	1.00	2.00	0.03
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		11	4.00	8.00	0.12
	FROM OTHER GOV'T SOURCES- CONTACTS	13	3.00	5.00	0.08
	- REPORTS	10	2.00	9.00	0.11
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		2.00	1.00	0.03
	LEAVE, PROFESSIONAL DEVELOP		0.00	2.00	0.02
J. SERVICE TO OTHER MISSION PROGRAMS			30.00	1.00	0.31
***** TOTALS *****			100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 35
FROM TERRIT : 143

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : DUSSELDORF

	NUMBER	% OFFICER-TIME		TOTAL-TIME	
		CANADA	LOC-ENG	PERSON-QTR	
A. EXPORT ENQUIRIES					
FROM CANADA :	309	11.33	33.33	1.34	
FROM TERRITORIES :	361	13.00	24.66	1.13	
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	61	8.33	9.33	0.53
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	17	4.00	8.66	0.38
	MISSIONS :	11	3.66	8.33	0.36
	OTHER :	8	5.66	0.00	0.17
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	22	8.66	0.33	0.27	
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	24	1.33	3.66	0.15
	FROM TERRITORIES :	27	4.66	0.66	0.16
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	16	0.66	3.33	0.12	
	CONNECTIONS ARRANGED :	7	0.33	0.00	0.01
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00	
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	24	3.66	2.00	0.17	
	FROM OTHER GOV'T SOURCES- CONTACTS :	78	2.33	5.66	0.24
	- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		17.00	0.00	0.51	
	LEAVE, PROFESSIONAL DEVELOP :	4.66	0.00	0.14	
J. SERVICE TO OTHER MISSION PROGRAMS :		10.66	0.00	0.32	
***** TOTALS *****		99.93	99.95	6.00	

NUMBER OF BUSINESS VISITORS FROM CANADA : 49
FROM TERRIT : 35

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 60

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : HELSINKI

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 255	13.00	35.00	0.83
FROM TERRITORIES	: 238	5.00	27.00	0.59
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 35	5.00	3.00	0.11
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 3	1.00	4.00	0.09
MISSIONS	: 3	4.00	5.00	0.14
OTHER	: 0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 23	6.00	8.00	0.22
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 27	5.00	1.00	0.07
FROM TERRITORIES	: 34	10.00	3.00	0.16
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 18	1.00	2.00	0.05
CONNECTIONS ARRANGED	: 7	1.00	1.00	0.03
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 7	8.00	0.00	0.08
FROM OTHER GOV'T SOURCES- CONTACTS	: 127	4.00	11.00	0.26
- REPORTS	: 4	1.00	0.00	0.01
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		7.00	0.00	0.07
LEAVE, PROFESSIONAL DEVELOP		26.00	0.00	0.26
J. SERVICE TO OTHER MISSION PROGRAMS		3.00	0.00	0.03
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 37
FROM TERRIT : 46

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : LISBON

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-GTR
A. EXPORT ENQUIRIES				
FROM CANADA :	105	14.00	46.00	0.60
FROM TERRITORIES :	38	8.00	13.00	0.21
B. VISITS TO CLIENTS IN TERRITORY	30	18.00	5.00	0.23
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	0	0.00	0.00	0.00
MISSIONS :	3	10.00	7.00	0.17
OTHER :	2	4.00	4.00	0.08
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	4	6.00	4.00	0.10
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	0	0.00	0.00	0.00
FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA				
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	1	5.00	0.00	0.05
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	9	10.00	5.00	0.15
FROM OTHER GOV'T SOURCES- CONTACTS :	29	4.00	6.00	0.10
- REPORTS :	13	6.00	10.00	0.16
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		8.00	0.00	0.08
LEAVE, PROFESSIONAL DEVELOP :		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS :		7.00	0.00	0.07
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 44
FROM TERRIT : 52

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : LONDON

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	1036	13.60	26.50	2.95
FROM TERRITORIES	2031	15.20	22.50	2.87
B. VISITS TO CLIENTS IN TERRITORY VISITS	255	9.00	11.66	1.60
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	72	3.10	6.16	0.68
MISSIONS	14	3.00	2.50	0.45
OTHER	56	7.70	0.83	0.82
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	204	15.00	3.50	1.71
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	70	1.70	0.33	0.19
FROM TERRITORIES	163	4.50	1.50	0.54
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	5	2.50	0.00	0.25
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	131	7.50	2.50	0.90
FROM OTHER GOV'T SOURCES- CONTACTS	149	6.70	3.66	0.89
- REPORTS	9	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		7.50	13.83	1.58
LEAVE, PROFESSIONAL DEVELOP		0.20	4.50	0.29
J. SERVICE TO OTHER MISSION PROGRAMS		2.80	0.00	0.28
***** TOTALS *****		100.00	99.97	16.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 346
FROM TERRIT : 496

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 33

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 10
- LOCALLY-ENGAGED : 6

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : LYON

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	48	4.00	27.00	0.35
FROM TERRITORIES :	123	16.00	18.00	0.50
B. VISITS TO CLIENTS IN TERRITORY	51	10.00	23.00	0.43
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	3	1.00	1.00	0.03
MISSIONS :	48	2.00	15.00	0.19
OTHER :	15	2.00	2.00	0.06
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	1	0.00	1.00	0.01
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	3	1.00	0.00	0.02
FROM TERRITORIES :	11	3.00	0.00	0.06
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	2	2.00	0.00	0.04
CONNECTIONS ARRANGED :	1	1.00	0.00	0.02
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	3	1.00	0.00	0.02
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	4	1.00	0.00	0.02
FROM OTHER GOV'T SOURCES- CONTACTS :	28	5.00	0.00	0.10
- REPORTS :	20	4.00	0.00	0.08
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		18.00	12.00	0.48
LEAVE, PROFESSIONAL DEVELOP :		11.00	1.00	0.23
J. SERVICE TO OTHER MISSION PROGRAMS		18.00	0.00	0.36
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 13
FROM TERRIT : 37

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : MADRID

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	381	12.50	31.25	1.50
	FROM TERRITORIES	437	7.50	29.50	1.33
B. VISITS TO CLIENTS IN TERRITORY	VISITS	123	7.50	5.25	0.36
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	10	4.00	2.25	0.17
	MISSIONS	11	11.00	5.25	0.43
	OTHER	14	5.00	2.00	0.18
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		21	10.00	1.00	0.24
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	2	0.50	0.00	0.01
	FROM TERRITORIES	11	4.50	0.00	0.09
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		13	1.00	2.00	0.10
	CONNECTIONS ARRANGED	11	0.00	0.50	0.02
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA		3	6.50	2.00	0.21
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		6	3.50	0.50	0.09
	FROM OTHER GOV'T SOURCES- CONTACTS	19	3.00	0.50	0.08
	- REPORTS	6	1.00	0.75	0.05
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		10.00	2.75	0.31
	LEAVE, PROFESSIONAL DEVELOP		5.00	5.75	0.33
J. SERVICE TO OTHER MISSION PROGRAMS			7.50	8.75	0.50
***** TOTALS *****			100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 79
FROM TERRIT : 139

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : MILAN

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	417	5.00	20.66	0.77
FROM TERRITORIES	318	0.66	14.33	0.45
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 99	15.33	13.33	0.86
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	6	2.00	1.33	0.10
MISSIONS	10	11.33	17.66	0.87
OTHER	3	0.33	2.33	0.08
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	5	1.66	0.66	0.07
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	27	2.00	1.00	0.09
FROM TERRITORIES	37	1.66	7.66	0.28
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	62	4.00	5.33	0.28
CONNECTIONS ARRANGED	71	8.66	6.66	0.46
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	1	9.00	0.00	0.27
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	11	1.66	2.33	0.12
FROM OTHER GOV'T SOURCES- CONTACTS	54	10.33	2.00	0.37
- REPORTS	2	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.33	0.00	0.31
LEAVE, PROFESSIONAL DEVELOP		8.66	4.66	0.40
J. SERVICE TO OTHER MISSION PROGRAMS		7.33	0.00	0.22
***** TOTALS *****		99.94	99.94	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 83
FROM TERRIT : 91

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 29

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : MUNICH

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	102	5.00	13.00	0.41
FROM TERRITORIES	96	1.00	16.00	0.35
B. VISITS TO CLIENTS IN TERRITORY	32	4.00	15.00	0.42
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	10	11.00	26.00	0.85
MISSIONS	2	5.00	15.00	0.45
OTHER	0	4.00	0.00	0.12
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	2	2.00	4.00	0.14
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	9	6.00	0.00	0.18
FROM TERRITORIES	20	6.00	3.00	0.24
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	3	1.00	0.00	0.03
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	4	2.00	0.00	0.06
FROM OTHER GOV'T SOURCES- CONTACTS	4	1.00	0.00	0.03
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		30.00	0.00	0.90
LEAVE, PROFESSIONAL DEVELOP		8.00	8.00	0.40
J. SERVICE TO OTHER MISSION PROGRAMS		14.00	0.00	0.42
***** TOTALS *****		100.00	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 70
FROM TERRIT : 32

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 10

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : OSLO

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	532	12.00	44.00	1.56
FROM TERRITORIES	165	5.50	28.33	0.96
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 120	19.50	6.00	0.57
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	6	0.00	3.33	0.10
MISSIONS	14	11.50	5.00	0.38
OTHER	4	5.00	2.33	0.17
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	35	10.50	0.00	0.21
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	6	1.50	0.00	0.03
FROM TERRITORIES	10	2.50	1.00	0.08
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	9	1.00	1.33	0.06
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	2	6.50	0.00	0.13
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	39	9.00	1.00	0.21
FROM OTHER GOV'T SOURCES- CONTACTS	44	4.00	1.66	0.13
- REPORTS	23	5.00	2.00	0.16
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		5.00	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP		0.50	4.00	0.13
J. SERVICE TO OTHER MISSION PROGRAMS		1.00	0.00	0.02
***** TOTALS *****		100.00	99.98	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 51
FROM TERRIT : 54

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : PARIS

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	729	17.66	21.12	2.75
	FROM TERRITORIES	633	10.66	18.00	2.08
B. VISITS TO CLIENTS IN TERRITORY	VISITS	117	8.66	3.75	0.82
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	15	5.16	4.25	0.65
	MISSIONS	21	5.66	3.62	0.63
	OTHER	43	4.16	0.25	0.27
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		33	1.83	7.50	0.71
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	61	2.66	0.62	0.21
	FROM TERRITORIES	130	6.00	8.25	1.02
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		74	0.00	3.50	0.28
	CONNECTIONS ARRANGED	141	0.16	7.00	0.57
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		13	6.16	1.25	0.47
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		33	3.33	1.50	0.32
	FROM OTHER GOV'T SOURCES- CONTACTS	183	7.00	1.75	0.56
	- REPORTS	13	1.16	1.00	0.15
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		11.16	2.00	0.83
	LEAVE, PROFESSIONAL DEVELOP		3.16	9.00	0.91
J. SERVICE TO OTHER MISSION PROGRAMS			5.33	5.62	0.77
***** TOTALS *****			99.91	99.98	14.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 320
FROM TERRIT : 221

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 27

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 6
- LOCALLY-ENGAGED : 8

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : ROME

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	273	27.66	30.00	1.43
FROM TERRITORIES	384	6.66	15.00	0.50
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 73	4.33	12.50	0.38
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	0.00	1.00	0.02
MISSIONS	4	0.00	10.00	0.20
OTHER	3	1.66	1.50	0.08
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	26	16.66	5.00	0.60
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	7	3.33	0.00	0.10
FROM TERRITORIES	3	1.00	0.00	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	2	0.66	0.00	0.02
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	2	2.66	12.50	0.33
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	258	11.33	1.50	0.37
FROM OTHER GOV'T SOURCES- CONTACTS	48	1.66	5.00	0.15
- REPORTS	4	2.33	0.00	0.07
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		11.66	1.50	0.38
LEAVE, PROFESSIONAL DEVELOP		4.66	4.50	0.23
J. SERVICE TO OTHER MISSION PROGRAMS		3.66	0.00	0.11
***** TOTALS *****		99.92	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 85
FROM TERRIT : 159

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

86/07/26

POST : STOCKHOLM

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	202	14.50	19.25	1.06
	FROM TERRITORIES	153	12.50	12.75	0.76
B. VISITS TO CLIENTS IN TERRITORY	VISITS	74	17.50	6.25	0.60
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	8	6.00	7.50	0.42
	MISSIONS	5	3.00	1.25	0.11
	OTHER	5	0.00	17.75	0.71
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		8	5.50	0.00	0.11
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	8	7.00	7.00	0.42
	FROM TERRITORIES	4	1.50	1.50	0.09
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		41	2.00	9.00	0.40
	CONNECTIONS ARRANGED	41	1.50	2.50	0.13
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		2	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		5	8.50	5.25	0.38
	FROM OTHER GOV'T SOURCES- CONTACTS	13	2.00	6.25	0.29
	- REPORTS	5	3.00	0.00	0.06
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		6.50	2.25	0.22
	LEAVE, PROFESSIONAL DEVELOP		4.00	3.75	0.23
J. SERVICE TO OTHER MISSION PROGRAMS			5.00	0.00	0.10
***** TOTALS *****			100.00	102.25	6.09

NUMBER OF BUSINESS VISITORS FROM CANADA : 56
FROM TERRIT : 45

NUMBER OF PEND APPLICATIONS COMMENTED ON: 6

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : HAGUE, THE

		NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 203	10.00	25.66	0.97
	FROM TERRITORIES	: 93	4.00	10.00	0.38
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 58	10.00	5.66	0.37
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 2	1.00	0.00	0.02
	MISSIONS	: 7	5.00	3.00	0.19
	OTHER	: 6	5.00	1.66	0.15
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 30	9.00	3.33	0.28
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 65	4.00	7.00	0.29
	FROM TERRITORIES	: 99	3.50	22.00	0.73
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	CONNECTIONS ARRANGED	: 9	2.50	3.33	0.15
		: 4	0.00	1.66	0.05
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		: 2	4.00	1.00	0.11
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 35	10.00	2.66	0.28
	FROM OTHER GOV'T SOURCES- CONTACTS	: 45	7.00	4.00	0.26
	- REPORTS	: 19	4.00	1.33	0.12
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		12.00	2.33	0.31
	LEAVE, PROFESSIONAL DEVELOP		6.50	5.33	0.29
J. SERVICE TO OTHER MISSION PROGRAMS			2.50	0.00	0.05
***** TOTALS *****			100.00	99.95	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 49
FROM TERRIT : 96

NUMBER OF PENDING APPLICATIONS COMMENTED ON: 9

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : VIENNA

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 133	3.00	17.00	0.37
	FROM TERRITORIES	: 147	2.00	17.50	0.37
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 32	7.00	8.50	0.24
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 7	1.00	1.00	0.03
	MISSIONS	: 4	2.00	1.50	0.05
	OTHER	: 2	5.00	0.50	0.06
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 9	6.00	4.00	0.14
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 12	1.00	3.00	0.07
	FROM TERRITORIES	: 25	8.00	4.50	0.17
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 31	5.00	4.00	0.13
	CONNECTIONS ARRANGED	: 29	15.00	6.00	0.27
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 8	5.00	1.50	0.08
	FROM OTHER GOV'T SOURCES- CONTACTS	: 23	6.00	4.00	0.14
	- REPORTS	: 7	4.00	1.00	0.06
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		10.00	1.50	0.13
	LEAVE, PROFESSIONAL DEVELOP		15.00	23.00	0.61
J. SERVICE TO OTHER MISSION PROGRAMS			5.00	1.50	0.08
***** TOTALS *****			100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 32
FROM TERRIT : 83

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY

ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

REGION 2 LATIN AMERICA & CARIBBEAN

	NUMBER	OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENS	PENCON-QTR
<u>LATIN AMERICA & CARIBBEAN</u>				
EXPORT ENQUIRIES				
FROM CANADA	4744	19.78	33.31	19.00
FROM TERRITORIES	3300	11.75	10.93	8.78
VISITS TO CLIENTS IN TERRITORY	VISITS : 1323	12.78	10.53	6.64
EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	21	0.39	6.24	0.20
MISSIONS	21	0.93	0.88	0.10
SALONET	50	3.39	2.27	0.37
COMMERCIAL / ECONOMIC REPORTS COMPLETED	145	4.67	3.98	2.91
INVESTMENT/PROMOTION				
BRIDGETOWN	19	1.07	0.31	0.48
GUATEMALA	0	4.83	0.24	1.42
HAVANA				
KINGSTON	14	0.30	0.88	0.31
MEXICO	9	0.89	0.37	0.35
PORT OF SPAIN				
SAN JOSE	3	5.92	1.10	1.99
TECHNOLOGY INFLOW				
ARRANGEMENTS	210	3.07	1.62	1.89
CONTACTS	271	3.14	2.73	1.68
REPORTS	88	1.89	1.00	0.52
ADMINISTRATION				
PROGRAM MANAGEMENT & ADMIN.		7.23	1.10	2.35
LEAVE/PROFESSIONAL DEVELOP.		2.74	6.37	2.62
SERVICE TO OTHER MISSION PROGRAMS		4.92	2.72	2.17
TOTALS		99.93	99.93	87.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 911
 FROM TERRIT : 1242

NUMBER OF PENDING APPLICATIONS COMMENTED ON : 60

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 25
 - LOCALLY-EMPLOYED : 27

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

REGION : LATIN AMERICA & CARIBBEAN

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 4744	19.78	33.31	15.20
FROM TERRITORIES	: 3200	11.75	18.93	8.78
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 1323	12.78	10.55	6.64
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 21	1.39	6.24	2.20
MISSIONS	: 61	5.92	6.68	3.60
OTHER	: 50	3.25	2.27	1.57
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 146	6.67	3.58	2.91
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 49	1.07	0.51	0.45
FROM TERRITORIES	: 60	4.82	0.24	1.42
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 16	0.50	0.58	0.31
CONNECTIONS ARRANGED	: 9	0.85	0.37	0.35
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	: 23	5.92	1.10	1.98
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 210	5.07	1.62	1.89
FROM OTHER GOV'T SOURCES- CONTACTS	: 271	3.14	2.75	1.68
- REPORTS	: 88	1.89	1.00	0.82
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		7.25	1.10	2.35
LEAVE, PROFESSIONAL DEVELOP		2.96	6.37	2.68
J. SERVICE TO OTHER MISSION PROGRAMS		4.92	2.72	2.17
***** TOTALS *****		99.93	99.92	57.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 911
FROM TERRIT : 1262

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 60

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 28
- LOCALLY-ENGAGED : 29

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BRIDGETOWN

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	155	10.00	35.00	0.45
	FROM TERRITORIES	85	5.00	10.00	0.15
B. VISITS TO CLIENTS IN TERRITORY	VISITS	65	15.00	10.00	0.25
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	0	0.00	0.00	0.00
	MISSIONS	1	0.00	5.00	0.05
	OTHER	1	20.00	0.00	0.20
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		4	5.00	0.00	0.05
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	3	5.00	0.00	0.05
	FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		0	0.00	0.00	0.00
	CONNECTIONS ARRANGED	1	15.00	0.00	0.15
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		10	10.00	3.00	0.13
	FROM OTHER GOV'T SOURCES- CONTACTS	1	5.00	2.00	0.07
	- REPORTS	1	5.00	2.00	0.07
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		5.00	0.00	0.05
	LEAVE, PROFESSIONAL DEVELOP		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS			0.00	33.00	0.33
***** TOTALS *****			100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 50
FROM TERRIT : 25

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : GUATEMALA

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	62	0.00	35.00	0.35
FROM TERRITORIES	80	0.00	35.00	0.35
B. VISITS TO CLIENTS IN TERRITORY	35	0.00	10.00	0.10
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	1	0.00	5.00	0.05
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	1	0.00	5.00	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	0	0.00	0.00	0.00
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		0.00	5.00	0.05
LEAVE, PROFESSIONAL DEVELOP		0.00	5.00	0.05
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		0.00	100.00	1.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 20
FROM TERRIT : 45

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 0
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : HAVANA

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	217	11.00	18.00	0.58
	FROM TERRITORIES :	113	9.00	13.00	0.44
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	106	20.00	11.00	0.62
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	2	0.00	10.00	0.20
	MISSIONS :	6	10.00	9.00	0.38
	OTHER :	13	7.50	8.00	0.31
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	5	4.00	0.00	0.08
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	4	2.50	0.00	0.05
	FROM TERRITORIES :	2	3.50	0.00	0.07
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	4	3.50	0.00	0.07
	CONNECTIONS ARRANGED :	3	1.50	0.00	0.03
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	:	3	0.00	12.00	0.24
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	1	1.50	0.00	0.03
	FROM OTHER GOV'T SOURCES- CONTACTS :	17	1.00	4.00	0.10
	- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN. :		10.00	0.00	0.20
	LEAVE, PROFESSIONAL DEVELOP :		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS	:		15.00	15.00	0.60
***** TOTALS *****			100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 43
FROM TERRIT : 55

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : KINGSTON

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	288	20.00	32.00	0.84
FROM TERRITORIES	329	12.00	24.00	0.60
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 61	17.00	7.00	0.31
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	2	16.00	15.50	0.47
MISSIONS	0	0.00	0.00	0.00
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	3	4.00	6.00	0.16
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	2	1.00	0.00	0.01
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA				
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	1	8.00	0.00	0.08
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	17	5.00	1.00	0.07
FROM OTHER GOV'T SOURCES- CONTACTS	22	2.00	1.00	0.04
- REPORTS	12	2.00	2.00	0.06
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		5.00	0.00	0.05
LEAVE, PROFESSIONAL DEVELOP		8.00	11.50	0.31
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 60
FROM TERRIT : 57

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : MEXICO

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	240	9.00	42.00	1.62
FROM TERRITORIES	171	11.00	20.66	1.06
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 99	9.25	4.33	0.50
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	0.00	1.66	0.05
MISSIONS	10	12.50	11.00	0.83
OTHER	9	0.75	7.33	0.25
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	26	9.50	0.66	0.40
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	10	1.00	0.00	0.04
FROM TERRITORIES	8	0.25	0.00	0.01
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	2	0.00	0.66	0.02
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	2	6.25	0.00	0.25
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	47	9.50	2.00	0.44
FROM OTHER GOV'T SOURCES- CONTACTS	28	2.00	0.66	0.10
- REPORTS	23	1.50	0.00	0.06
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		16.25	0.00	0.65
LEAVE, PROFESSIONAL DEVELOP		6.00	4.00	0.36
J. SERVICE TO OTHER MISSION PROGRAMS		5.25	5.00	0.36
***** TOTALS *****		100.00	99.96	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 110
FROM TERRIT : 401

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 4
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : PORT-OF-SPAIN

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	142	32.00	31.00	1.26
	FROM TERRITORIES	80	14.00	23.00	0.74
B. VISITS TO CLIENTS IN TERRITORY	VISITS	51	12.00	18.00	0.60
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	0	0.00	0.00	0.00
	MISSIONS	1	1.00	0.00	0.02
	OTHER	2	3.00	0.00	0.06
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		9	6.00	3.00	0.18
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	0	0.00	0.00	0.00
	FROM TERRITORIES	3	1.00	1.00	0.04
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		0	0.00	0.00	0.00
	CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA		2	4.00	4.00	0.16
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		1	0.00	0.00	0.00
	FROM OTHER GOV'T SOURCES- CONTACTS	23	6.00	8.00	0.28
	- REPORTS	4	1.00	2.00	0.06
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		9.00	1.00	0.20
	LEAVE, PROFESSIONAL DEVELOP		3.00	9.00	0.24
J. SERVICE TO OTHER MISSION PROGRAMS			8.00	0.00	0.16
***** TOTALS *****			100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 66
FROM TERRIT : 49

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : SAN JOSE

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	188	22.50	15.00	0.60
FROM TERRITORIES	74	7.50	15.00	0.30
B. VISITS TO CLIENTS IN TERRITORY	62	15.00	15.00	0.45
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	7.50	50.00	0.65
MISSIONS	1	1.00	0.00	0.02
OTHER	1	0.00	1.00	0.01
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	2	9.00	0.00	0.18
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	10	1.00	3.00	0.05
FROM TERRITORIES	3	0.00	1.00	0.01
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	1	5.00	0.00	0.10
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	1	1.50	0.00	0.03
FROM OTHER GOV'T SOURCES- CONTACTS	9	5.00	0.00	0.10
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.00	0.00	0.20
LEAVE, PROFESSIONAL DEVELOP		5.00	0.00	0.10
J. SERVICE TO OTHER MISSION PROGRAMS		10.00	0.00	0.20
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 55
FROM TERRIT : 65

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BOGOTA

		NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 830	17.33	31.50	1.15
	FROM TERRITORIES	: 305	11.66	17.50	0.70
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 272	8.66	19.50	0.65
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 3	1.00	1.00	0.05
	MISSIONS	: 13	10.00	19.00	0.68
	OTHER	: 4	7.66	2.00	0.27
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 7	4.33	0.50	0.14
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 0	0.00	0.00	0.00
	FROM TERRITORIES	: 0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 0	0.00	0.00	0.00
	CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA		: 2	13.00	0.00	0.39
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 16	4.33	1.50	0.16
	FROM OTHER GOV'T SOURCES- CONTACTS	: 35	4.00	1.00	0.14
	- REPORTS	: 5	0.66	1.50	0.05
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		9.33	4.50	0.37
	LEAVE, PROFESSIONAL DEVELOP		4.33	0.00	0.13
J. SERVICE TO OTHER MISSION PROGRAMS			3.66	0.50	0.12
***** TOTALS *****			99.95	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 123
FROM TERRIT : 65

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 11

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BRASILIA

	NUMBER	% OFFICER-TIME		TOTAL-TIME	
		CANADA	LOC-ENG	PERSON-QTR	
A. EXPORT ENQUIRIES					
FROM CANADA :	130	10.00	40.00	0.60	
FROM TERRITORIES :	52	3.00	20.00	0.26	
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	171	20.00	5.00	0.45
C. EXPORT PROMOTION PROJECTS & EVENTS					
FAIRS :	0	0.00	0.00	0.00	
MISSIONS :	10	12.00	5.00	0.29	
OTHER :	9	5.00	2.00	0.12	
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	47	17.00	20.00	0.54	
E. INVESTMENT/PROMOTION ENQUIRIES					
FROM CANADA :	0	0.00	0.00	0.00	
FROM TERRITORIES :	1	0.00	0.00	0.00	
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00	
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00	
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA :	2	5.00	0.00	0.10	
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	61	17.00	5.00	0.39	
FROM OTHER GOV'T SOURCES- CONTACTS :	0	0.00	0.00	0.00	
- REPORTS :	20	8.00	3.00	0.19	
I. ADMINISTRATION:					
PROGRAM MANAGEMENT & ADMIN. :		3.00	0.00	0.06	
LEAVE, PROFESSIONAL DEVELOP. :		0.00	0.00	0.00	
J. SERVICE TO OTHER MISSION PROGRAMS :		0.00	0.00	0.00	
***** TOTALS *****		100.00	100.00	3.00	

NUMBER OF BUSINESS VISITORS FROM CANADA : 52
FROM TERRIT : 20

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BUENOS AIRES

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	586	26.00	42.00	1.78
FROM TERRITORIES	405	8.00	17.00	0.67
B. VISITS TO CLIENTS IN TERRITORY	80	7.00	7.00	0.35
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	9	0.00	2.00	0.06
MISSIONS	2	0.00	0.00	0.00
OTHER	7	0.00	2.00	0.06
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	9	2.00	1.00	0.07
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	3	0.00	0.00	0.00
FROM TERRITORIES	5	1.00	0.00	0.02
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	2	0.00	1.00	0.03
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	3	16.00	0.00	0.32
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	27	6.00	1.00	0.15
FROM OTHER GOV'T SOURCES- CONTACTS	17	2.00	1.00	0.07
- REPORTS	16	3.00	1.00	0.09
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		7.00	1.00	0.17
LEAVE, PROFESSIONAL DEVELOP		8.00	24.00	0.88
J. SERVICE TO OTHER MISSION PROGRAMS		14.00	0.00	0.28
***** TOTALS *****		100.00	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 63
FROM TERRIT : 102

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : CARACAS

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	578	25.00	41.66	2.00
FROM TERRITORIES :	401	20.00	16.66	1.10
B. VISITS TO CLIENTS IN TERRITORY	103	13.33	10.00	0.70
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	0	0.00	0.00	0.00
MISSIONS :	3	0.00	8.33	0.25
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	7	13.33	6.66	0.60
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	4	3.33	0.00	0.10
FROM TERRITORIES :	6	1.66	0.00	0.05
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	3	1.66	3.33	0.15
CONNECTIONS ARRANGED :	2	1.66	3.33	0.15
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA :	3	3.33	0.00	0.10
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	9	3.33	0.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS :	34	3.33	6.66	0.30
- REPORTS :	3	3.33	3.33	0.20
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		3.33	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP :		1.66	0.00	0.05
J. SERVICE TO OTHER MISSION PROGRAMS :		1.66	0.00	0.05
***** TOTALS *****		99.94	99.96	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 112
FROM TERRIT : 128

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 12

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : LIMA

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	440	22.00	26.00	0.96
	FROM TERRITORIES	337	19.50	20.50	0.80
B. VISITS TO CLIENTS IN TERRITORY	VISITS	91	23.50	14.50	0.76
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	1	0.50	0.50	0.02
	MISSIONS	7	8.50	10.50	0.38
	OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		5	0.50	6.50	0.14
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	11	1.50	1.00	0.05
	FROM TERRITORIES	23	4.00	1.00	0.10
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		2	1.00	0.00	0.02
	CONNECTIONS ARRANGED	1	0.50	0.00	0.01
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		1	3.50	0.00	0.07
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		5	2.00	0.50	0.05
	FROM OTHER GOV'T SOURCES- CONTACTS	42	6.50	0.00	0.13
	- REPORTS	2	1.00	0.00	0.02
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		2.50	6.50	0.18
	LEAVE, PROFESSIONAL DEVELOP		0.50	12.50	0.26
J. SERVICE TO OTHER MISSION PROGRAMS			2.50	0.00	0.05
***** TOTALS *****			100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 57
FROM TERRIT : 208

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : SANTIAGO

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	394	42.50	25.50	1.36
	FROM TERRITORIES :	427	22.50	26.50	0.98
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	44	10.00	13.50	0.47
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	0	0.00	0.00	0.00
	MISSIONS :	4	7.50	2.00	0.19
	OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	10	2.50	7.50	0.20
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	2	0.00	5.00	0.10
	FROM TERRITORIES :	1	0.00	1.00	0.02
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	3	0.00	1.00	0.02
	CONNECTIONS ARRANGED :	2	0.00	0.50	0.01
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	:	1	6.50	0.00	0.13
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	4	1.50	0.00	0.03
	FROM OTHER GOV'T SOURCES- CONTACTS :	23	1.50	2.50	0.08
	- REPORTS :	2	1.00	0.00	0.02
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN. :		3.50	0.00	0.07
	LEAVE, PROFESSIONAL DEVELOP :		0.00	15.00	0.30
J. SERVICE TO OTHER MISSION PROGRAMS	:		1.00	0.00	0.02
***** TOTALS *****			100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 58
FROM TERRIT : 42

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : SAO PAULO

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 494	14.50	34.00	1.65
	FROM TERRITORIES	: 341	3.00	14.25	0.63
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 83	4.00	8.75	0.43
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 2	2.00	16.50	0.70
	MISSIONS	: 2	3.00	10.00	0.46
	OTHER	: 4	7.00	3.75	0.29
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 12	2.50	3.00	0.17
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 0	0.00	0.00	0.00
	FROM TERRITORIES	: 8	55.00	0.00	1.10
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 0	0.00	0.00	0.00
	CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		: 2	2.00	0.00	0.04
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 10	3.50	4.75	0.26
	FROM OTHER GOV'T SOURCES- CONTACTS	: 20	3.50	5.00	0.27
	- REPORTS	: 0	0.00	0.00	0.00
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		0.00	0.00	0.00
	LEAVE, PROFESSIONAL DEVELOP		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS			0.00	0.00	0.00
***** TOTALS *****			100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 42
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

22/07/13

LOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

REGION : UNITED STATES

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LDC-ONS	PERSON-ONS
A EXPORT ENQUIRIES				
FROM CANADA	2004	13.31	26.68	19.60
FROM <u>UNITED STATES</u>	2047	9.24	14.43	11.80
B VISITS TO CLIENTS IN TERRITORY	3262	11.01	10.34	10.47
C EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	158	4.88	13.94	9.27
MISELONS	111	3.34	7.23	5.15
OTHER	131	7.37	2.03	4.34
D COMMERCIAL / ECONOMIC REPORTS COMPLETED	233	3.93	2.19	2.89
E INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	280	1.53	0.38	0.79
FROM TERRITORIES	2392	6.44	2.80	4.34
F TECHNOLOGY INFLOW PROMOTION				
FROM CANADA				
BOSTON		1.48	0.44	0.57
BUFFALO		0.08	0.53	0.31
DALLAS				
NEW YORK				
WASHINGTON				
CHICAGO				
CLEVELAND				
DETROIT				
LOS ANGELES				
MINNEAPOLIS				
SAN FRANCISCO				
SEATTLE				
G PARTICIPATION IN PROG-REVENTS IN CANADA				
H SERVICE REQUESTS FROM GOVT SOURCES-DEA REPLY				
FROM OTHER GOVT SOURCES-CONTACTS	107	3.98	2.49	3.30
+ REPORTS	79	0.51	0.78	0.60
I ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.				
LEAVE, PROFESSIONAL DEVELOP		14.28	3.31	8.19
		6.02	3.90	3.76
J SERVICE TO OTHER MISSION PROGRAMS				
		6.40	0.50	3.14
TOTALS		95.91	94.93	95.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 2623
FROM TERRIT : 2977

NUMBER OF FIRM APPLICATIONS COMPLETED ON: 519

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 45
- LOCALLY-ENGAGED : 51

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

REGION : UNITED STATES

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 8004	13.31	26.68	19.60
FROM TERRITORIES	: 6047	9.24	14.43	11.52
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 2262	11.33	10.56	10.49
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 158	4.68	13.94	9.22
MISSIONS	: 111	3.24	7.25	5.16
OTHER	: 151	7.37	2.03	4.36
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 233	3.93	2.19	2.89
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 280	1.55	0.56	0.99
FROM TERRITORIES	: 2392	6.44	2.82	4.34
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 79	1.46	0.41	0.87
CONNECTIONS ARRANGED	: 23	0.08	0.52	0.31
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	: 70	4.64	4.74	4.51
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 140	1.55	0.82	1.12
FROM OTHER GOV'T SOURCES- CONTACTS	: 1037	3.88	2.45	3.00
- REPORTS	: 79	0.51	0.72	0.60
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		14.28	3.31	8.12
LEAVE, PROFESSIONAL DEVELOP		6.02	5.98	5.76
J. SERVICE TO OTHER MISSION PROGRAMS		6.40	0.50	3.14
***** TOTALS *****		99.91	99.91	96.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 2625
FROM TERRIT : 2977

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 518

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 45
- LOCALLY-ENGAGED : 51

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : ATLANTA

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	361	12.00	27.25	1.57
	FROM TERRITORIES :	332	6.25	20.00	1.05
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	68	10.50	8.50	0.76
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	16	13.75	10.75	0.98
	MISSIONS :	6	2.75	1.00	0.15
	OTHER :	9	7.00	2.50	0.38
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	11	2.00	1.50	0.14
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	7	1.00	0.00	0.04
	FROM TERRITORIES :	115	9.25	0.00	0.37
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	17	0.00	3.75	0.15
	CONNECTIONS ARRANGED :	14	0.50	5.00	0.22
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	:	3	1.50	3.00	0.18
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	23	2.50	3.25	0.23
	FROM OTHER GOV'T SOURCES- CONTACTS :	41	1.25	4.00	0.21
	- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN. :		12.75	6.00	0.75
	LEAVE, PROFESSIONAL DEVELOP :		8.50	3.00	0.46
J. SERVICE TO OTHER MISSION PROGRAMS	:		8.50	0.50	0.36
***** TOTALS *****			100.00	100.00	8.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 100
FROM TERRIT : 278

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 63

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 4
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BOSTON

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	288	12.50	18.00	0.97
FROM TERRITORIES	206	6.00	11.00	0.56
B. VISITS TO CLIENTS IN TERRITORY	68	7.00	5.75	0.37
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	4	5.50	1.25	0.16
MISSIONS	12	10.00	13.50	0.74
OTHER	3	3.50	0.75	0.10
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	5	2.50	3.75	0.20
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	11	4.00	0.25	0.09
FROM TERRITORIES	31	5.00	0.50	0.12
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	15	1.00	0.50	0.04
CONNECTIONS ARRANGED	1	0.00	0.25	0.01
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	3	4.50	3.75	0.24
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	4	3.50	0.00	0.07
FROM OTHER GOV'T SOURCES- CONTACTS	91	14.00	5.50	0.50
- REPORTS	3	2.50	0.00	0.05
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		13.50	0.00	0.27
LEAVE, PROFESSIONAL DEVELOP		0.00	35.25	1.41
J. SERVICE TO OTHER MISSION PROGRAMS		5.00	0.00	0.10
***** TOTALS *****		100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 288
FROM TERRIT : 103

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 11

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : BUFFALO

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	444	14.00	33.33	1.14
	FROM TERRITORIES :	201	24.00	14.66	0.68
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	15	2.00	5.33	0.18
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	8	0.00	10.00	0.30
	MISSIONS :	8	8.00	16.33	0.57
	OTHER :	7	6.00	1.33	0.10
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	8	2.00	5.33	0.18
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	3	2.00	0.00	0.02
	FROM TERRITORIES :	9	5.00	0.00	0.05
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	2	1.00	0.00	0.01
	CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	:	3	8.00	3.33	0.18
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	12	4.00	0.00	0.04
	FROM OTHER GOV'T SOURCES- CONTACTS :	3	1.00	4.00	0.13
	- REPORTS :	1	1.00	0.00	0.01
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN. :		12.00	3.66	0.23
	LEAVE, PROFESSIONAL DEVELOP :		0.00	2.66	0.08
J. SERVICE TO OTHER MISSION PROGRAMS	:		10.00	0.00	0.10
***** TOTALS *****			100.00	99.96	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 162
FROM TERRIT : 80

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 11

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : DALLAS

		NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	267	6.00	27.50	0.79
	FROM TERRITORIES :	287	12.75	12.50	0.76
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	144	15.75	9.50	0.82
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	7	8.75	40.00	1.15
	MISSIONS :	5	7.25	0.00	0.29
	OTHER :	12	13.25	0.00	0.53
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	12	1.75	1.00	0.09
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	6	0.50	0.00	0.02
	FROM TERRITORIES :	23	3.75	0.50	0.16
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	0	0.00	0.00	0.00
	CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	:	3	3.25	0.00	0.13
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	5	0.00	2.50	0.05
	FROM OTHER GOV'T SOURCES- CONTACTS :	10	1.00	0.00	0.04
	- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN. :		15.25	0.00	0.61
	LEAVE, PROFESSIONAL DEVELOP :		5.00	2.50	0.25
J. SERVICE TO OTHER MISSION PROGRAMS	:		5.75	4.00	0.31
***** TOTALS *****			100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 145
FROM TERRIT : 185

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 37

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 4
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : NEW YORK, CONSULATE GENERAL

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 1332	11.80	26.33	2.17
FROM TERRITORIES	: 1018	2.80	20.66	1.38
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 135	11.80	7.66	1.05
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 22	4.00	9.83	0.79
MISSIONS	: 18	1.60	14.16	0.93
OTHER	: 11	4.60	0.66	0.27
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 17	6.40	0.83	0.37
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 64	2.20	0.66	0.15
FROM TERRITORIES	: 716	14.20	10.83	1.36
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 3	1.00	0.00	0.05
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	: 3	1.60	1.66	0.18
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 17	2.00	0.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS	: 85	7.60	1.16	0.45
- REPORTS	: 5	1.00	0.00	0.05
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		17.40	4.66	1.15
LEAVE, PROFESSIONAL DEVELOP		5.20	0.83	0.31
J. SERVICE TO OTHER MISSION PROGRAMS		4.80	0.00	0.24
***** TOTALS *****		100.00	99.93	11.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 350
FROM TERRIT : 481

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 108

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 5
- LOCALLY-ENGAGED : 6

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : WASHINGTON

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 1313	22.00	30.00	2.60
FROM TERRITORIES	: 691	9.00	13.00	1.10
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 164	8.00	11.00	0.95
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 17	5.00	4.00	0.45
MISSIONS	: 5	1.00	1.00	0.10
OTHER	: 20	7.00	1.00	0.40
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 87	13.00	7.00	1.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 0	0.00	0.00	0.00
FROM TERRITORIES	: 64	2.00	0.00	0.10
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	: 13	9.00	11.00	1.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 21	3.00	3.00	0.30
FROM OTHER GOV'T SOURCES- CONTACTS	: 274	3.00	5.00	0.40
- REPORTS	: 14	1.00	4.00	0.25
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.	: 13.00	5.00	0.90	
LEAVE, PROFESSIONAL DEVELOP	: 3.00	3.00	0.30	
J. SERVICE TO OTHER MISSION PROGRAMS	: 1.00	2.00	0.15	
***** TOTALS *****		100.00	100.00	10.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 116
FROM TERRIT : 311

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 5
- LOCALLY-ENGAGED : 5

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : CHICAGO

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	243	13.66	12.25	0.90
FROM TERRITORIES	372	10.33	15.25	0.92
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 69	9.33	2.50	0.38
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	9	1.33	30.25	1.25
MISSIONS	6	4.00	8.25	0.45
OTHER	13	4.00	4.25	0.29
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	3	1.66	0.00	0.05
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	1.33	0.00	0.04
FROM TERRITORIES	77	10.33	0.25	0.32
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	1.33	0.00	0.04
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	5	4.66	5.50	0.36
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	3	0.33	0.25	0.02
FROM OTHER GOV'T SOURCES- CONTACTS	23	0.66	0.25	0.03
- REPORTS	5	1.00	0.00	0.03
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		11.33	8.00	0.66
LEAVE, PROFESSIONAL DEVELOP		7.33	13.00	0.74
J. SERVICE TO OTHER MISSION PROGRAMS		17.33	0.00	0.52
***** TOTALS *****		99.94	100.00	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 105
FROM TERRIT : 35

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 31

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : CLEVELAND

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-GTR
A. EXPORT ENQUIRIES	FROM CANADA	: 359	11.20	15.00	1.01
	FROM TERRITORIES	: 592	12.00	14.00	1.02
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 85	11.60	5.00	0.73
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 13	1.40	35.33	1.13
	MISSIONS	: 8	3.20	5.00	0.31
	OTHER	: 19	12.80	4.00	0.76
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 9	0.40	1.33	0.06
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 3	1.20	1.33	0.10
	FROM TERRITORIES	: 31	6.60	1.66	0.38
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 0	2.00	0.00	0.10
	CONNECTIONS ARRANGED	: 2	0.40	0.00	0.02
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		: 8	3.60	11.66	0.53
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 1	0.20	0.00	0.01
	FROM OTHER GOV'T SOURCES- CONTACTS	: 4	1.20	0.00	0.06
	- REPORTS	: 1	0.20	0.00	0.01
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		16.20	2.33	0.88
	LEAVE, PROFESSIONAL DEVELOP		4.40	3.33	0.32
J. SERVICE TO OTHER MISSION PROGRAMS			11.40	0.00	0.57
***** TOTALS *****			100.00	99.97	8.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 107
FROM TERRIT : 250

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 15

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 5
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : DETROIT

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	593	20.66	32.00	1.90
FROM TERRITORIES :	403	8.66	19.00	1.02
B. VISITS TO CLIENTS IN TERRITORY				
VISITS :	161	11.00	15.00	0.93
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	6	1.00	7.75	0.34
MISSIONS :	17	5.33	9.25	0.53
OTHER :	9	6.00	0.75	0.21
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	10	0.66	2.00	0.10
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	15	4.33	0.50	0.15
FROM TERRITORIES :	42	5.33	3.75	0.31
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	3	1.00	0.00	0.03
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	8	5.00	3.50	0.29
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	6	0.66	0.75	0.05
FROM OTHER GOV'T SOURCES- CONTACTS :	95	5.00	0.00	0.15
- REPORTS :	3	0.00	3.25	0.13
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		19.66	2.00	0.67
LEAVE, PROFESSIONAL DEVELOP :		1.33	0.50	0.06
J. SERVICE TO OTHER MISSION PROGRAMS :		4.33	0.00	0.13
***** TOTALS *****		99.95	100.00	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 259
FROM TERRIT : 137

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 9

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : LOS ANGELES

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 1088	10.00	21.66	1.90
	FROM TERRITORIES	: 1074	13.00	9.00	1.32
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 501	15.66	23.50	2.35
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 35	4.16	12.00	0.97
	MISSIONS	: 11	0.16	4.00	0.25
	OTHER	: 17	3.83	5.00	0.53
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 51	2.66	3.00	0.34
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 132	2.33	2.00	0.26
	FROM TERRITORIES	: 1157	5.66	6.00	0.70
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 25	5.00	0.33	0.32
	CONNECTIONS ARRANGED	: 3	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		: 6	3.50	3.50	0.42
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 17	0.00	0.00	0.00
	FROM OTHER GOV'T SOURCES- CONTACTS	: 255	6.00	3.00	0.54
	- REPORTS	: 14	0.00	0.00	0.00
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		10.66	4.00	0.88
	LEAVE, PROFESSIONAL DEVELOP		12.33	3.00	0.92
J. SERVICE TO OTHER MISSION PROGRAMS			5.00	0.00	0.30
***** TOTALS *****			99.95	99.99	12.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 529
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 154

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 6
- LOCALLY-ENGAGED : 6

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : MINNEAPOLIS

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	518	14.50	29.00	1.16
	FROM TERRITORIES :	290	9.00	20.66	0.80
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	409	8.00	9.66	0.45
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	10	9.50	10.33	0.50
	MISSIONS :	7	6.50	9.33	0.41
	OTHER :	12	10.00	1.33	0.24
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	5	6.00	0.00	0.12
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	6	1.00	0.00	0.02
	FROM TERRITORIES :	31	2.00	5.66	0.21
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	0	0.00	0.00	0.00
	CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	:	3	2.50	1.33	0.09
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	7	2.50	0.33	0.06
	FROM OTHER GOV'T SOURCES- CONTACTS :	65	3.50	3.33	0.17
	- REPORTS :	19	0.00	0.00	0.00
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN. :		6.50	3.00	0.22
	LEAVE, PROFESSIONAL DEVELOP :		10.50	4.00	0.33
J. SERVICE TO OTHER MISSION PROGRAMS	:		8.00	2.00	0.22
***** TOTALS *****			100.00	99.96	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 175
FROM TERRIT : 742

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 21

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : SAN FRANCISCO

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	379	7.33	29.00	1.09
	FROM TERRITORIES :	347	3.00	9.00	0.36
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	227	10.33	17.33	0.83
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	6	2.00	16.66	0.56
	MISSIONS :	3	1.00	5.00	0.18
	OTHER :	14	8.00	1.33	0.28
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	0	5.00	0.66	0.17
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	26	0.66	2.00	0.08
	FROM TERRITORIES :	28	5.33	0.66	0.18
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	12	3.33	0.33	0.11
	CONNECTIONS ARRANGED :	3	0.00	2.00	0.06
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	:	8	11.00	12.00	0.69
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	16	4.33	0.33	0.14
	FROM OTHER GOV'T SOURCES- CONTACTS :	46	5.66	1.33	0.21
	- REPORTS :	14	1.00	1.33	0.07
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN. :		23.33	0.00	0.70
	LEAVE, PROFESSIONAL DEVELOP :		7.66	1.00	0.26
J. SERVICE TO OTHER MISSION PROGRAMS	:		1.00	0.00	0.03
***** TOTALS *****			99.96	99.96	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 93
FROM TERRIT : 200

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 35

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

TRADE TRACKING SYSTEM

88/07/13

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : SEATTLE

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	819	24.50	47.75	2.40
	FROM TERRITORIES :	234	11.50	8.00	0.55
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	216	15.00	9.75	0.69
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	5	0.50	15.75	0.64
	MISSIONS :	5	2.00	5.25	0.25
	OTHER :	5	9.50	2.00	0.27
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	15	3.00	0.25	0.07
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	7	1.00	0.00	0.02
	FROM TERRITORIES :	68	4.00	0.00	0.08
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	2	0.50	0.25	0.02
	CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	:	4	7.00	2.00	0.22
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	8	1.00	0.75	0.05
	FROM OTHER GOV'T SOURCES- CONTACTS :	45	0.50	2.50	0.11
	- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.	:		9.50	0.25	0.20
	LEAVE, PROFESSIONAL DEVELOP :		5.00	5.50	0.32
J. SERVICE TO OTHER MISSION PROGRAMS	:		5.50	0.00	0.11
***** TOTALS *****			100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 196
FROM TERRIT : 175

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 15

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

