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**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**ANNUAL SUMMARY
OF
ACTIVITIES AND RESULTS**

**RÉSUMÉ ANNUEL
DES
ACTIVITÉS ET DES RÉSULTATS**

**APRIL 1986 — MARCH 1987
(FY 1986-87)**

**AVRIL 1986 — MARS 1987
(AF 1986-87)**

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

ANNUAL SUMMARY

OF

ACTIVITIES AND RESULTS

RÉSUMÉ ANNUEL

DES

ACTIVITÉS ET DES RÉSULTATS

Dept. of External Affairs
Min. des Affaires extérieures

JAN 18 1988

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**APRIL 1986 - MARCH 1987
(FY 1986-87)**

**AVRIL 1986 - MARS 1987
(AF 1986-87)**

INTRODUCTION

This report is a summary of the Trade and Industrial Development Program quarterly activities and results which were submitted by Canadian diplomatic missions abroad during the past fiscal year and published in four separate quarterly reports.

The political and economic environments in which our missions operate vary widely between regions of the world. Hence it is not usually valid to attempt to compare, for example, the statistics of Moscow with those of Dallas, even though each mission has five trade program positions. Nevertheless there is general consensus that comparison within a geographic region holds some validity. Graphical presentation of the statistics has been provided to assist the reader to scan the relative level of activities and results within individual geographic regions.

Each graphical presentation is followed by the statistics upon which they are based. The value of business reported relates to actual and completed transactions. The material is in the following order:

World Summary
Africa Middle East
Asia Pacific
Latin America / Caribbean
Europe
United States

INTRODUCTION

Le présent rapport est le résumé des activités du Programme d'expansion commerciale et industrielle et de ses résultats, tels que publiés dans les rapports trimestriels que les missions diplomatiques du Canada à l'étranger ont présentés au cours de la dernière année financière.


La conjoncture politique et économique dans laquelle se trouvent nos missions varie beaucoup d'une partie du monde à l'autre. Ainsi, tenter de comparer les statistiques de Moscou avec celles de Dallas, même si ces deux missions comptent chacune cinq postes liés aux affaires commerciales, n'est pas d'une grande utilité. Par contre, faire des comparaisons entre des missions d'une même région géographique présente un certain intérêt. Les statistiques sont présentées sous forme de graphiques pour que le lecteur puisse avoir un aperçu immédiat des activités et résultats enregistrés dans chacune des régions géographiques.

Chaque présentation graphique est suivie des statistiques sur lesquelles elle se fonde. La valeur des activités commerciales représente la valeur réelle des transactions complétées. Le rapport est présenté dans l'ordre suivant:

Résumé à l'échelle mondiale
Afrique et Moyen-Orient
Asie et Pacifique
Amérique latine et Caraïbes
Europe
États-Unis

SELECTED WORKLOAD INDICATORS

FY 86/87
APRIL 1986 - MARCH 1987

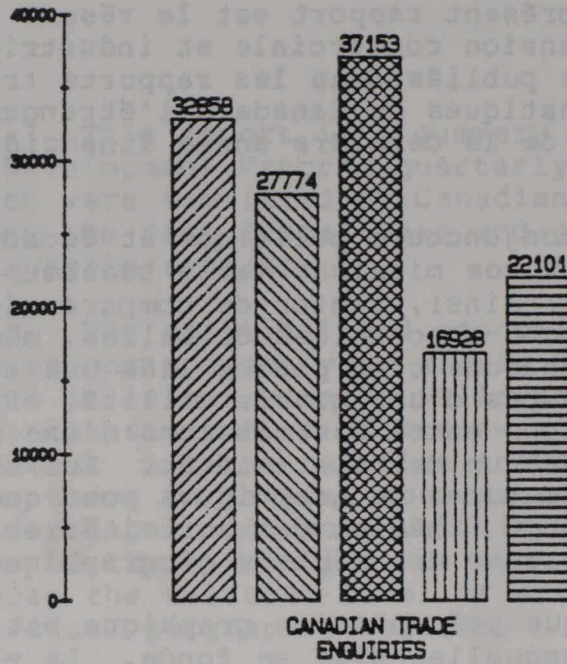
U.S.A.


EUROPE

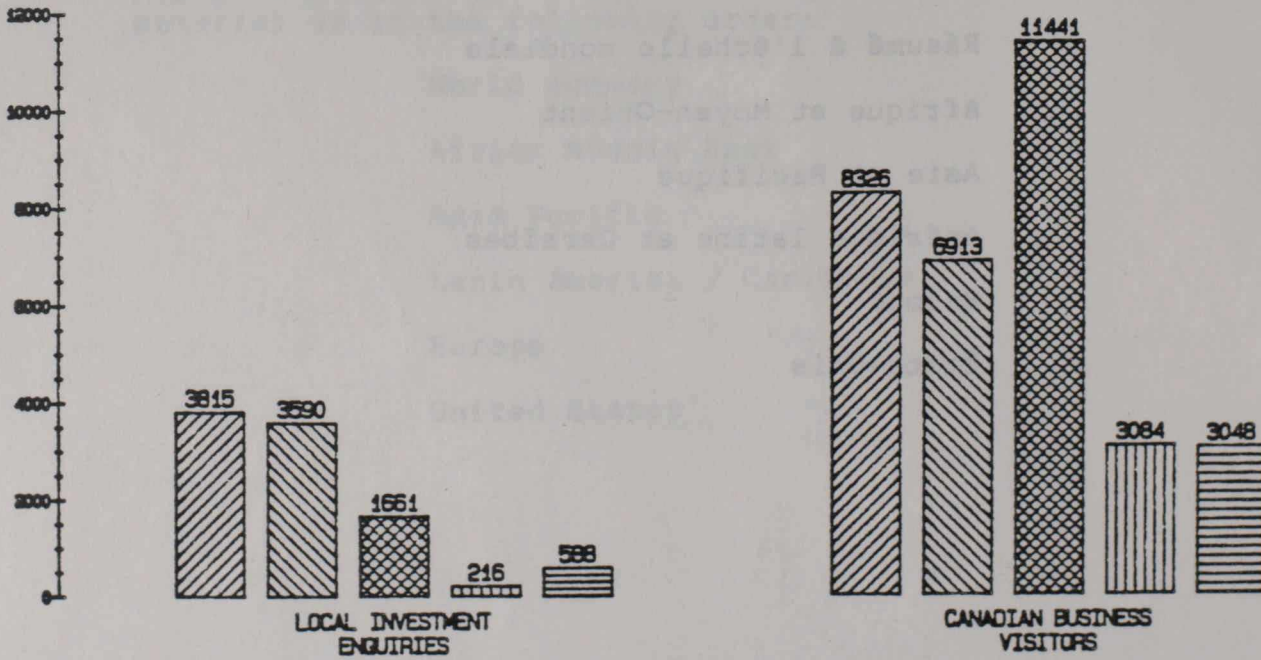

ASIA PACIFIC


LATIN AMERICA & CARIBBEAN


AFRICA & MIDDLE EAST

WP-864



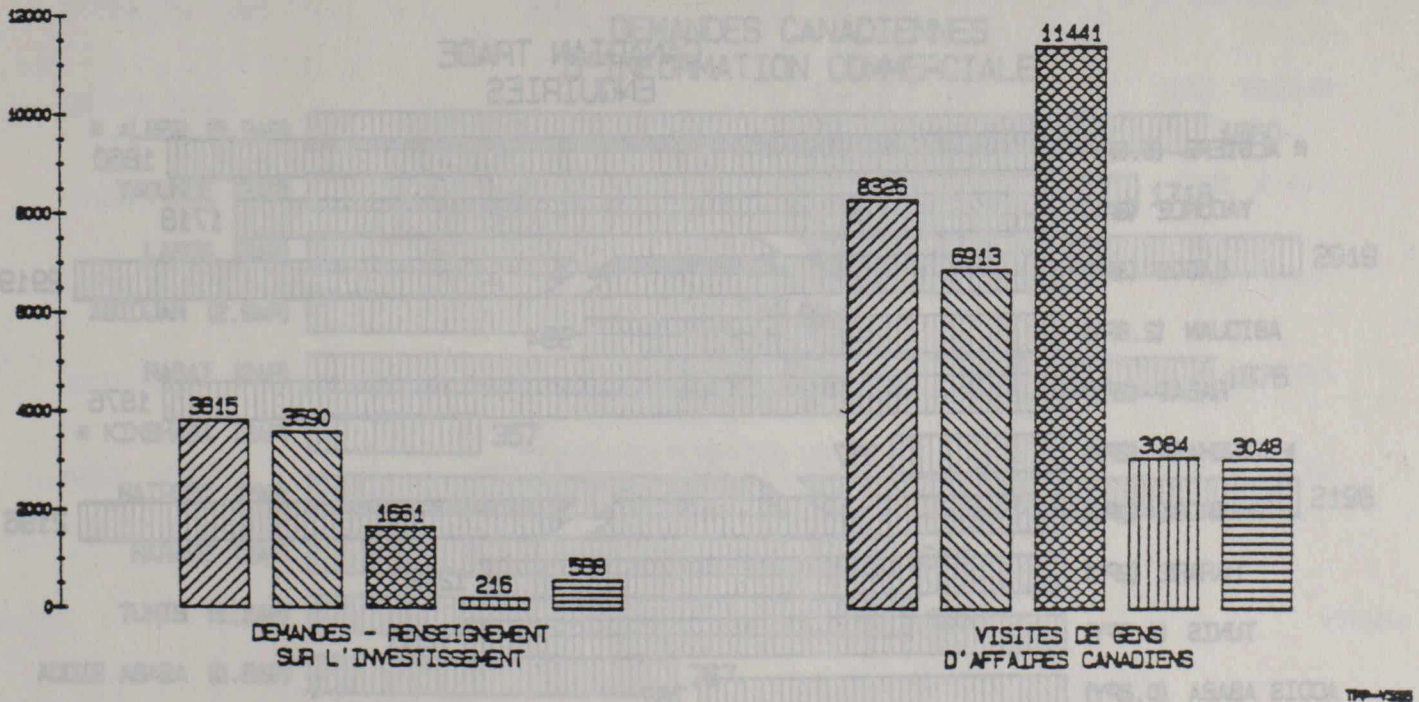
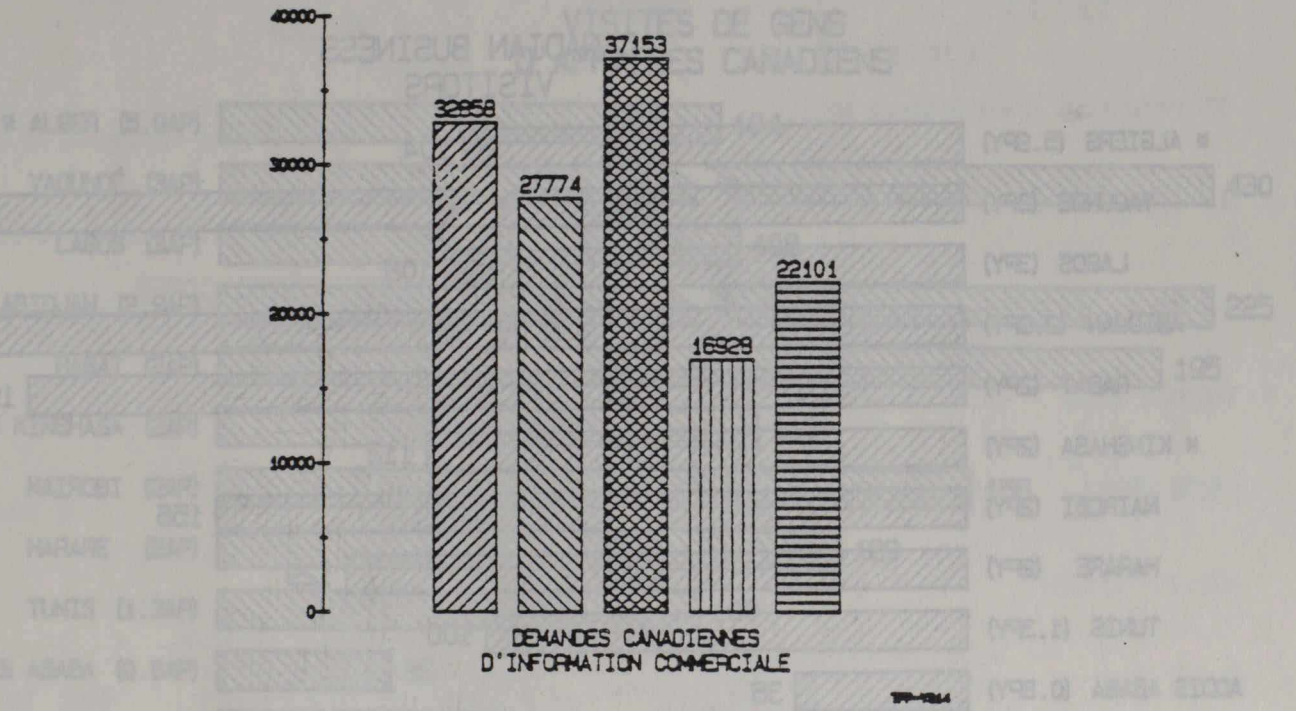
WP-1235

TED-V216

INDICATEURS DE TRAVAIL CHOISIS

AF AVRIL 1986 - MARS 1987

É.-U. EUROPE ASIE ET PACIFIQUE AM.LATINE ET ANT. AFRIQUE ET M.-O.



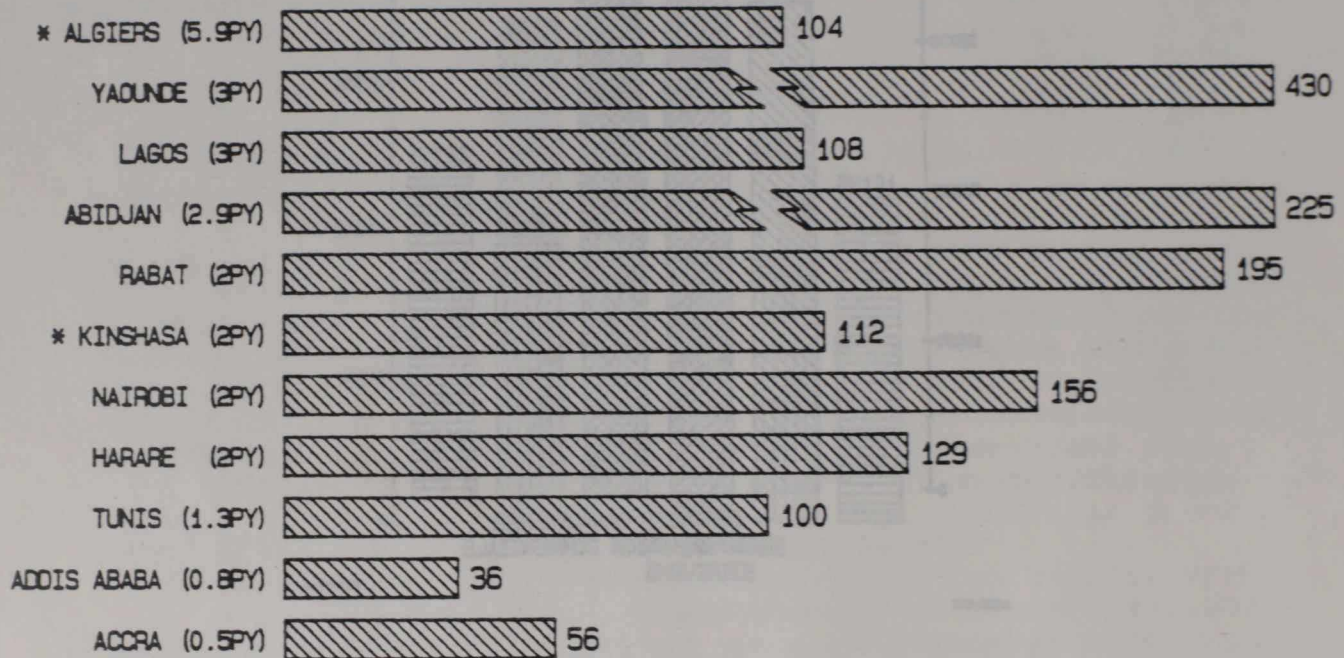
SELECTED WORKLOAD INDICATORS

FY APRIL 1986 - MARCH 1987

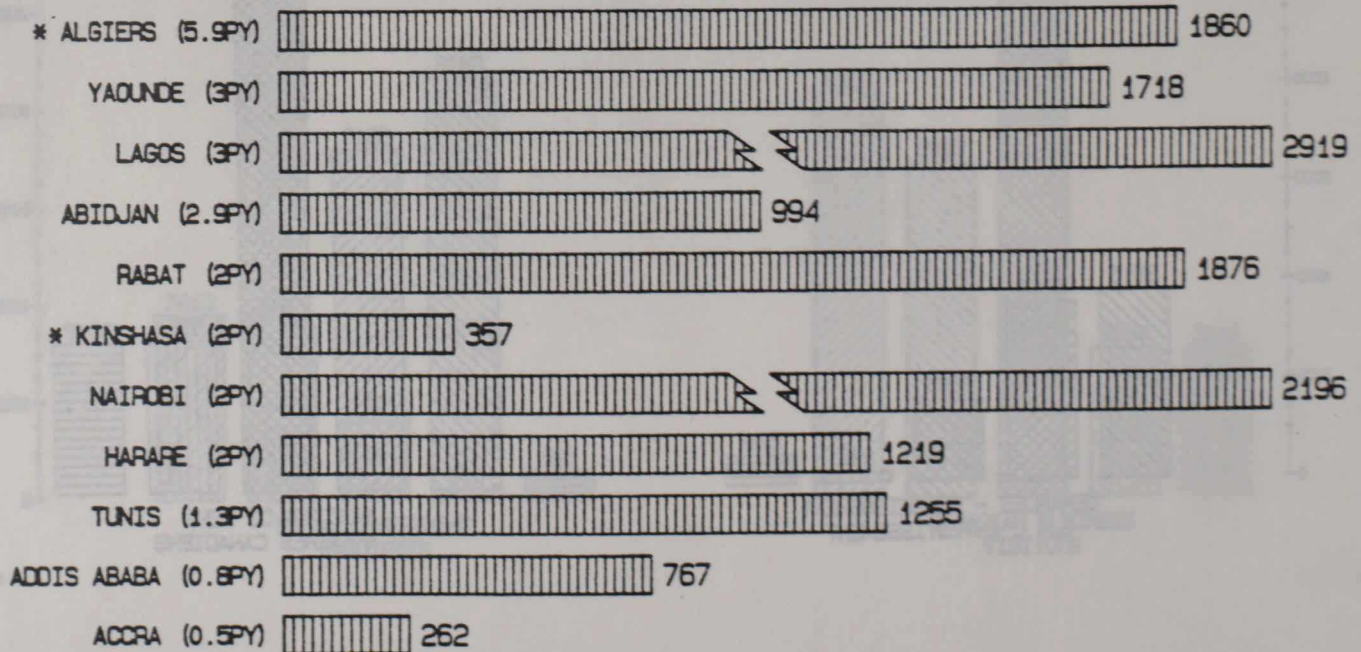
AFRICA POSTS

(PYS refer to Trade Program PYS)

CANADIAN BUSINESS VISITORS



CANADIAN TRADE ENQUIRIES



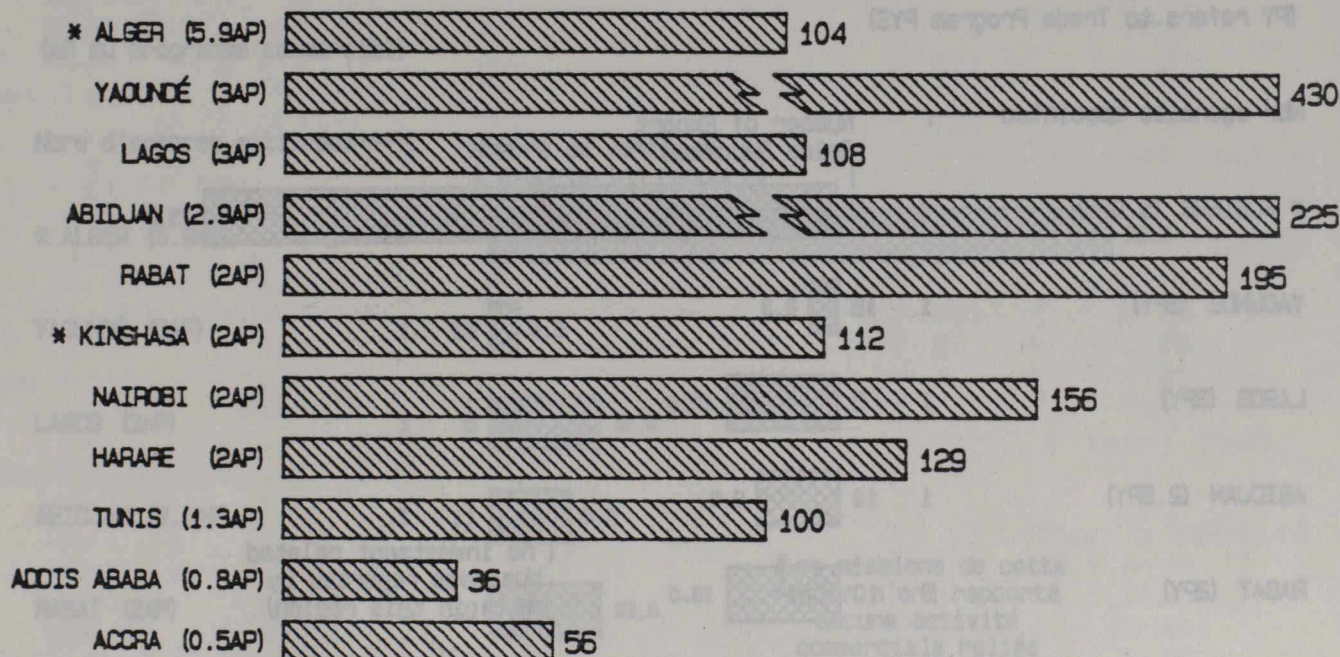
* 3 of 4 reports received

INDICATEURS DE TRAVAIL CHOISIS

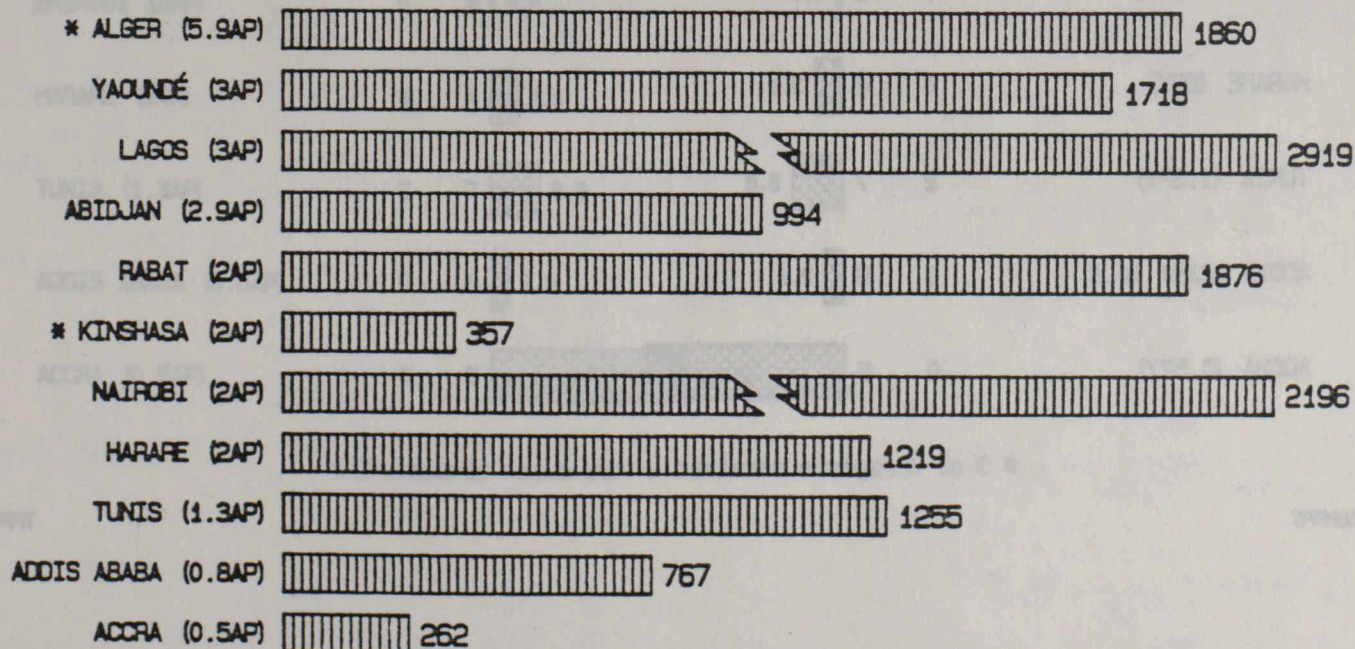
AF AVRIL 1986 - MARS 1987
MISSIONS SITUÉES EN AFRIQUE

(AP du programme commercial)

VISITES DE GENS D'AFFAIRES CANADIENS





DEMANDES CANADIENNES D'INFORMATION COMMERCIALE



* 3 rapports reçus sur 4

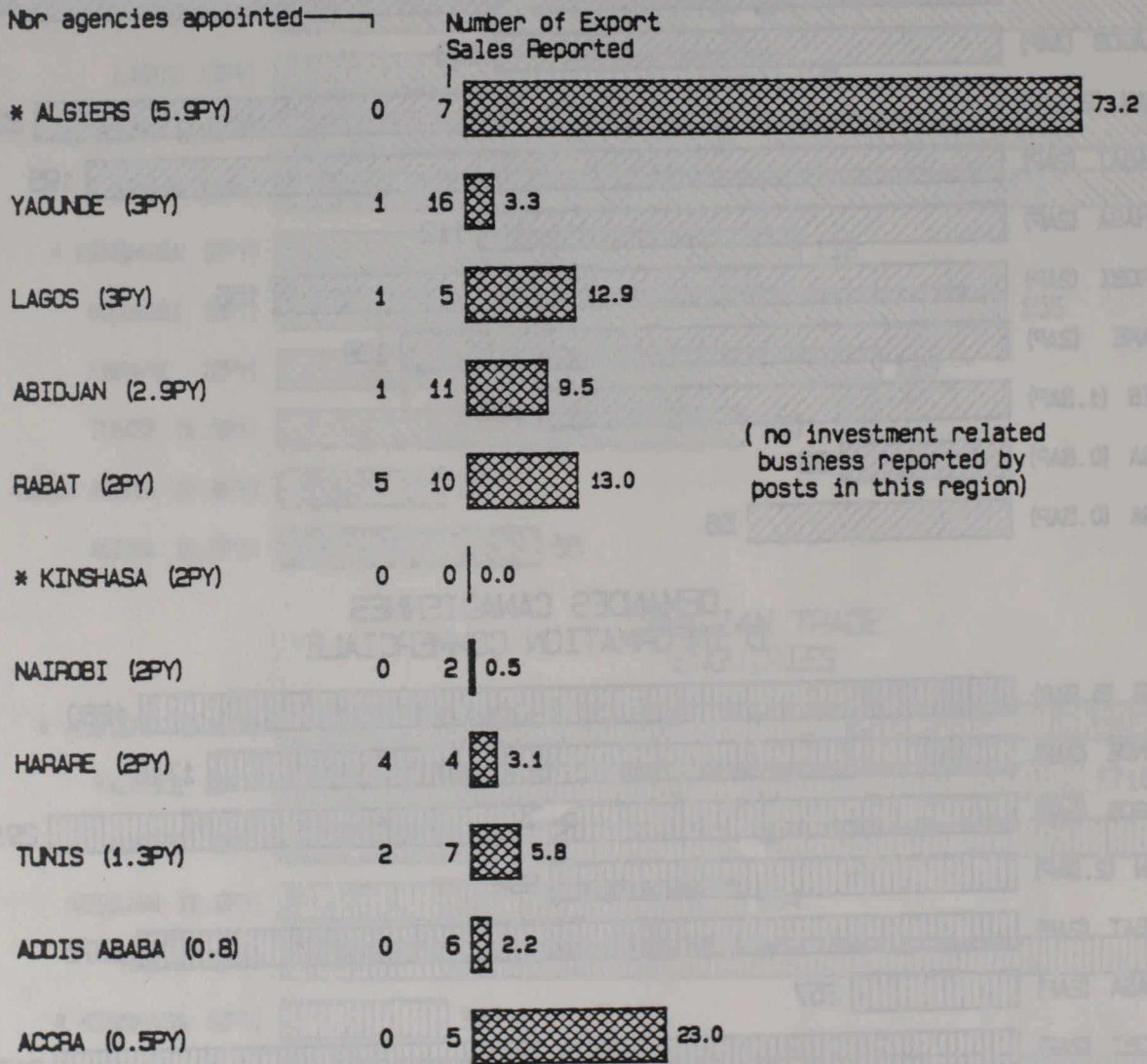
BUSINESS REPORTED
 BY AFRICA POSTS
 FY APRIL 1986 - MARCH 1987

VALUE
 TRADE RELATED


VALUE
 INVESTMENT RELATED


\$ MILLION

(PY refers to Trade Program PYS)



(no investment related
 business reported by
 posts in this region)

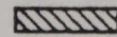
* 3 of 4 reports received

ACTIVITÉ COMMERCIALE
MISSIONS SITUÉES EN AFRIQUE
AF AVRIL 1986 - MARS 1987

RELÉE AU
COMMERCE

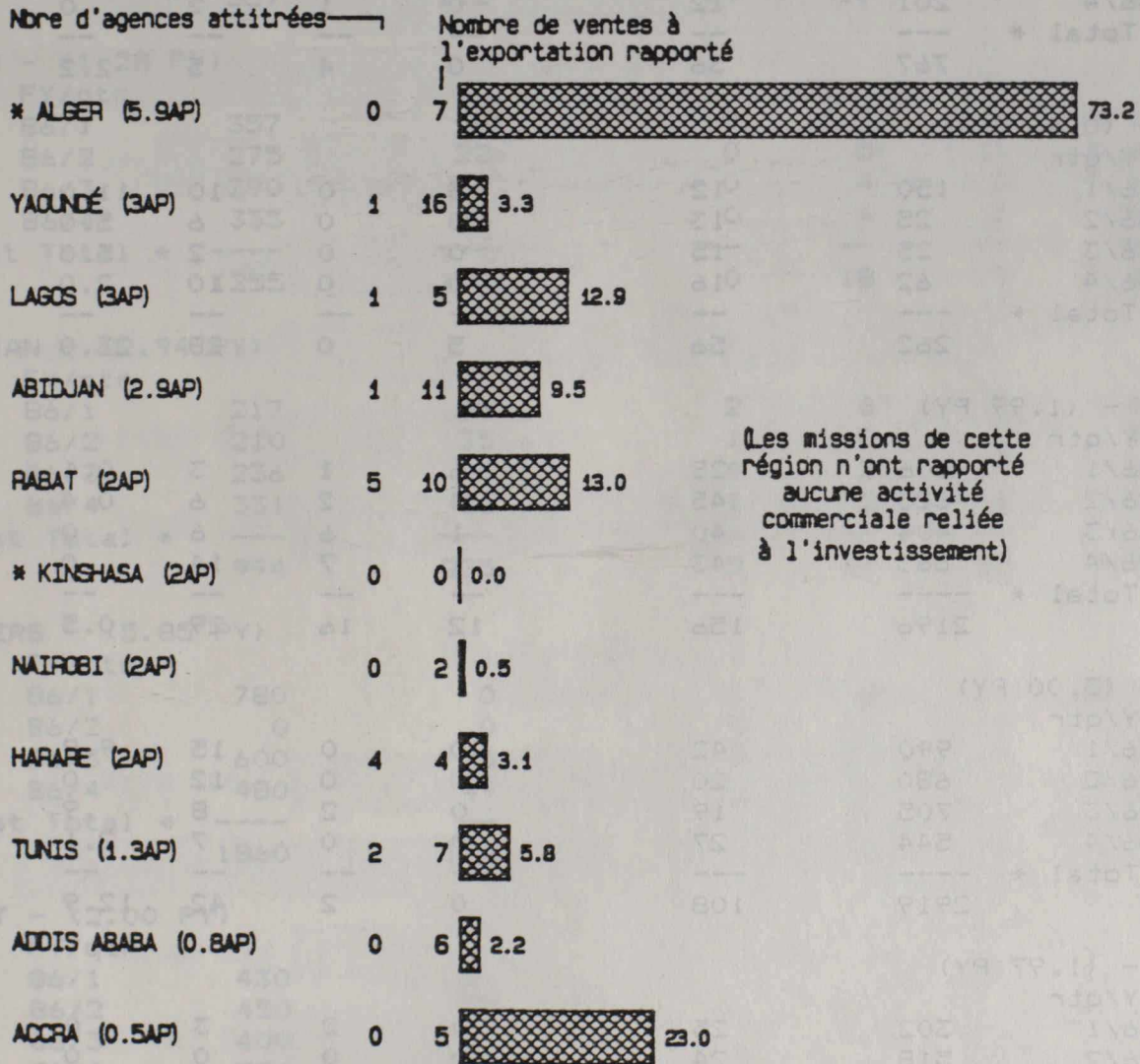


RELÉE À
L'INVESTISSEMENT



VALEUR EN MILLION \$

(AP du programme commercial)



(Les missions de cette région n'ont rapporté aucune activité commerciale reliée à l'investissement)

* 3 rapports reçus sur 4

SELECTED POST WORKLOAD AND RESULTS
 FY 86/87
 APRIL 1986 - MARCH 1987

	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RPTS TO OTT	BUS REF'T \$MN	AGENCY APPT'D
<u>AFRICA</u>							
ADDIS ABABA - (0.75 FY)							
FY/qtr							
86/1	171	7	0	3	3	1.7	0
86/2	198	5	0	0	0	0	0
86/3	197	12	0	0	0	.5	0
86/4	201	12	0	1	2	0	0
* Post Total *	767	36	0	4	5	2.2	0
ACCRA - (0.46 FY)							
FY/qtr							
86/1	150	12	5	0	10	11.0	0
86/2	25	13	0	0	6	5.0	0
86/3	25	15	0	0	2	5.0	0
86/4	62	16	0	0	10	2.0	0
* Post Total *	262	56	5	0	28	23.0	0
NAIROBI - (1.99 FY)							
FY/qtr							
86/1	506	28	6	1	3	0.1	0
86/2	623	45	4	2	6	0.4	0
86/3	404	40	1	6	6	0	0
86/4	663	43	1	7	14	0	0
* Post Total *	2196	156	12	16	29	0.5	0
LAGOS - (3.00 FY)							
FY/qtr							
86/1	990	42	0	0	15	9.9	0
86/2	680	20	0	0	12	0	1
86/3	705	19	0	2	8	.9	0
86/4	544	27	0	0	7	2.1	0
* Post Total *	2919	108	0	2	42	12.9	1
HARARE - (1.97 FY)							
FY/qtr							
86/1	302	25	0	2	3	0	0
86/2	518	24	0	0	0	0	0
86/3	191	39	0	3	11	.3	3
86/4	208	41	0	2	9	2.8	1
* Post Total *	1219	129	0	7	23	3.1	4
YAOUNDE - (2.98 FY)							
FY/qtr							
86/1	486	105	0	2	15	2.0	0
86/2	455	116	0	0	3	0.1	1
86/3	419	126	0	2	8	1.2	0
86/4	300	110	0	0	1	0	0
* Post Total *	1718	430	0	6	44	3.3	1

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS REP'T \$MN	AGENCY AFF'T'D
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KINSHASA - (1.95 FY)

FY/qtr						
86/1	52	24	10	2	2	0
86/2	0	0	0	0	0	0
86/3	100	46	2	3	3	0
86/4	205	42	2	6	4	0
* Post Total *	---	---	---	---	---	---
	357	112	14	11	9	0

TUNIS - (1.28 FY)

FY/qtr						
86/1	357	0	0	5	4	4.0
86/2	275	22	0	5	1	1.2
86/3	290	31	0	4	3	0.6
86/4	333	47	0	4	1	0
* Post Total *	-----	---	---	---	---	---
	1255	100	0	18	9	5.8

ABIDJAN - (2.94 FY)

FY/qtr						
86/1	217	38	2	6	2	7.4
86/2	210	35	1	0	2	0
86/3	236	66	4	2	4	0
86/4	331	86	1	2	4	2.1
* Post Total *	---	---	---	---	---	---
	994	225	8	10	12	9.5

ALGIERS - (5.85 FY)

FY/qtr						
86/1	780	0	0	8	10	28.4
86/2	0	0	0	0	0	0
86/3	600	55	0	33	10	0
86/4	480	49	0	14	6	44.8
* Post Total *	-----	---	---	---	---	---
	1860	104	0	55	26	73.2

RABAT - (2.00 FY)

FY/qtr						
86/1	430	41	3	3	10	0.2
86/2	450	38	3	1	8	0.2
86/3	400	62	4	0	8	0.3
86/4	596	54	3	2	9	12.3
* Post Total *	-----	---	---	---	---	---
	1876	195	13	6	35	13.0

AFRICA TOTAL

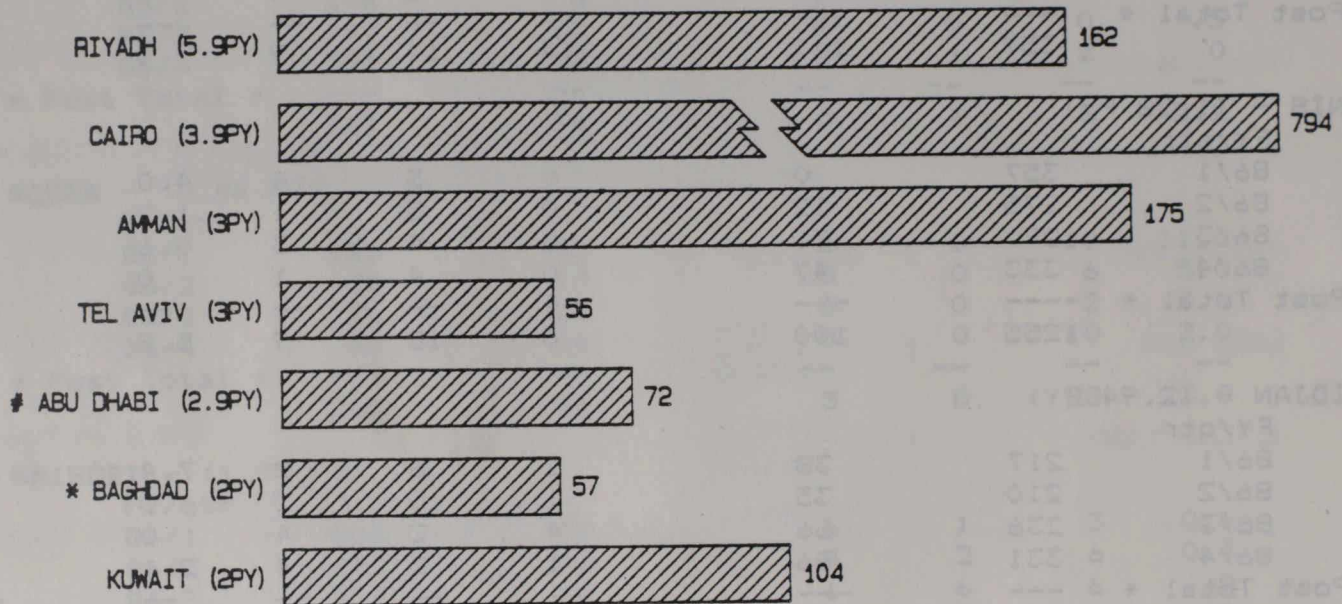
15433	1687	58	133	248	146.5	14
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SELECTED WORKLOAD INDICATORS

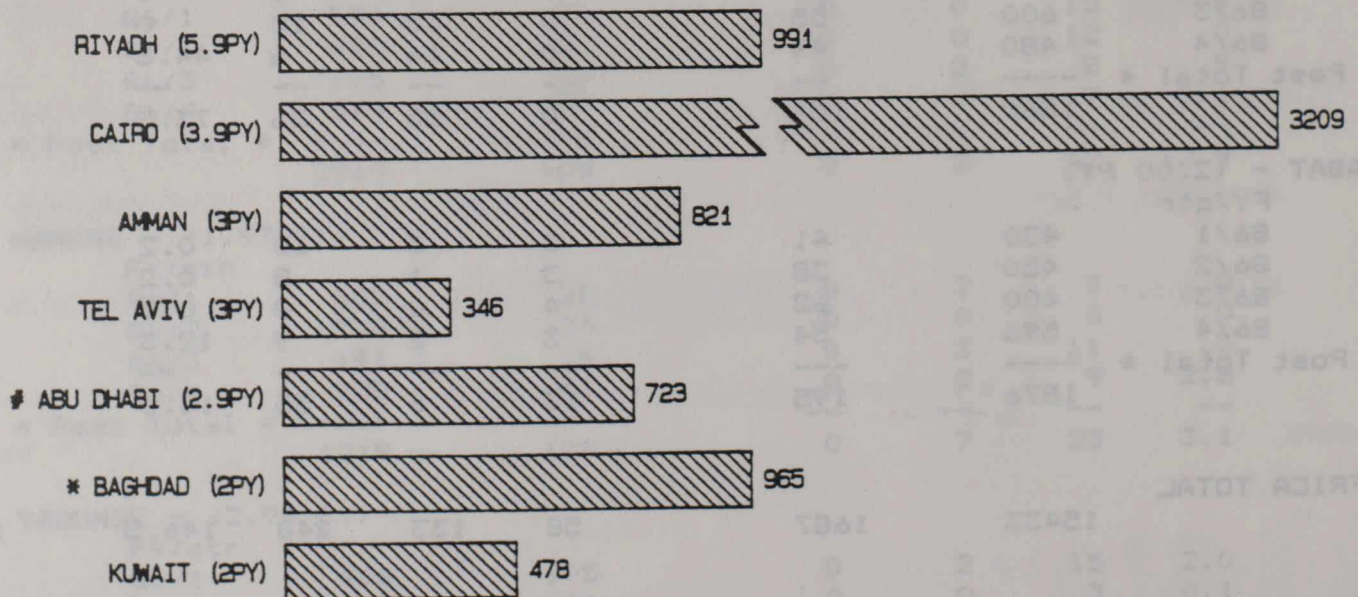
FY APRIL 1986 - MARCH 1987
MIDDLE EAST POSTS

(PY refers to Trade Program PYS)

CANADIAN BUSINESS VISITORS



CANADIAN TRADE ENQUIRIES



post closed 1/87

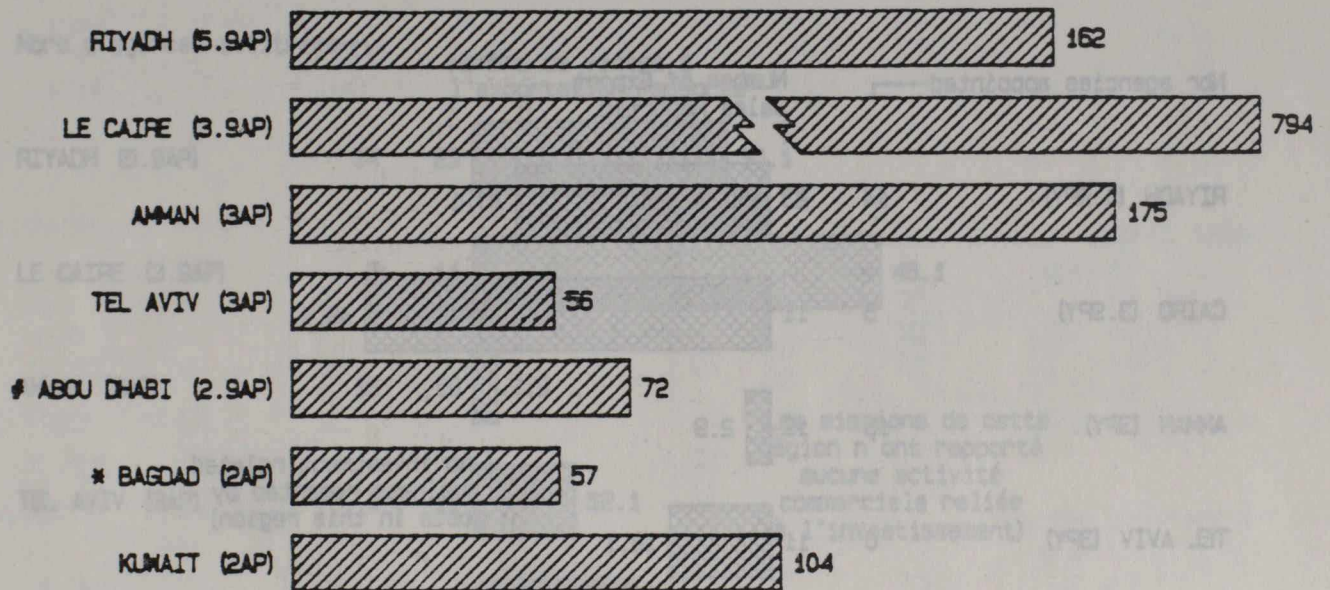
* 3 of 4 reports received

INDICATEURS DE TRAVAIL CHOISIS

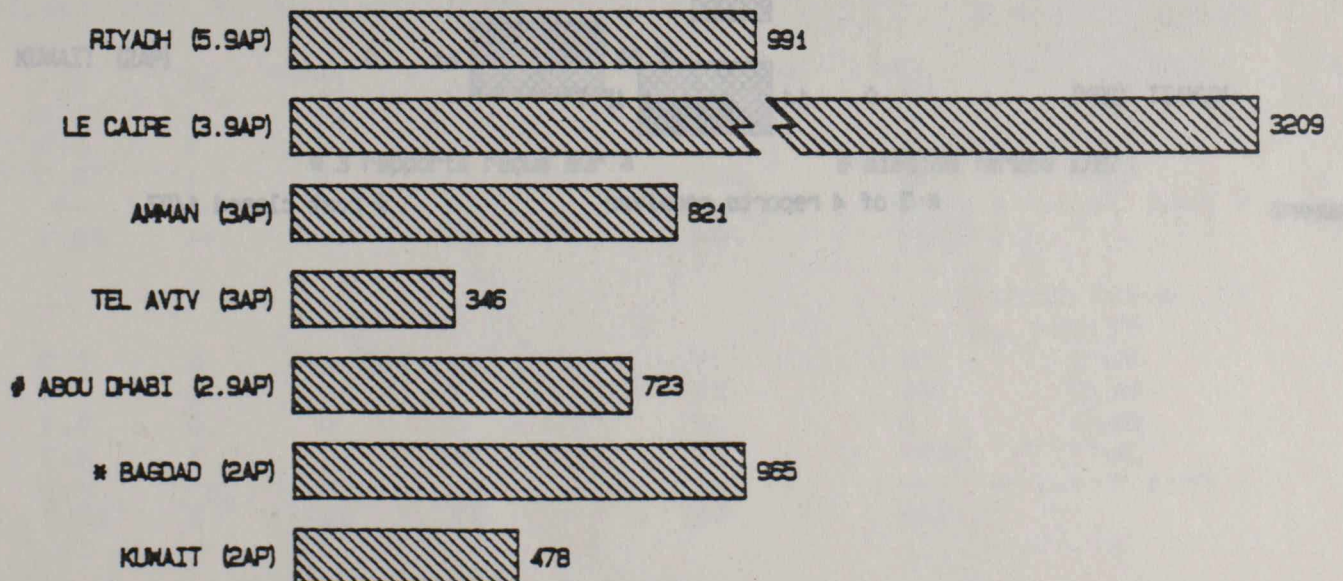
AF AVRIL 1966 - MARS 1987
MISSIONS SITUÉES AU MOYEN-ORIENT

(AP du programme
commercial)

VISITES DE GENS D'AFFAIRES CANADIENS



DEMANDES CANADIENNES D'INFORMATION COMMERCIALE



mission fermée 1/87

* 3 rapports reçus sur 4

BUSINESS REPORTED

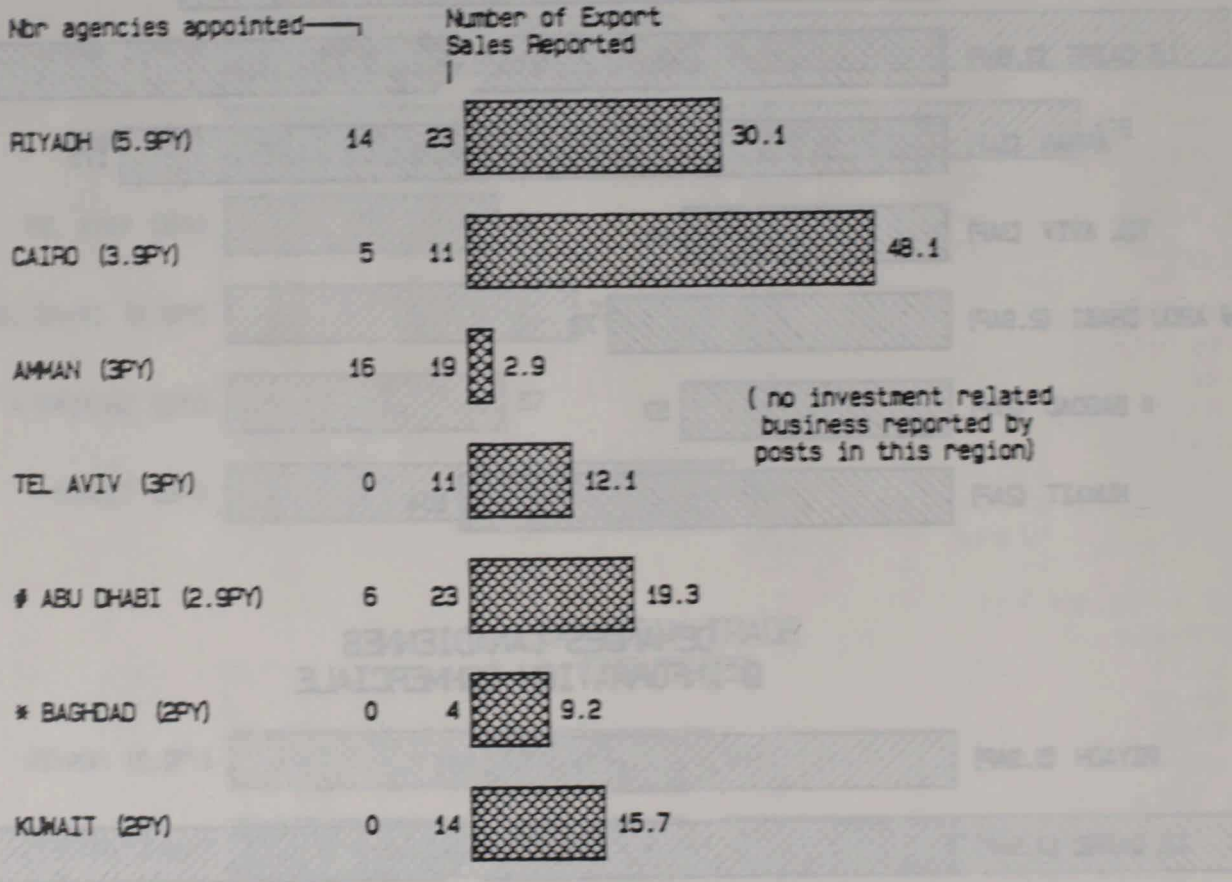
BY MIDDLE EAST POSTS
FY APRIL 1966 - MARCH 1967

VALUE
TRADE RELATED

VALUE
INVESTMENT RELATED

\$ MILLION

(FY refers to Trade Program FYs)



* 3 of 4 reports received

† post closed 1/67

TPF-662

ACTIVITÉ COMMERCIALE

MISSIONS SITUÉES AU MOYEN ORIENT

AF AVRIL 1986 - MARS 1987

RELIÉE
AU COMMERCE

RELIÉE
A L'INVESTISSEMENT

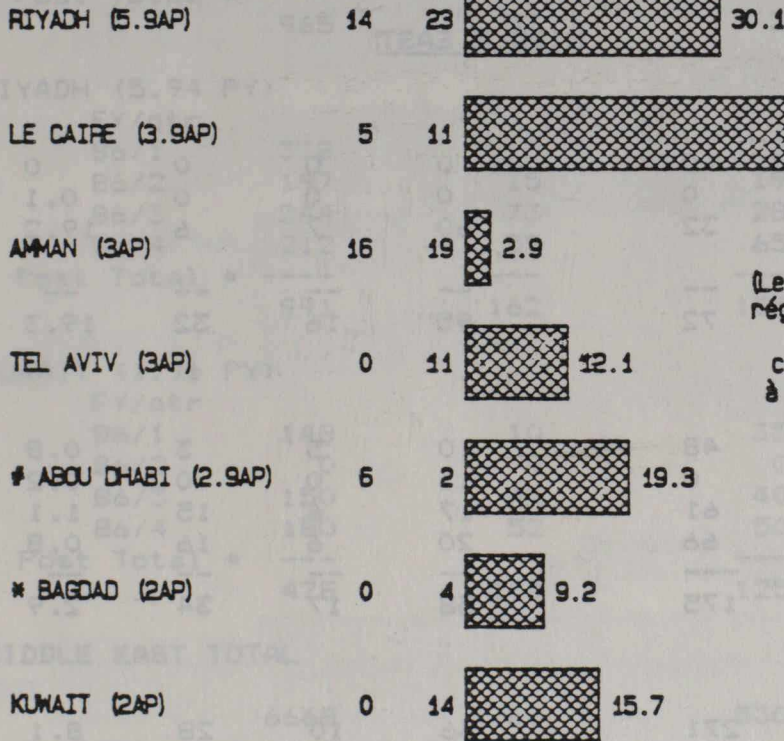


VALEUR EN MILLION \$

(AP du programme commercial)

Nombre d'agences attitrées —

Nombre de ventes à l'exportation rapporté



(Les missions de cette région n'ont rapporté aucune activité commerciale reliée à l'investissement)

* 3 rapports reçus sur 4

mission fermée 1/87

SELECTED POST WORKLOAD AND RESULTS
 FY 86/87
 APRIL 1986 - MARCH 1987

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RPTS TO OTT	BUS REP'T \$MN	AGENCY AFFT'D
---------------------------------	----------------------------------	----------------------------------	----------------	-------------------	----------------------	------------------

MIDDLE EAST

ABU DHABI (2.90 FY)

FY/qtr						
86/1	0	0	0	0	0	0
86/2	18	0	0	0	0.1	2
86/3	142	32	60	7	6	19.2
86/4(closed)						
* Post Total *	---	---	---	---	---	---
	723	72	95	16	32	19.3

AMMAN (2.95 FY)

FY/qtr						
86/1	243	48	10	5	3	0.8
86/2	280	0	11	0	0	0.2
86/3	154	61	17	6	15	1.1
86/4	144	66	20	6	16	0.8
* Post Total *	---	---	---	---	---	---
	821	175	58	17	34	2.9

CAIRO (3.93 FY)

FY/qtr						
86/1	856	271	36	10	28	8.1
86/2	799	0	11	3	6	31.0
86/3	804	256	19	2	9	5.8
86/4	750	267	26	4	1	3.2
* Post Total *	-----	-----	-----	-----	-----	-----
	3209	794	92	19	44	48.1

TEL AVIV (3.00 FY)

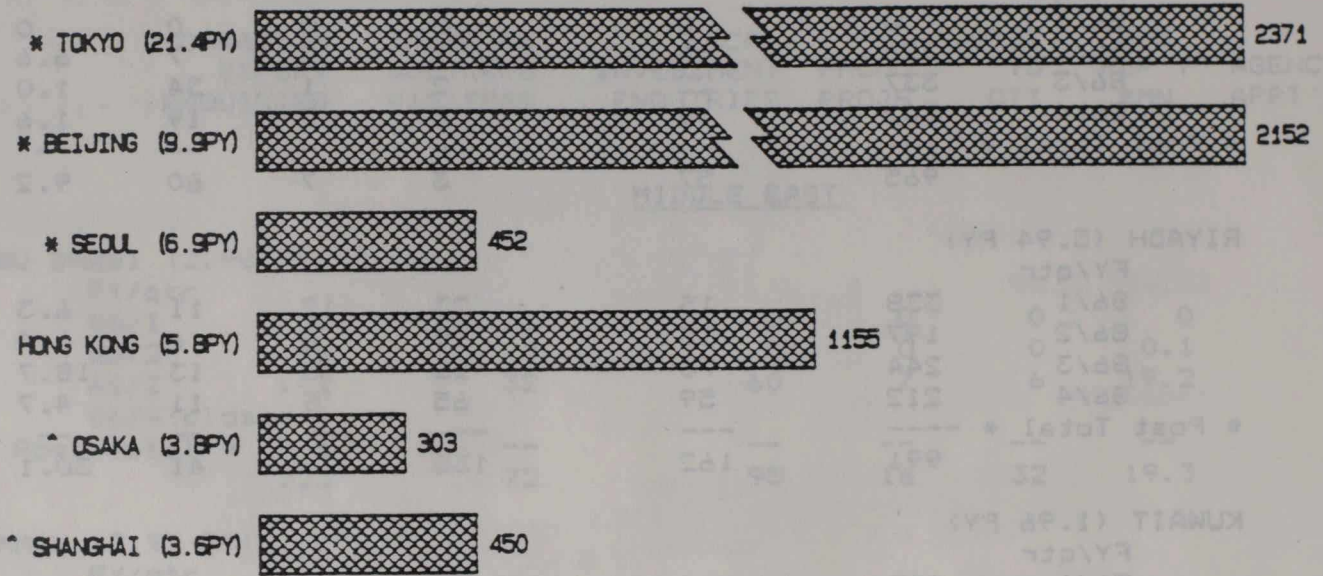
FY/qtr						
86/1	96	9	22	6	0	2.3
86/2	101	28	7	4	2	0
86/3	0	0	0	0	0	0.1
86/4	149	19	30	1	1	9.7
* Post Total *	---	---	---	---	---	---
	346	56	59	11	3	12.1

SELECTED WORKLOAD INDICATORS

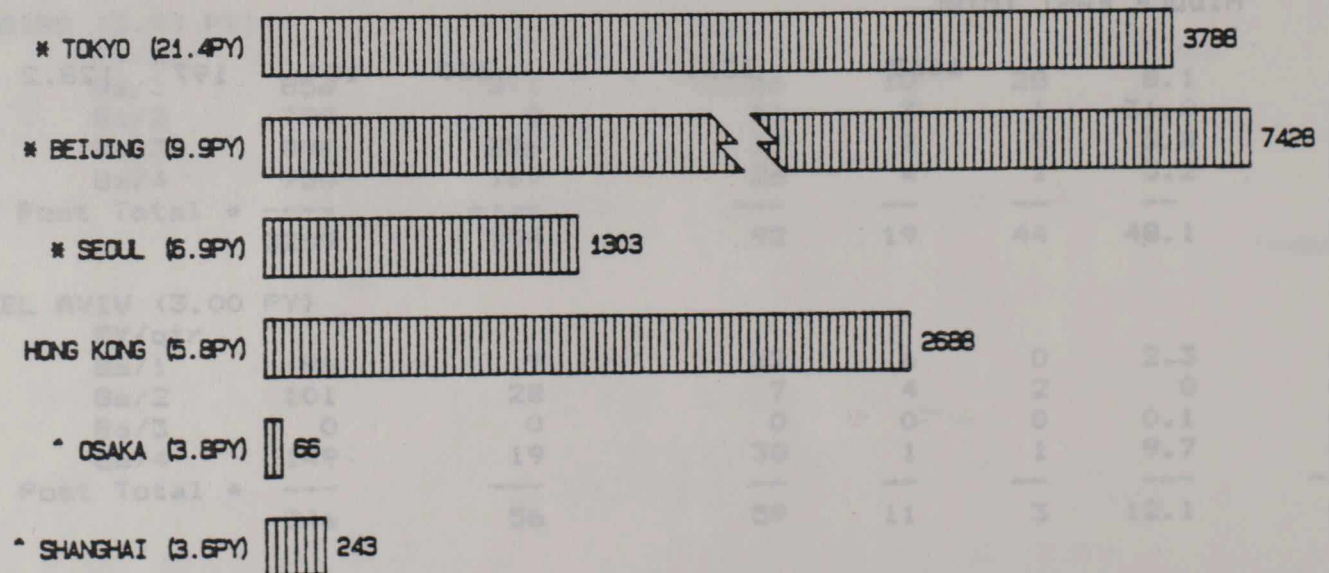
FY APRIL 1986 - MARCH 1987
NORTH PACIFIC POSTS

(PY refers to Trade Program PYS)

CANADIAN BUSINESS VISITORS



CANADIAN TRADE ENQUIRIES

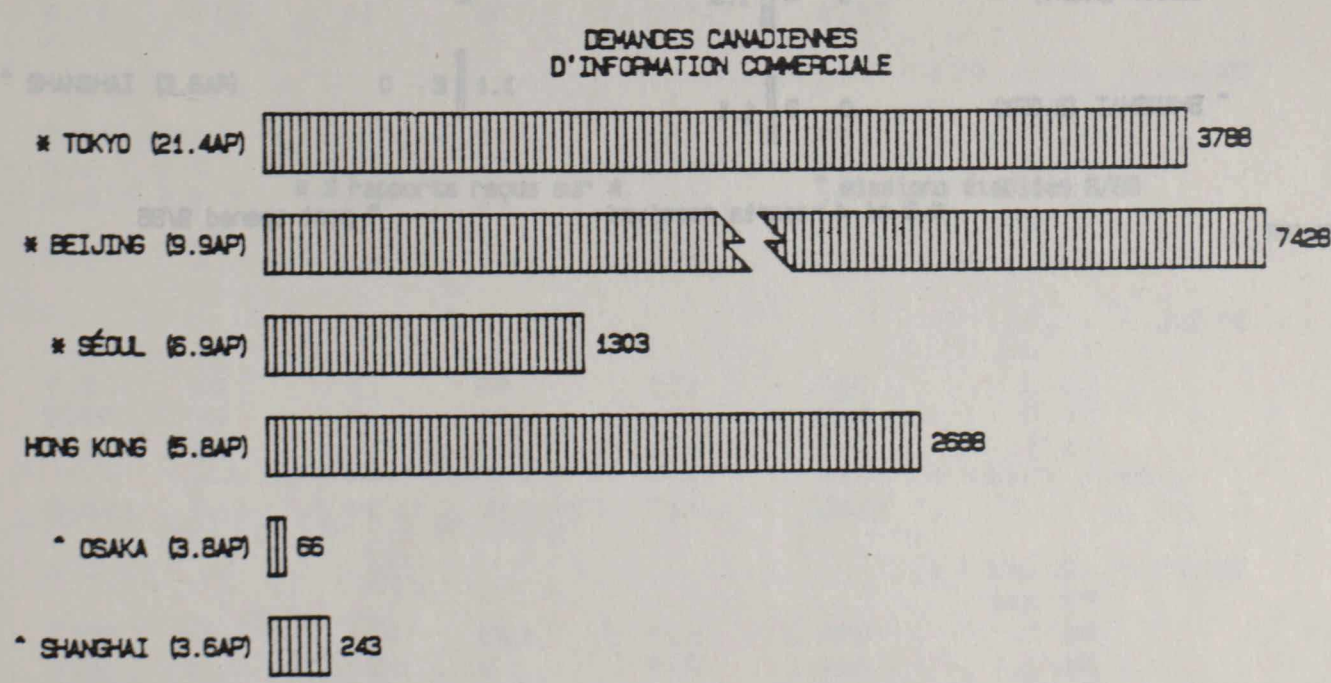
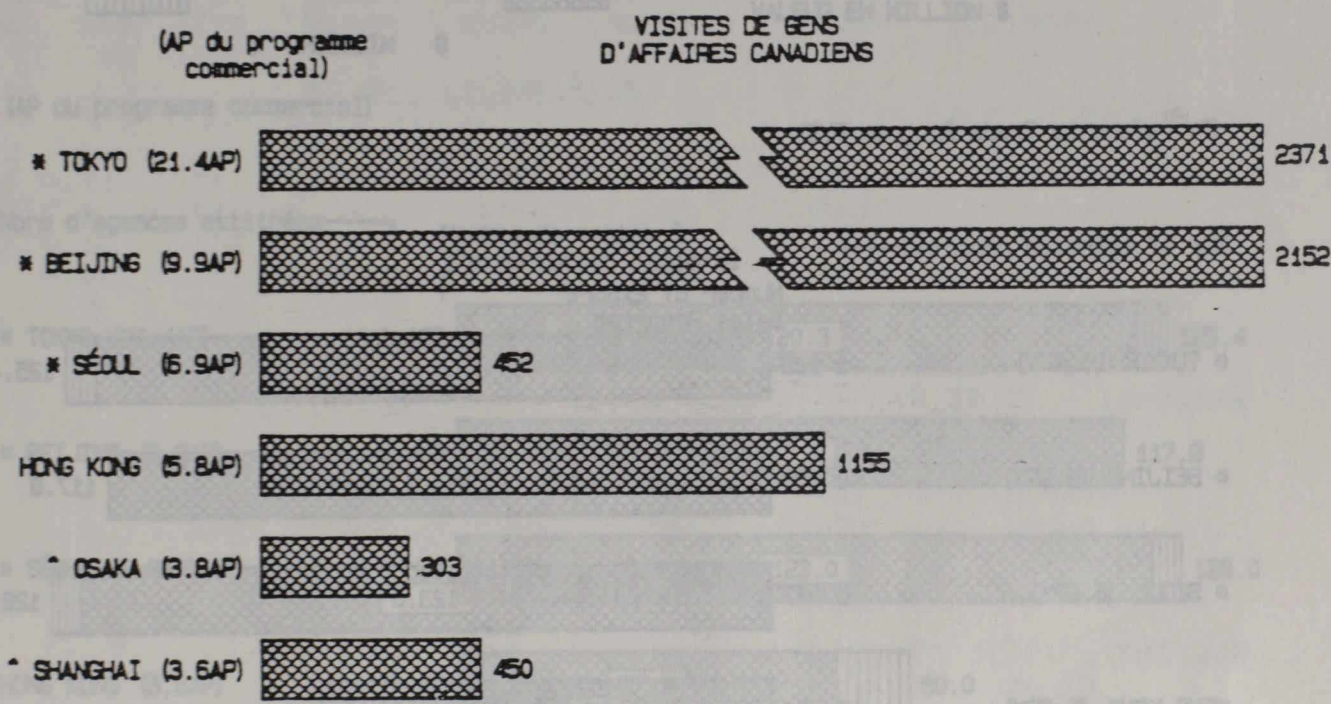


* 3 of 4 reports received

* post opened 9/85

INDICATEURS DE TRAVAIL CHOISIS

AF AVRIL 1986 - MARS 1987
MISSIONS SITUÉES AU PACIFIQUE NORD



* 3 rapports reçus sur 4

* missions établies 9/86

BUSINESS REPORTED
 BY NORTH PACIFIC POSTS
 FY APRIL 1986 - MARCH 1987

VALUE
 TRADE RELATED



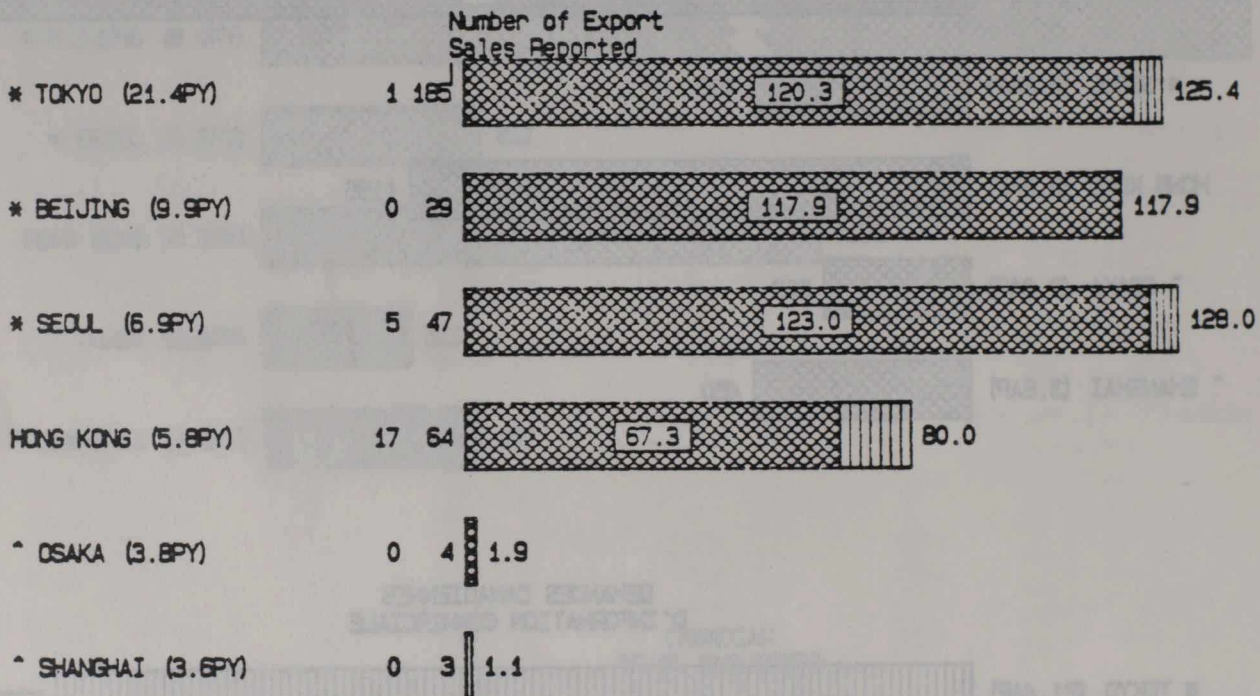
VALUE
 INVESTMENT RELATED



\$ MILLION \$

(PY refers to Trade Program PYS)

Nbr of agencies reported



* 3 of 4 reports received

^ post opened 9/86

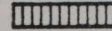
TPP-86N2

ACTIVITÉ COMMERCIALE

PAR LES MISSIONS SITUÉES AU PACIFIQUE NORD
 AF AVRIL 1986 - MARS 1987

RELÉE AU
 COMMERCE

RELÉE A
 L'INVESTISSEMENT



VALEUR EN MILLION \$

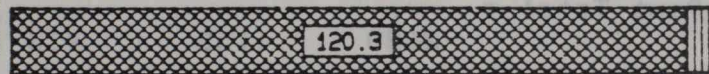
(AP du programme commercial)

Nbre d'agences attirées

Nombre de ventes à l'exportation rapporté

* TOKYO (21.4AP)

1 185



125.4

* BEIJING (9.9AP)

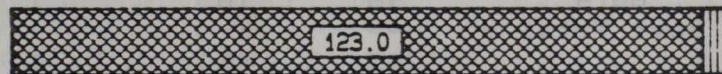
0 29



117.9

* SÉOUL (6.9AP)

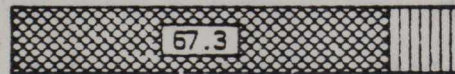
5 47



128.0

HONG KONG (5.8AP)

17 64



80.0

* OSAKA (3.8AP)

0 4



1.9

* SHANGHAI (3.6AP)

0 3



1.1

* 3 rapports reçus sur 4

* missions établies 9/86

TPP-BBNA

SELECTED POST WORKLOAD INDICATORS AND RESULTS

FY 86/87

APRIL 1986 - MARCH 1987

YEAR/QTR	CDN EXPORT ENQRY	CDN BUSINESS VISITORS	LOCAL INVEST ENQRY	PROMO PROJS	RPTS TO OTT	BUS RPT'D AGENCY \$MN	AFPT'D
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ASIA/PACIFIC NORTH

HONG KONG - (5.80 FY)

FY/qtr	CDN EXPORT ENQRY	CDN BUSINESS VISITORS	LOCAL INVEST ENQRY	PROMO PROJS	RPTS TO OTT	BUS RPT'D AGENCY \$MN	AFPT'D
86/1	726	343	41	0	79	11.9	3
86/2	648	236	124	9	77	8.7	5
86/3	763	286	148	4	236	31.0	4
86/4	551	290	120	33	162	28.4	5
* Post Total *	2688	1155	433	46	554	80.0	17

SHANGHAI - (3.55 FY) - (opened 86/2)

FY/qtr	CDN EXPORT ENQRY	CDN BUSINESS VISITORS	LOCAL INVEST ENQRY	PROMO PROJS	RPTS TO OTT	BUS RPT'D AGENCY \$MN	AFPT'D
86/2	20	65	2	6	13	0	0
86/3	127	220	1	11	12	1.0	0
86/4	96	165	1	16	12	0.1	0
* Post Total *	243	450	4	33	37	1.1	0

BEIJING - (9.93 FY)

FY/qtr	CDN EXPORT ENQRY	CDN BUSINESS VISITORS	LOCAL INVEST ENQRY	PROMO PROJS	RPTS TO OTT	BUS RPT'D AGENCY \$MN	AFPT'D
86/1	2660	1136	15	58	262	15.5	0
86/3	2724	620	19	33	245	39.0	0
86/4	2044	396	14	20	210	63.4	0
* Post Total *	7428	2152	48	111	717	117.9	0

OSAKA - (3.80 FY) - (opened 86/2)

FY/qtr	CDN EXPORT ENQRY	CDN BUSINESS VISITORS	LOCAL INVEST ENQRY	PROMO PROJS	RPTS TO OTT	BUS RPT'D AGENCY \$MN	AFPT'D
86/2	19	57	22	0	3	0.3	0
86/3	9	80	36	6	7	1.0	0
86/4	38	166	26	16	4	0.6	0
* Post Total *	66	303	84	22	14	1.9	0

SEOUL - (6.90 FY)

FY/qtr	CDN EXPORT ENQRY	CDN BUSINESS VISITORS	LOCAL INVEST ENQRY	PROMO PROJS	RPTS TO OTT	BUS RPT'D AGENCY \$MN	AFPT'D
86/2	370	125	40	9	40	53.9	0
86/3	368	154	46	8	61	39.0	0
86/4	565	173	30	20	65	35.1	5
* Post Total *	1303	452	116	27	166	128.0	5

TOKYO - (21.42 FY)

FY/qtr	CDN EXPORT ENQRY	CDN BUSINESS VISITORS	LOCAL INVEST ENQRY	PROMO PROJS	RPTS TO OTT	BUS RPT'D AGENCY \$MN	AFPT'D
86/1	891	560	108	37	58	88.2	0
86/2	364	227	5	22	6	4.0	0
86/3	663	320	161	27	43	24.0	0
86/4	1870	1264	271	56	96	9.2	1
* Post Total *	3788	2371	545	142	203	125.4	1

ASIA/PACIFIC NORTH TOTAL

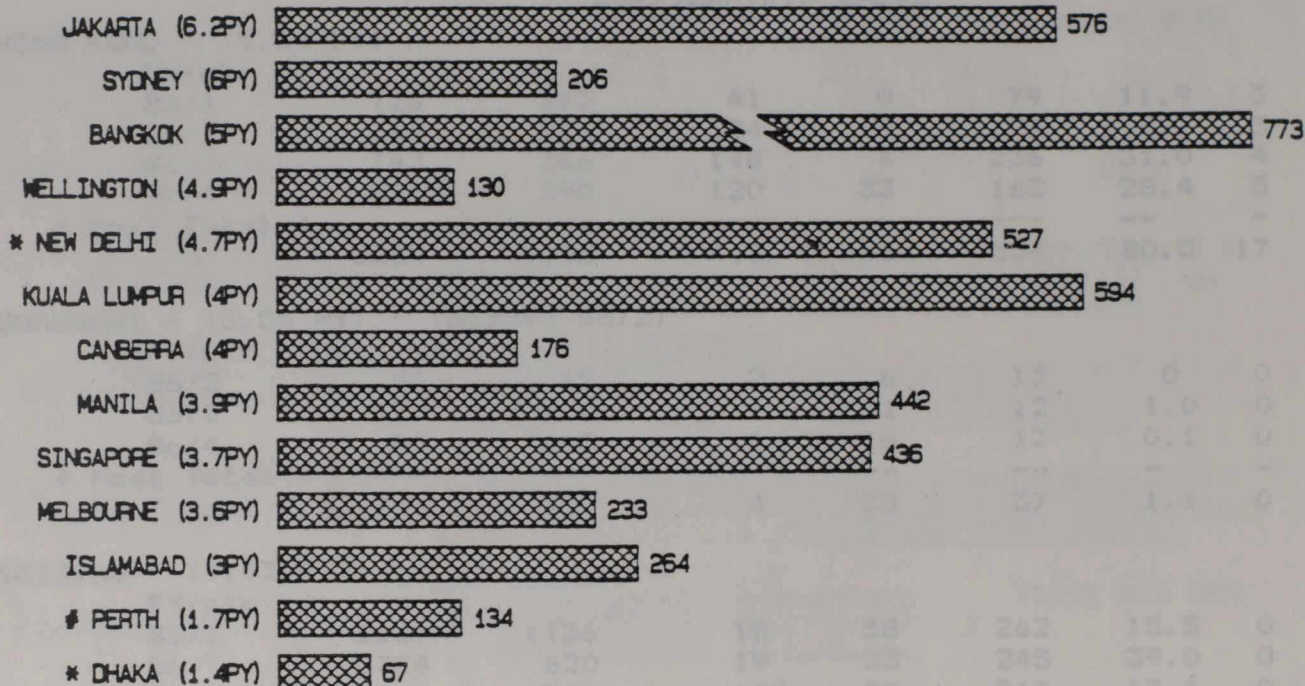
15516	6883	1230	381	1691	454.3	23
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SELECTED WORKLOAD INDICATORS

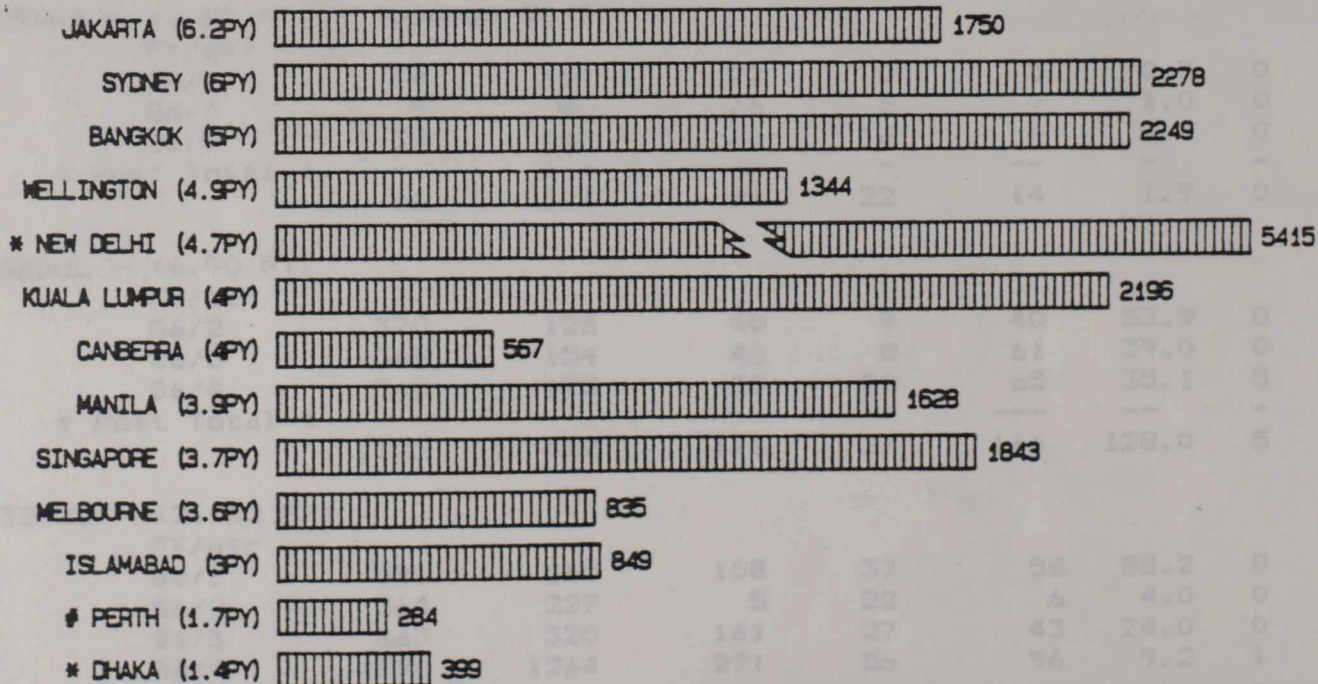
FY APRIL 1986 - MARCH 1987
ASIA PACIFIC SOUTH POSTS

(PY refers to Trade
Program PYS)

CANADIAN BUSINESS VISITORS



CANADIAN TRADE ENQUIRIES



* 3 of 4 reports received

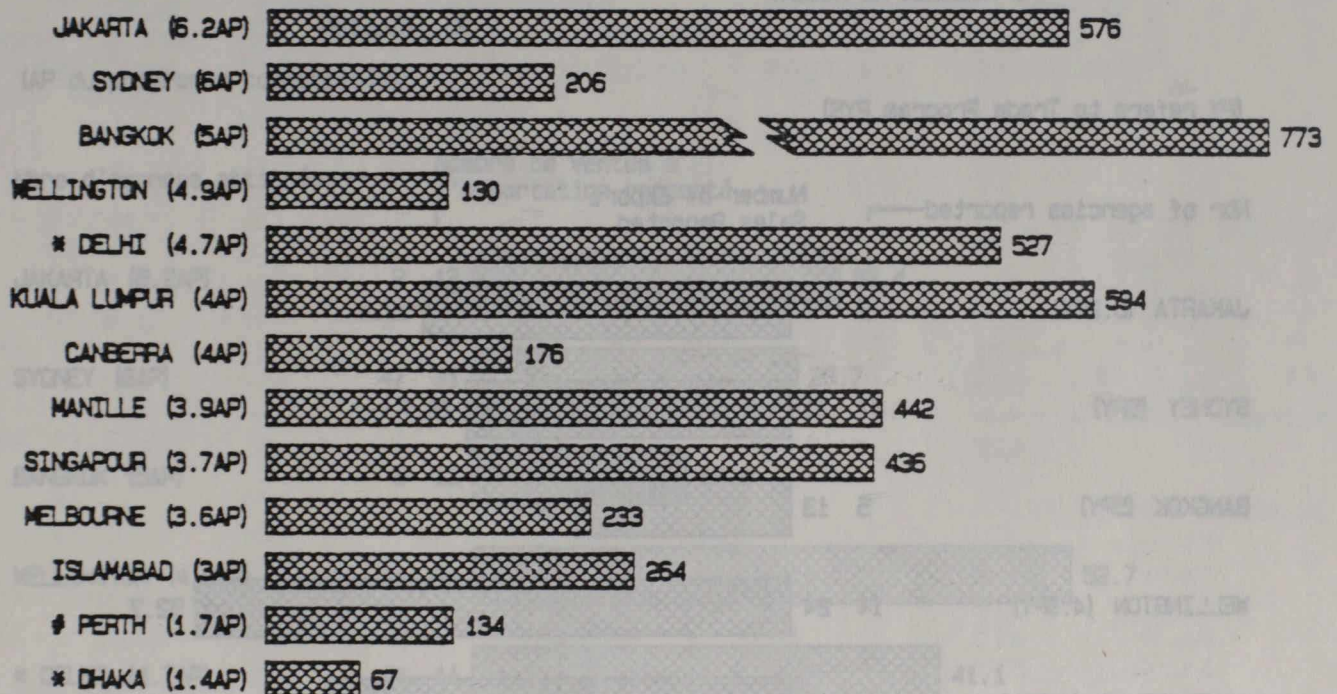
post closed 1/87

INDICATEURS DE TRAVAIL CHOISIS

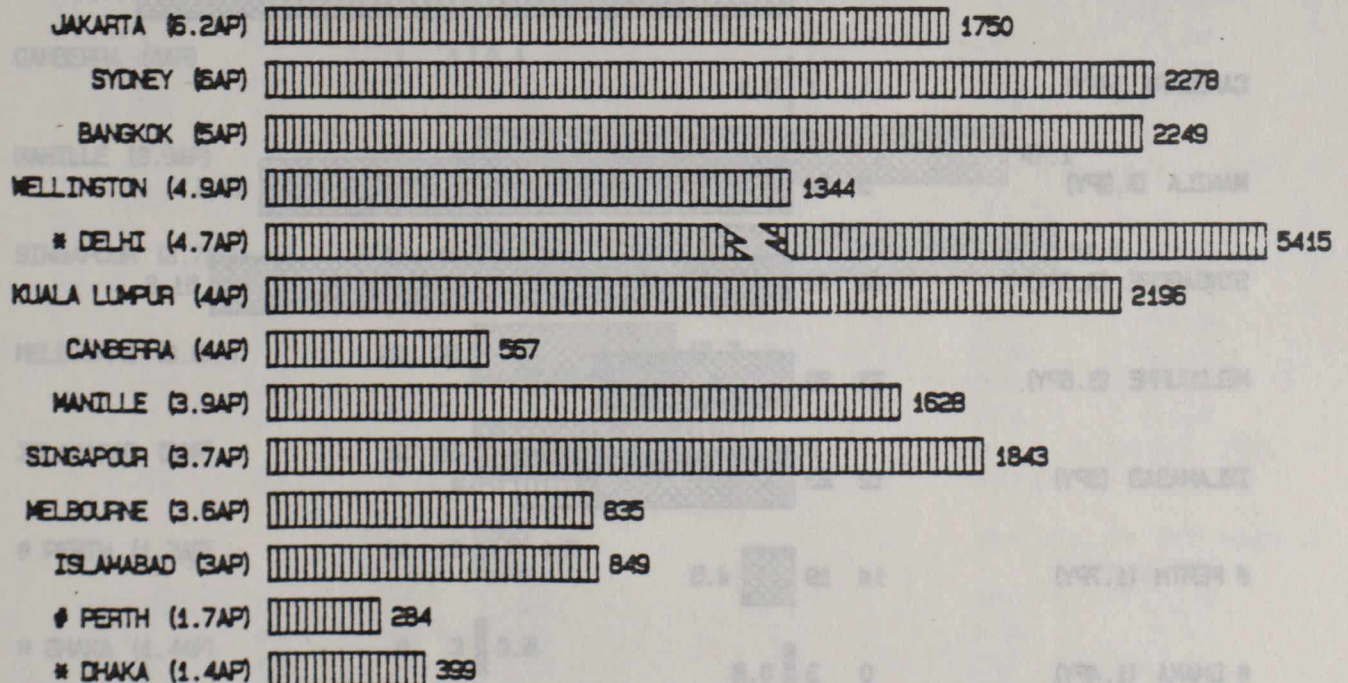
AF AVRIL 1986 - MARS 1987
MISSIONS SITUÉES EN ASIE ET PACIFIQUE SUD

(AP du programme commercial)

VISITES DE GENS
D'AFFAIRES CANADIENS



DEMANDES CANADIENNES
D'INFORMATION COMMERCIALE



* 3 rapports reçus sur 4

mission fermée 1/87

BUSINESS REPORTED

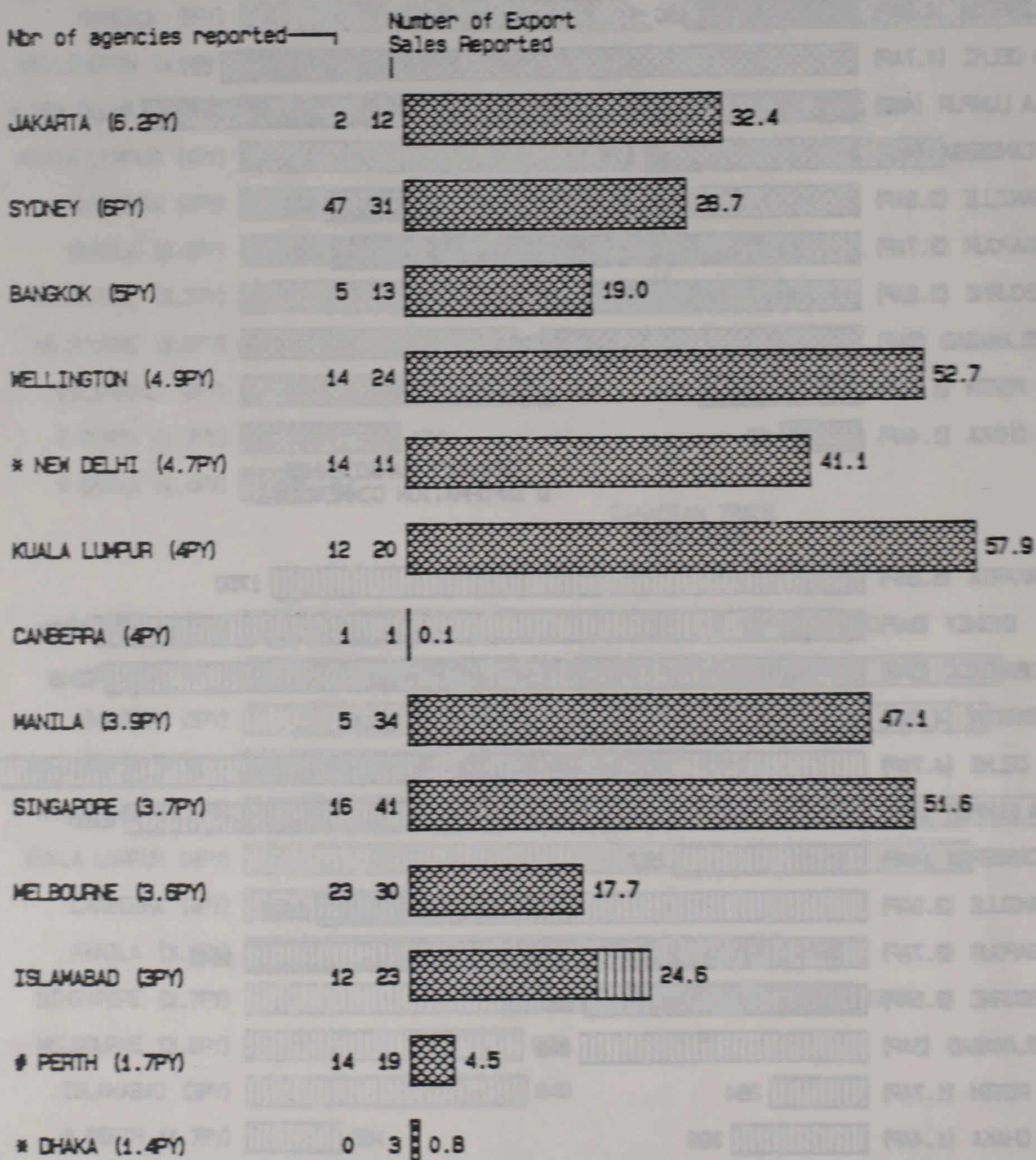
BY ASIA PACIFIC SOUTH POSTS
FY APRIL 1986 - MARCH 1987STS

VALUE
TRADE RELATED

VALUE
INVESTMENT RELATED

\$ MILLION \$

(PY refers to Trade Program PYS)



* 3 of 4 reports received

post closed 1/87

ACTIVITÉ COMMERCIALE

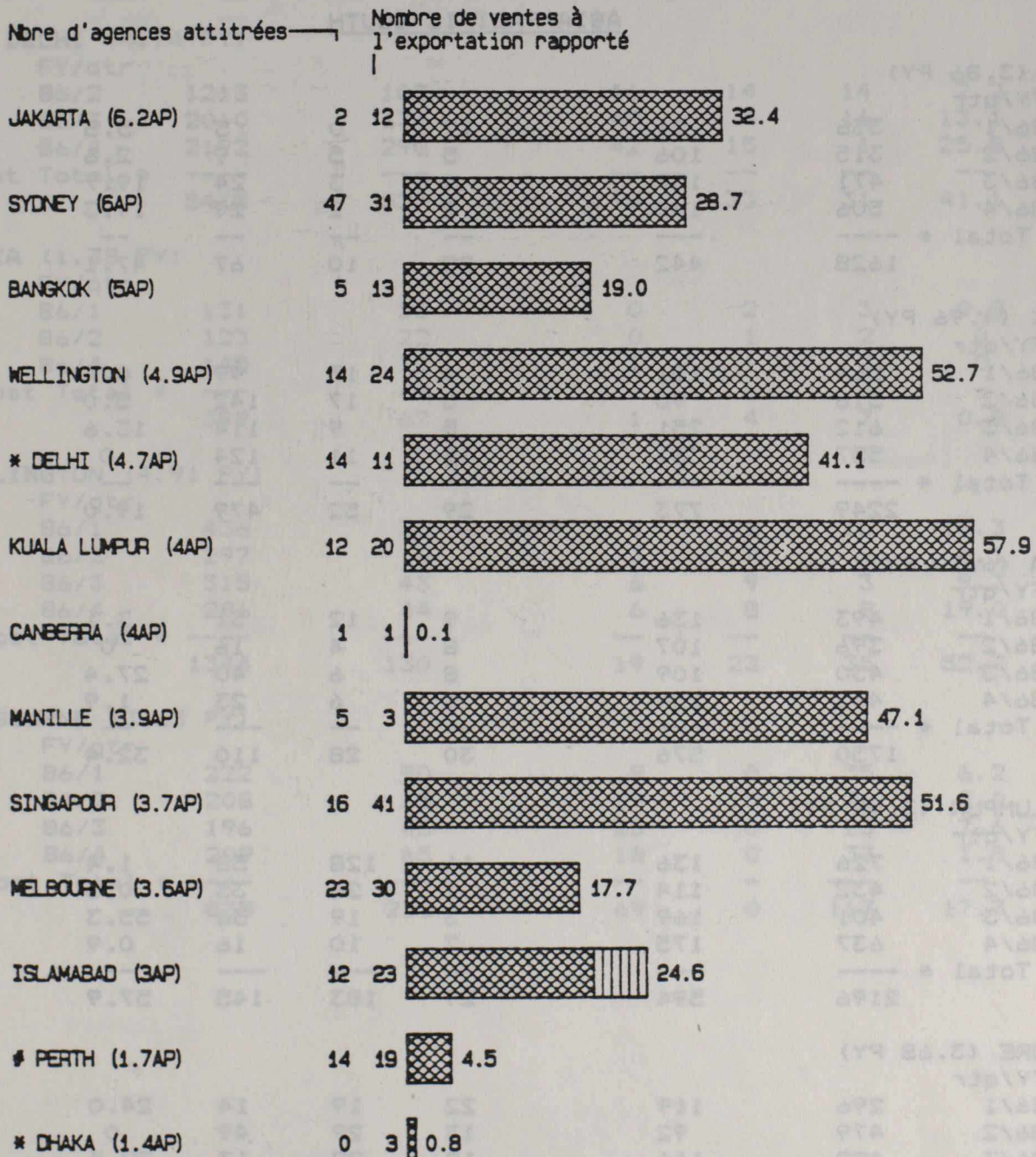
PAR LES MISSIONS SITUÉES EN ASIE ET PACIFIQUE SUD
AF AVRIL 1986 - MARS 1987

RELÉE AU
COMMERCE

RELÉE A
L'INVESTISSEMENT

VALEUR EN MILLION \$

(AP du programme commerciale)



* 3 rapports reçus sur 4

missions fermées 1/87

SELECTED POST WORKLOAD TOTALS AND RESULTS
 FY 86/87
 APRIL 1986 - MARCH 1987

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS RPT'D \$MN	AGENCY AFPT'D
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ASIA/PACIFIC SOUTH

MANILA (3.86 PY)

FY/qtr							
86/1	336	51	17	0	5	5.5	0
86/2	315	106	5	5	9	2.6	5
86/3	471	137	4	3	24	19.7	0
86/4	506	148	2	2	29	19.3	0
* Post Total *	-----	---	--	--	--	--	--
	1628	442	28	10	67	47.1	5

BANGKOK (4.96 PY)

FY/qtr							
86/1	564	101	4	15	99	0.4	2
86/2	516	90	5	17	142	5.0	2
86/3	612	251	5	9	114	13.6	1
86/4	557	331	15	11	124	0	0
* Post Total *	-----	---	--	--	----	--	--
	2249	773	29	52	479	19.0	5

JAKARTA (6.20 PY)

FY/qtr							
86/1	493	136	9	12	31	3.1	0
86/2	396	107	8	4	16	0	2
86/3	430	109	8	6	40	27.4	0
86/4	431	224	5	6	23	1.9	0
* Post Total *	-----	---	--	--	----	--	--
	1750	576	30	28	110	32.4	2

KUALA LUMPUR (3.98 PY)

FY/qtr							
86/1	726	136	16	128	58	1.4	3
86/2	432	114	3	26	35	0.3	0
86/3	401	169	3	19	36	55.3	7
86/4	637	175	7	10	16	0.9	2
* Post Total *	-----	---	--	----	----	--	--
	2196	594	29	183	145	57.9	12

SINGAPORE (3.68 PY)

FY/qtr							
86/1	296	119	22	19	14	24.0	0
86/2	479	92	13	29	49	0	5
86/3	482	116	18	22	17	22.4	7
86/4	586	109	12	11	22	5.2	4
* Post Total *	-----	---	----	----	----	--	--
	1843	436	65	81	102	51.6	16

	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS RFT'D \$MN	AGENCY AFPT'D
ISLAMABAD (3.00 FY)							
	FY/qtr						
86/1	275	54	0	5	5	6.7	6
86/2	160	62	1	4	2	8.7	0
86/3	220	83	4	3	3	8.8	3
86/4	194	65	2	3	2	0.4	3
* Post Total *	---	---	---	---	---	---	---
	849	264	7	15	12	24.6	12
NEW DELHI (4.74 FY)							
	FY/qtr						
86/2	1213	103	16	14	14	2.2	3
86/3	2010	134	40	4	16	13.1	5
86/4	2192	290	42	15	1	25.8	6
*Post Total *	----	----	---	---	---	---	---
	5415	527	98	33	31	41.1	14
DHAKA (1.38 FY)							
	FY/qtr						
86/1	131	25	0	2	3	0.8	0
86/2	123	22	0	1	2	0	0
86/4	145	20	1	1	2	0	0
* Post Total *	---	---	---	---	---	---	---
	399	67	1	4	7	0.8	0
WELLINGTON (4.91 FY)							
	FY/qtr						
86/1	436	35	4	2	15	18.3	4
86/2	297	8	3	4	9	6.1	5
86/3	315	43	6	9	3	9.3	2
86/4	296	44	6	8	8	19.0	3
* Post Total *	----	----	---	---	---	---	---
	1344	130	19	23	35	52.7	14
MELBOURNE (3.63 FY)							
	FY/qtr						
86/1	222	90	9	0	35	6.2	6
86/2	208	33	19	0	26	2.0	5
86/3	196	45	23	0	23	7.6	4
86/4	209	65	18	0	33	1.9	8
* Post Total *	----	----	---	---	---	---	---
	835	233	69	0	117	17.7	23

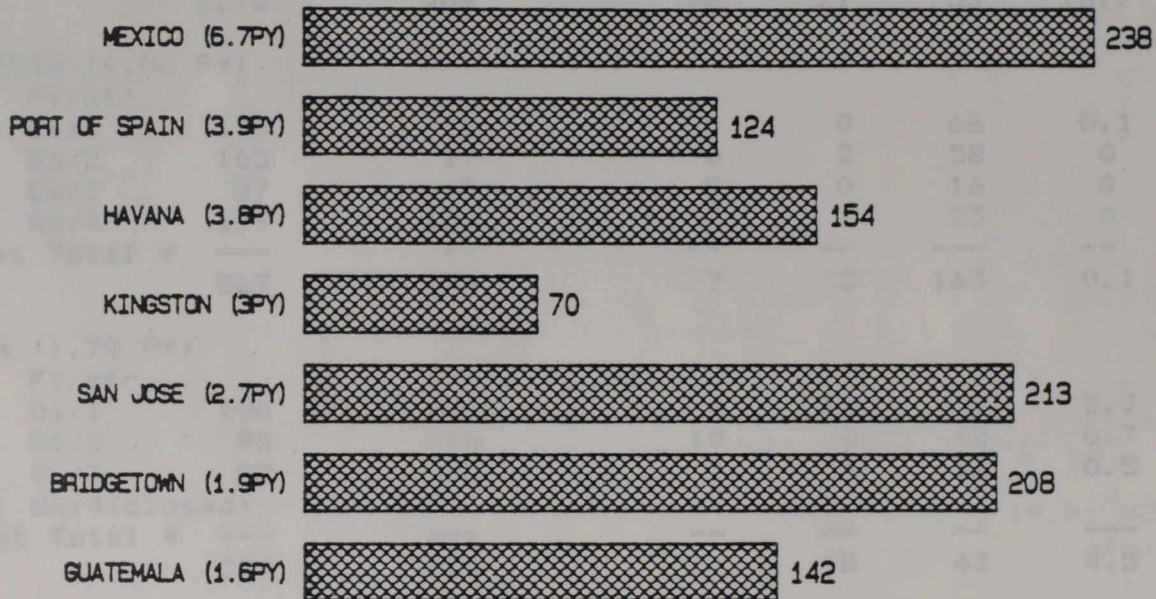
	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RPTS TO OTT	BUS RPT'D \$MN	AGENCY APPT'D
SYDNEY (5.96 PY)							
FY/qtr							
86/1	497	63	2	6	2	24.3	10
86/2	456	0	17	4	9	2.6	17
86/3	628	62	5	6	20	1.1	18
86/4	697	81	4	5	22	0.7	2
* Post Total *	2278	206	28	21	53	28.7	47
CANBERRA (4.00 PY)							
FY/qtr							
86/1	136	18	0	0	66	0.1	0
86/2	165	17	0	2	58	0	1
86/3	87	19	5	0	16	0	0
86/4	179	122	2	1	23	0	0
* Post Total *	567	176	7	3	163	0.1	1
PERTH (1.70 PY)							
FY/qtr							
86/1	106	36	4	11	9	3.3	5
86/2	96	16	10	3	12	0.7	4
86/3	82	82	7	4	22	0.5	5
86/4(closed)							
* Post Total *	284	134	21	18	43	4.5	14
ASIA/PACIFIC SOUTH TOTAL							
	21637	4558	431	471	1364	378.2	165
BANGKOK (3.28 PY)							
FY/qtr							
86/1	294	119	22	19	14	24.0	0
86/2	479	92	13	29	49	0	8
86/3	482	116	18	22	17	22.4	7
86/4	826	109	12	11	22	5.2	4
* Post Total *	2081	436	65	81	102	51.6	19
SINGAPORE (3.28 PY)							
FY/qtr							
86/1	294	119	22	19	14	24.0	0
86/2	479	92	13	29	49	0	8
86/3	482	116	18	22	17	22.4	7
86/4	826	109	12	11	22	5.2	4
* Post Total *	2081	436	65	81	102	51.6	19

SELECTED WORKLOAD INDICATORS

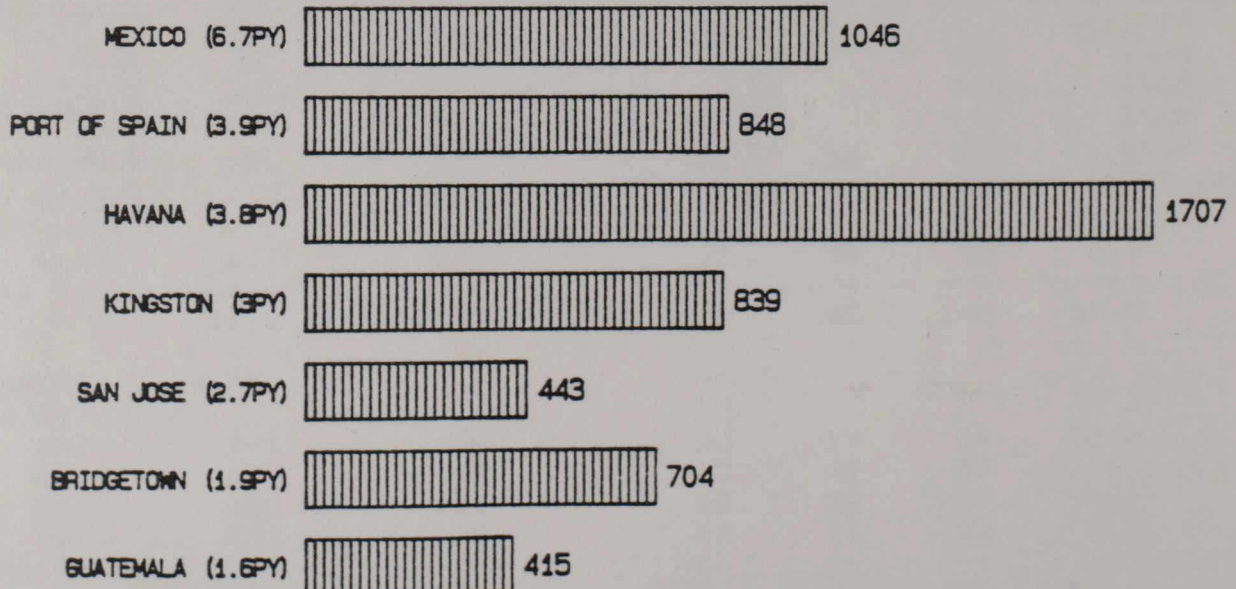
FY APRIL 1986 - MARCH 1987
CARIBBEAN/CENTRAL AMERICAN POSTS

(PYS refer to Trade
Program PYS)

CANADIAN BUSINESS VISITORS



CANADIAN TRADE ENQUIRIES

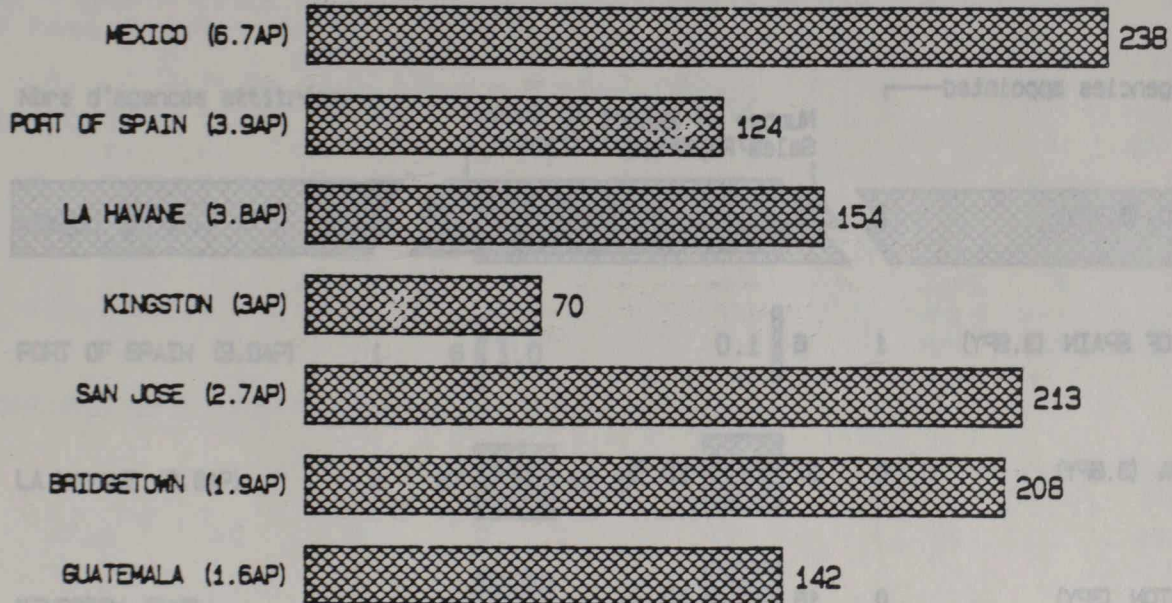


INDICATEURS DE TRAVAIL CHOISIS

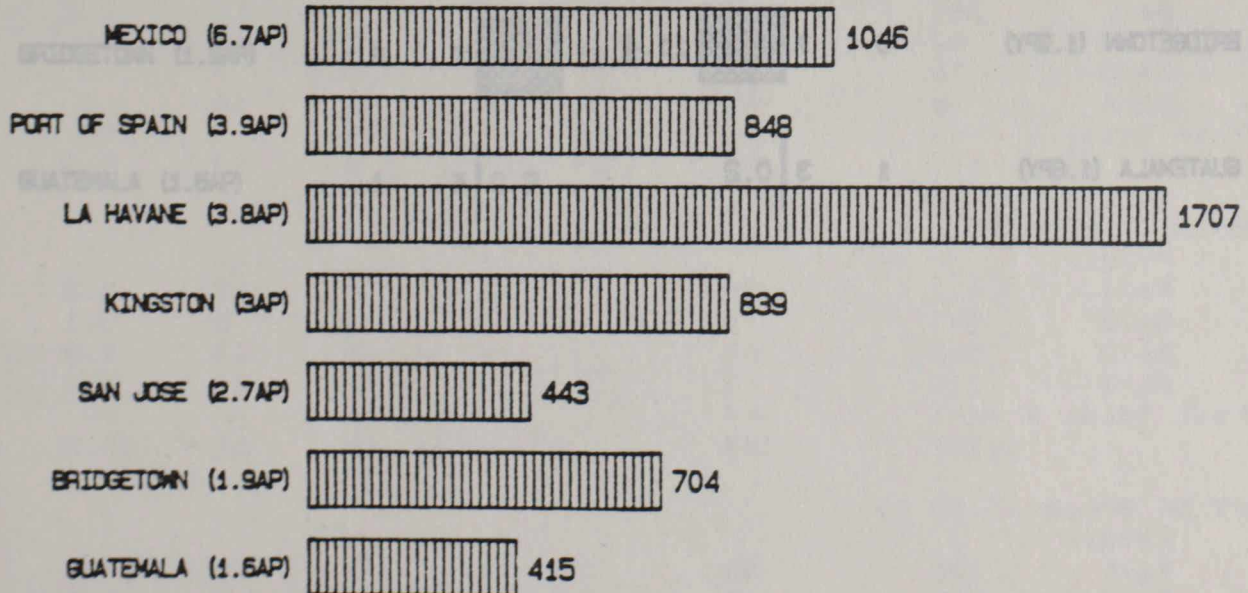
AF AVRIL 1986 - MARS 1987
MISSIONS SITUÉES AUX ANTILLES ET EN AMÉRIQUE CENTRALE

(AP du programme
commercial)

VISITES DE GENS D'AFFAIRES CANADIENS



DEMANDES CANADIENNES D'INFORMATION COMMERCIALE



BUSINESS REPORTED

BY CARIBBEAN/CENTRAL AMERICA POSTS
FY APRIL 1986 - MARCH 1987

VALUE
TRADE RELATED



VALUE
INVESTMENT RELATED

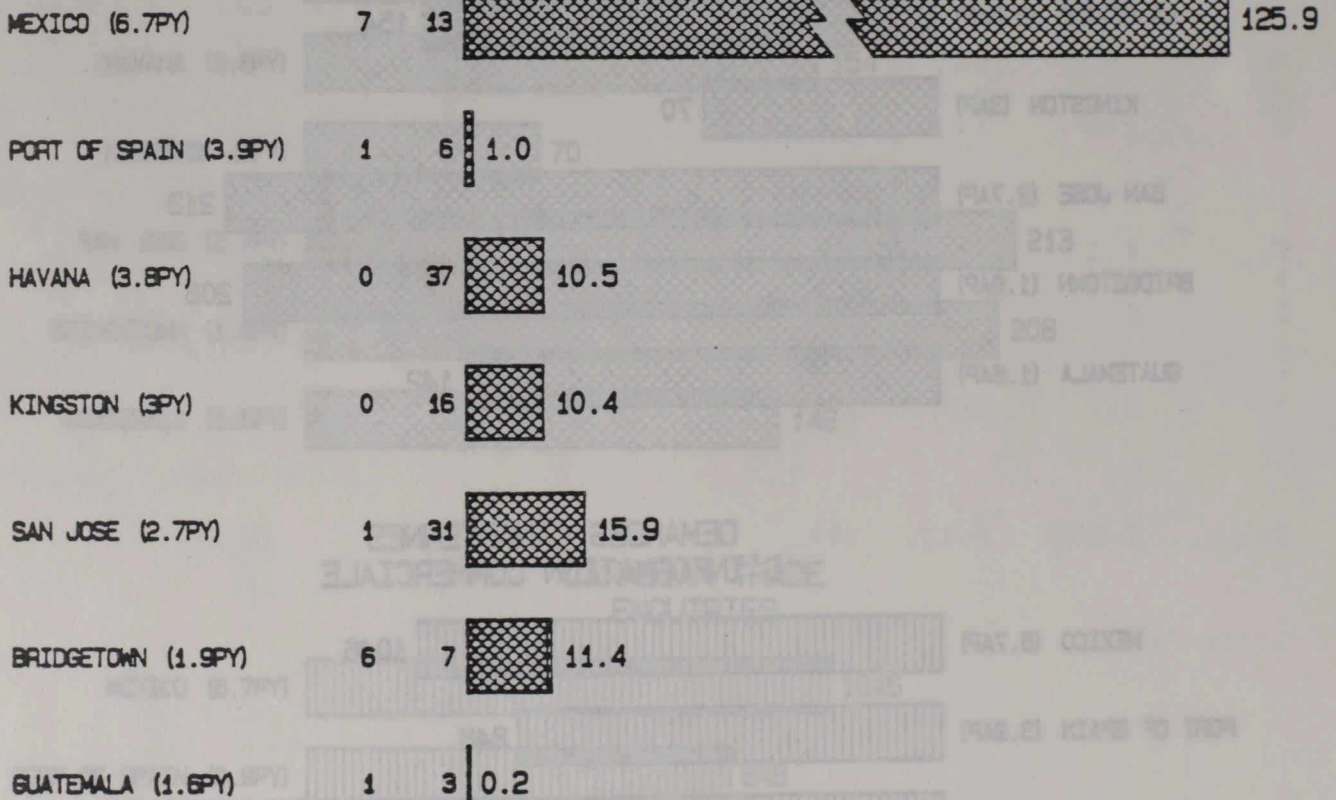


\$ MILLION \$

(FY refers to Trade Program PYS)

Nbr agencies appointed

Number of Export
Sales Reported



TPP-8602

ACTIVITÉ COMMERCIALE

PAR LES MISSIONS SITUÉES AUX ANTILLES ET EN AMÉRIQUE CENTRALE
AF AVRIL 1986 - MARS 1987

RELÉE AU
COMMERCE

RELÉE A
L'INVESTISSEMENT

VALEUR EN MILLION \$

(AP du programme commercial)

Nbre d'agences attirées

Nombre de ventes à
l'exportation rapporté

MEXICO (6.7AP)

7

13



125.9

PORT OF SPAIN (3.9AP)

1

6



1.0

LA HAVANE (3.8AP)

0

37



10.5

KINGSTON (3AP)

0

16



10.4

SAN JOSE (2.7AP)

1

31



15.9

BRIDGETOWN (1.9AP)

6

7



11.4

GUATEMALA (1.6AP)

1

3



0.2

SELECTED POST WORKLOAD TOTALS AND RESULTS
 FY 86/87
 APRIL 1986 - MARCH 1987

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RPTS TO OTT	BUS REP'T \$MN	AGENCY AFPT'D
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CARIBBEAN & CENTRAL AMERICA

MEXICO (6.71 FY)

FY/qtr							
86/1	245	57	25	21	35	14.0	0
86/2	242	34	9	17	43	91.8	0
86/3	264	80	10	26	29	3.7	1
86/4	295	67	15	9	52	16.4	6
* Post Total *	-----	---	--	--	---	--	---
	1046	238	59	73	159	125.9	7

SAN JOSE (2.70 FY)

FY/qtr							
86/1	128	42	0	2	24	6.0	1
86/2	63	56	1	6	13	1.5	0
86/3	111	55	2	0	20	4.8	0
86/4	141	60	7	4	17	3.6	0
* Post Total *	---	---	-	--	--	--	---
	443	213	10	12	74	15.9	1

GUATEMALA (1.55 FY)

FY/qtr							
86/1	165	31	5	4	3	0.2	0
86/2	82	28	0	2	2	0	0
86/3	72	38	0	0	7	0	0
86/4	96	45	0	1	10	0	1
* Post Total *	---	---	--	--	--	--	---
	415	142	5	7	22	0.2	1

HAVANA (3.82 FY)

FY/qtr							
86/1	411	39	0	3	11	0.2	0
86/2	545	15	0	8	8	5.1	0
86/3	512	58	0	5	19	1.8	0
86/4	239	42	0	2	14	3.4	0
* Post Total *	-----	---	-	--	--	--	---
	1707	154	0	18	52	10.5	0

PORT OF SPAIN (3.87 FY)

FY/qtr							
86/1	322	34	6	3	13	.7	0
86/2	186	24	8	1	8	0.1	0
86/3	138	31	5	1	21	0.1	0
86/4	202	35	0	2	21	0.1	1
* Post Total *	-----	---	--	-	--	-	---
	848	124	19	7	63	1.0	1

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS REP'T \$MN	AGENCY AFFT'D
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KINGSTON (2.95 FY)

FY/qtr	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS REP'T \$MN	AGENCY AFFT'D
86/1	228	24	1	1	15	0.1	0
86/2	178	12	0	0	4	4.0	0
86/3	168	15	2	0	4	3.0	0
86/4	265	19	1	1	9	3.3	0
* Post Total *	---	---	---	---	---	---	---
	839	70	4	2	32	10.4	0

BRIDGETOWN (1.90 FY)

FY/qtr	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS REP'T \$MN	AGENCY AFFT'D
86/1	221	30	0	3	0	0.2	4
86/2	52	4	0	0	2	0.0	0
86/3	207	57	0	3	7	8.6	0
86/4	224	117	0	2	5	2.6	2
* Post Total *	---	---	---	---	---	---	---
	704	208	0	8	14	11.4	6

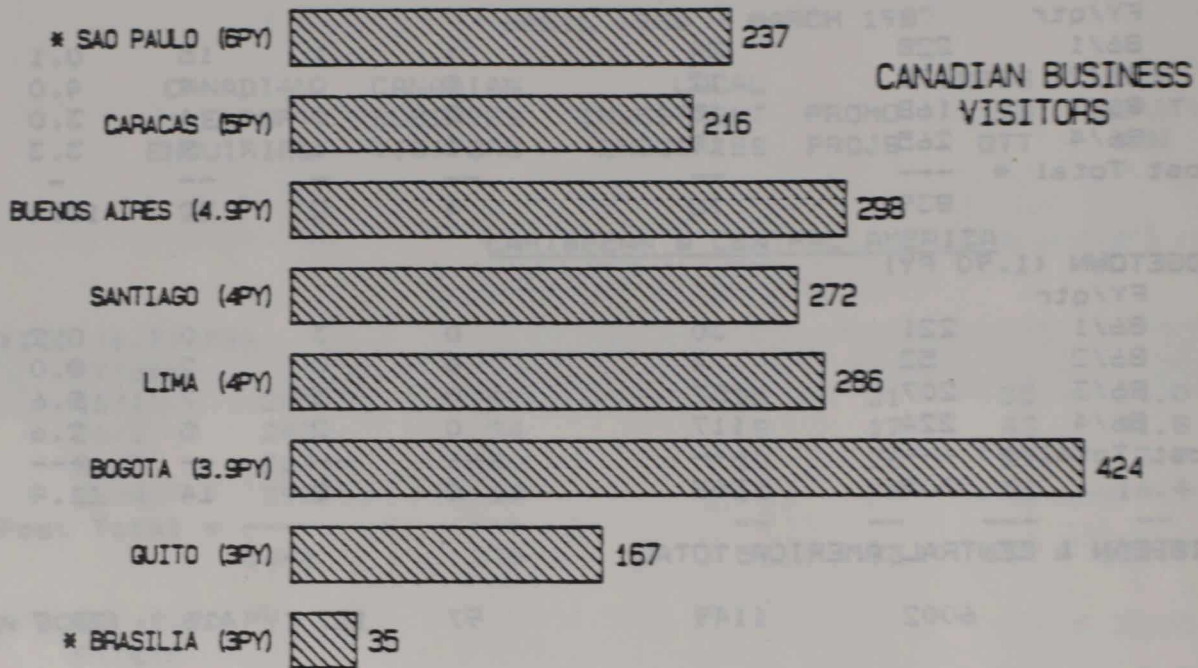
CARIBBEAN & CENTRAL AMERICA TOTAL

6002	1149	97	127	416	174.7	16
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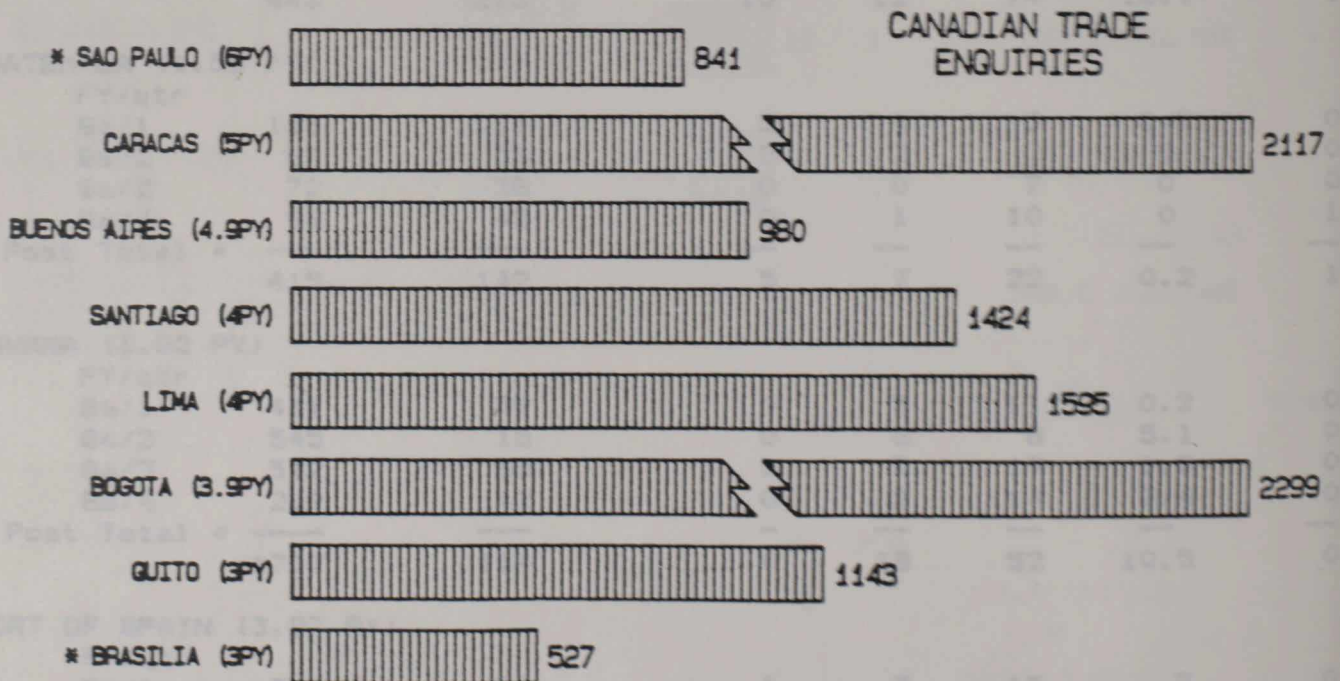
SELECTED WORKLOAD INDICATORS

FY APRIL 1986 - MARCH 1987
SOUTH AMERICAN POSTS

(PYS refer to Trade
Program PYS)



CANADIAN BUSINESS
VISITORS



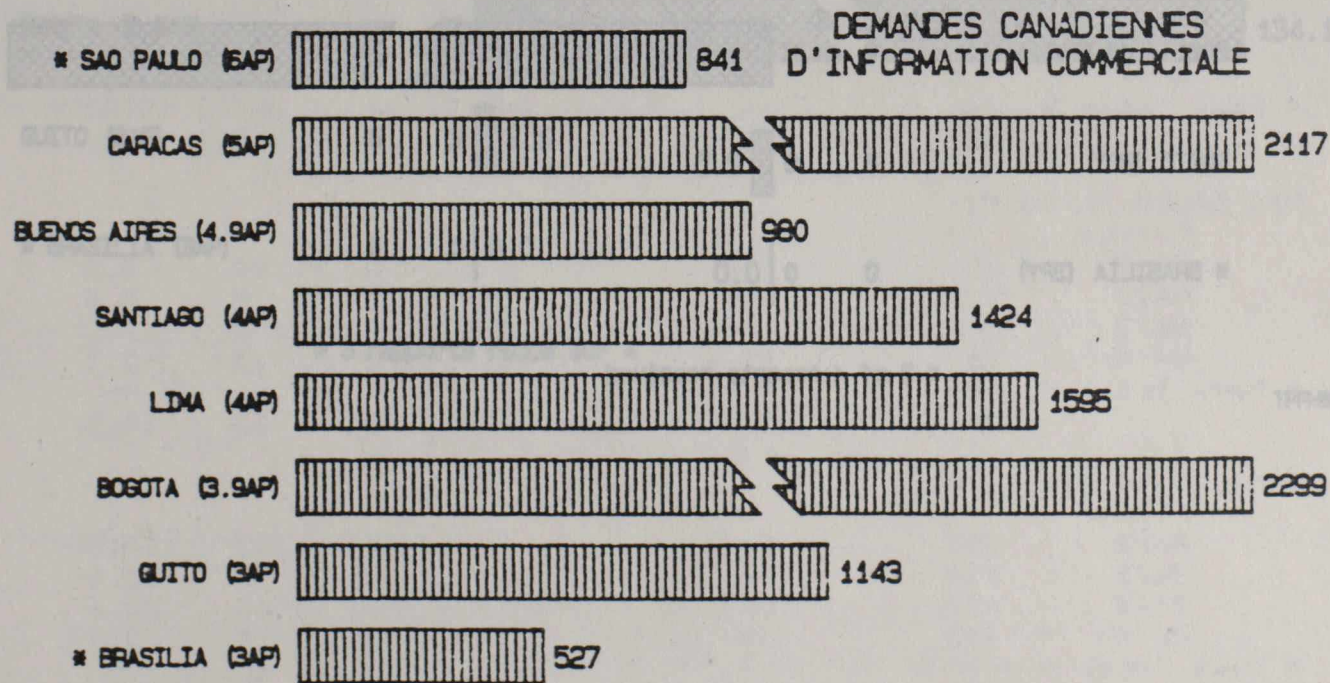
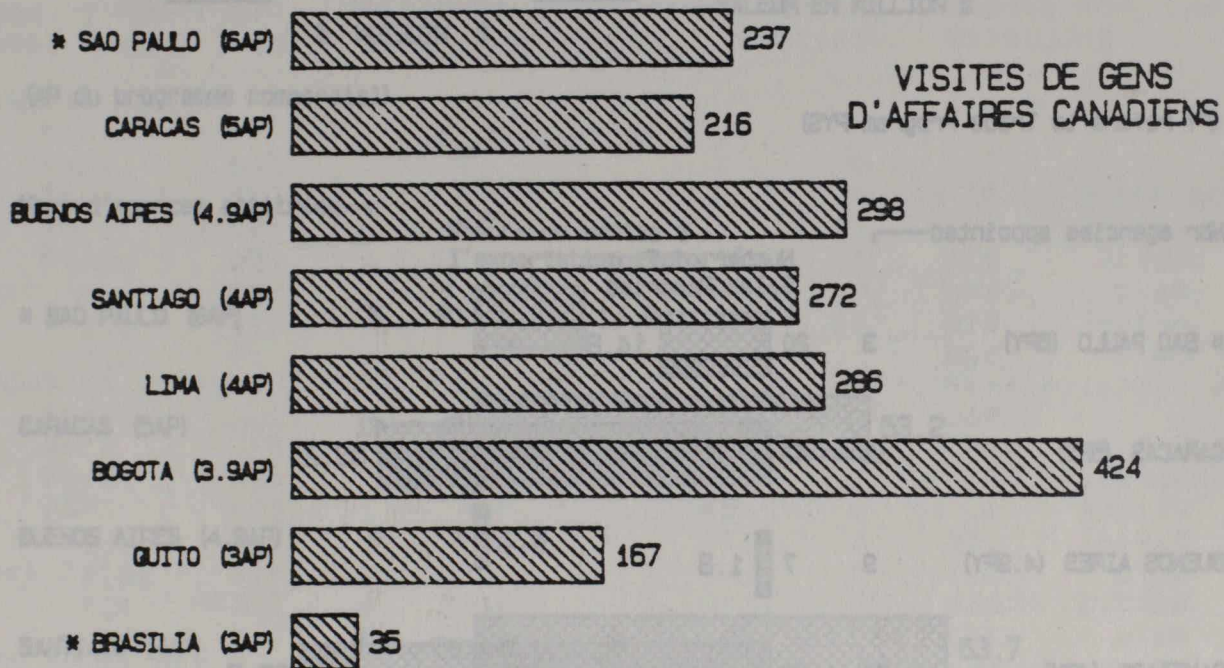
CANADIAN TRADE
ENQUIRIES

* 3 of 4 reports received

INDICATEURS DE TRAVAIL CHOISIS

AF AVRIL 1966 - MARS 1967
MISSIONS SITUÉES EN AMÉRIQUE DU SUD

(AP du programme commercial)



* 3 rapports reçus sur 4

BUSINESS REPORTED
 BY SOUTH AMERICA POSTS
 FY APRIL 1986 - MARCH 1987

VALUE
TRADE RELATED

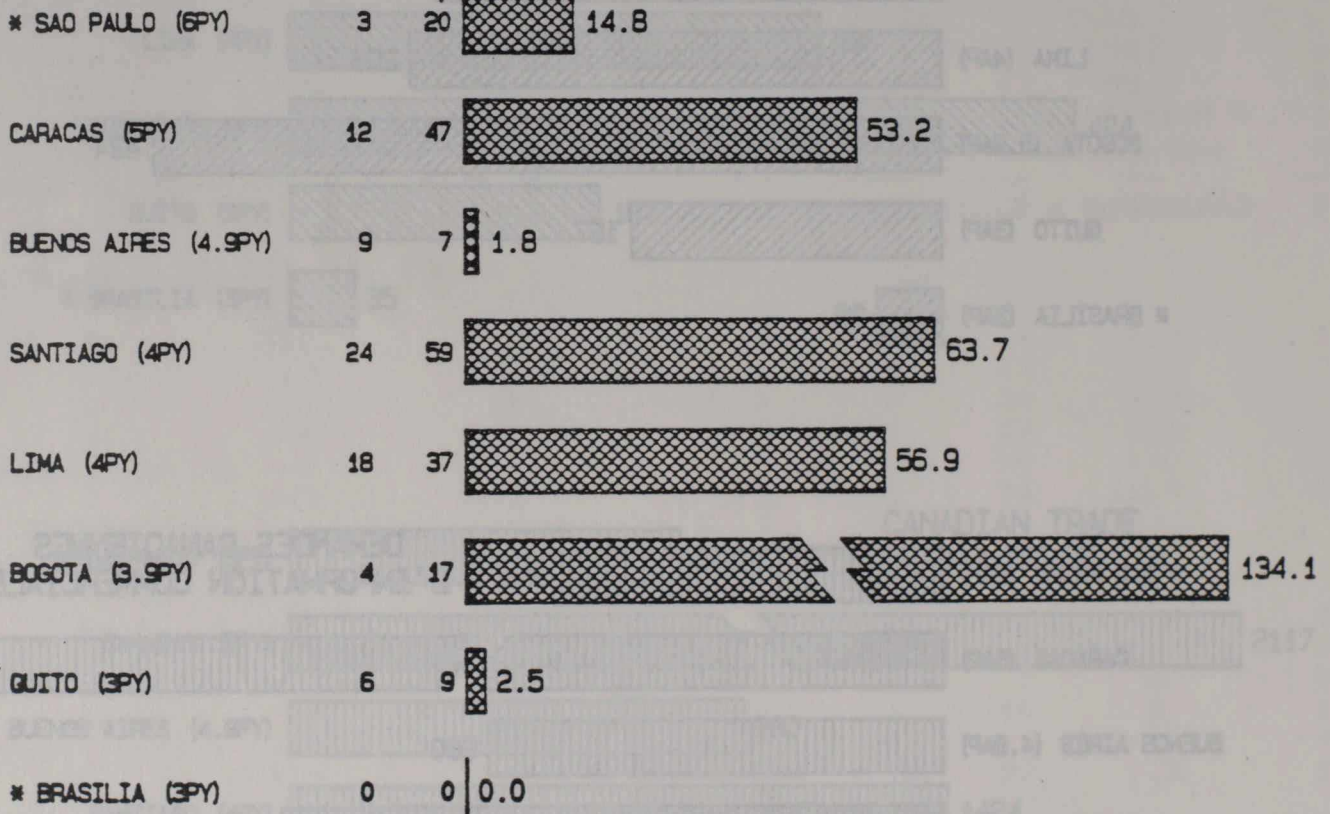
VALUE
INVESTMENT RELATED

\$ MILLION \$

(PY refers to Trade Program PYS)

Nbr agencies appointed

Number of Export
Sales Reported



* 3 of 4 reports received

TPH86S2

ACTIVITÉ COMMERCIALE

PAR LES MISSIONS SITUÉES EN AMÉRIQUE DU SUD

AF AVRIL 1986 - MARS 1987

RELÉE AU
COMMERCE

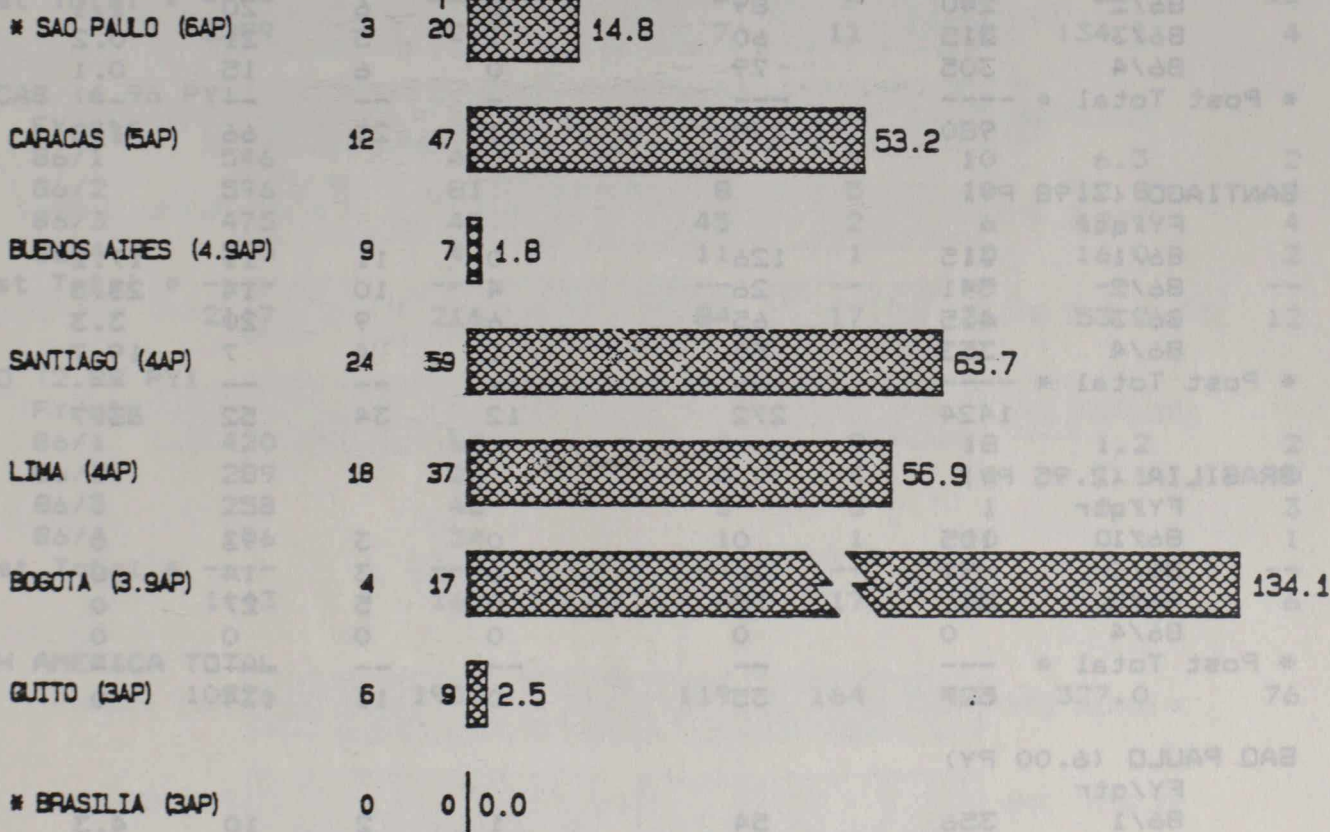
RELÉE A
L'INVESTISSEMENT

VALEUR EN MILLION \$

(AP du programme commercial)

Nbre d'agences attirées

Nombre de ventes à l'exportation rapporté



* 3 rapports reçus sur 4

TPP-8654

SELECTED POST WORKLOAD TOTALS AND RESULTS
FY 86/87
APRIL 1986 - MARCH 1987

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RPTS TO OTT	BUS REP'T \$MN	AGENCY APPT'D
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SOUTH AMERICA

BUENOS AIRES (4.92 FY)

FY/qtr							
86/1	220	70	0	6	10	0.4	3
86/2	240	89	0	6	20	1.1	3
86/3	215	60	1	5	21	0.2	2
86/4	305	79	0	6	15	0.1	1
* Post Total *	-----	---	-	--	--	--	--
	980	298	1	23	66	1.8	9

SANTIAGO (3.98 FY)

FY/qtr							
86/1	315	126	0	11	11	17.2	3
86/2	341	26	4	10	14	23.5	2
86/3	415	65	6	9	20	3.3	13
86/4	353	55	2	4	7	19.7	6
* Post Total *	-----	---	--	--	--	--	--
	1424	272	12	34	52	63.7	24

BRASILIA (2.95 FY)

FY/qtr							
86/1	105	0	0	3	93	0	0
86/2	91	20	0	3	14	0	0
86/3	331	15	0	5	27	0	0
86/4	0	0	0	0	0	0	0
* Post Total *	---	--	--	--	---	--	--
	527	35	0	11	134	0	0

SAO PAULO (6.00 FY)

FY/qtr							
86/1	356	54	1	2	10	4.3	1
86/2	222	95	0	7	8	8.4	2
86/3	0	0	0	0	0	0	0
86/4	263	88	0	8	15	2.1	0
* Post Total *	---	---	-	--	---	--	--
	841	237	1	17	33	14.8	3

LIMA (3.98 FY)

FY/qtr							
86/1	383	81	2	12	22	14.8	3
86/2	330	46	2	7	8	15.6	2
86/3	477	100	5	9	10	20.6	9
86/4	405	59	1	6	14	5.9	4
* Post Total *	-----	---	--	--	---	--	--
	1595	286	10	34	54	56.9	18

	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RPTS TO OTT	BUS REP'T \$MN	AGENCY AFPT'D
--	---------------------------------	----------------------------------	----------------------------------	----------------	-------------------	----------------------	------------------

BOGOTA (3.90 PY)

FY/qtr							
86/1	633	90	1	0	5	33.5	0
86/2	537	61	1	4	3	0.0	4
86/3	529	57	4	3	3	97.8	0
86/4	600	216	1	4	7	2.8	0
* Post Total *	2299	424	7	11	18	134.1	4

CARACAS (4.96 PY)

FY/qtr							
86/1	546	41	20	9	10	6.3	2
86/2	596	81	8	5	10	12.8	4
86/3	475	47	45	2	6	18.1	4
86/4	500	47	11	1	10	16.0	2
* Post Total *	2117	216	84	17	36	53.2	12

QUITO (2.99 PY)

FY/qtr							
86/1	420	68	0	9	18	1.2	2
86/2	289	20	0	4	4	1.1	0
86/3	258	45	3	3	1	0.1	3
86/4	176	34	1	1	10	0.1	1
* Post Total *	1143	167	4	17	33	2.5	6

SOUTH AMERICA TOTAL

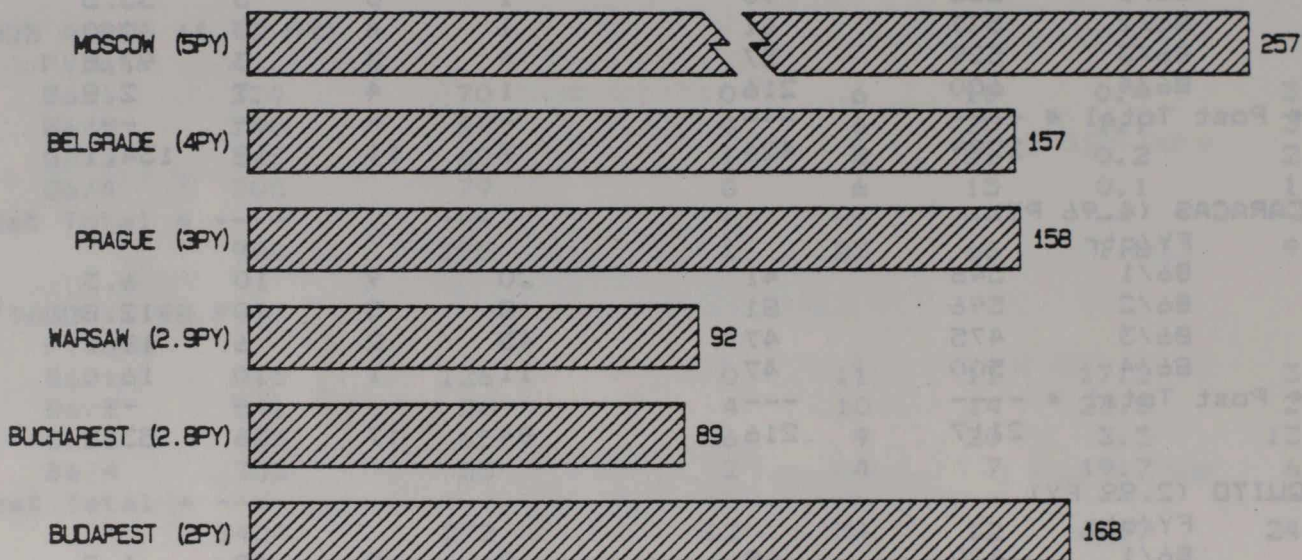
10926	1935	119	164	426	327.0	76
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SELECTED WORKLOAD INDICATORS

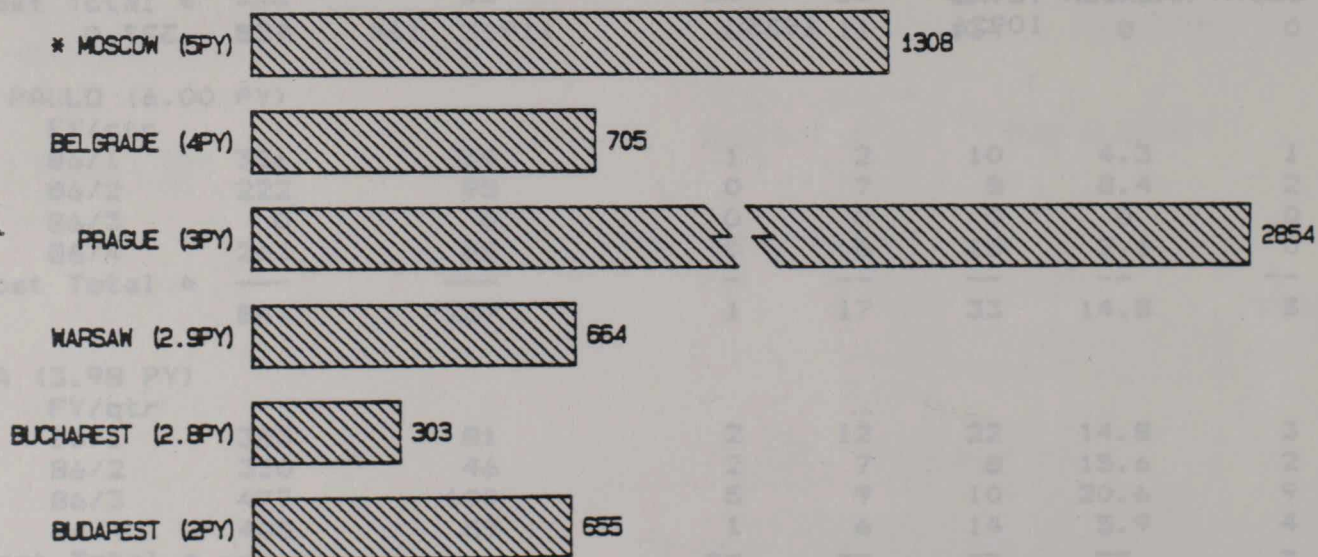
FY APRIL 1986 - MARCH 1987
EAST EUROPE POSTS

(PY refers to Trade Program PYS)

CANADIAN BUSINESS VISITORS



CANADIAN TRADE ENQUIRIES



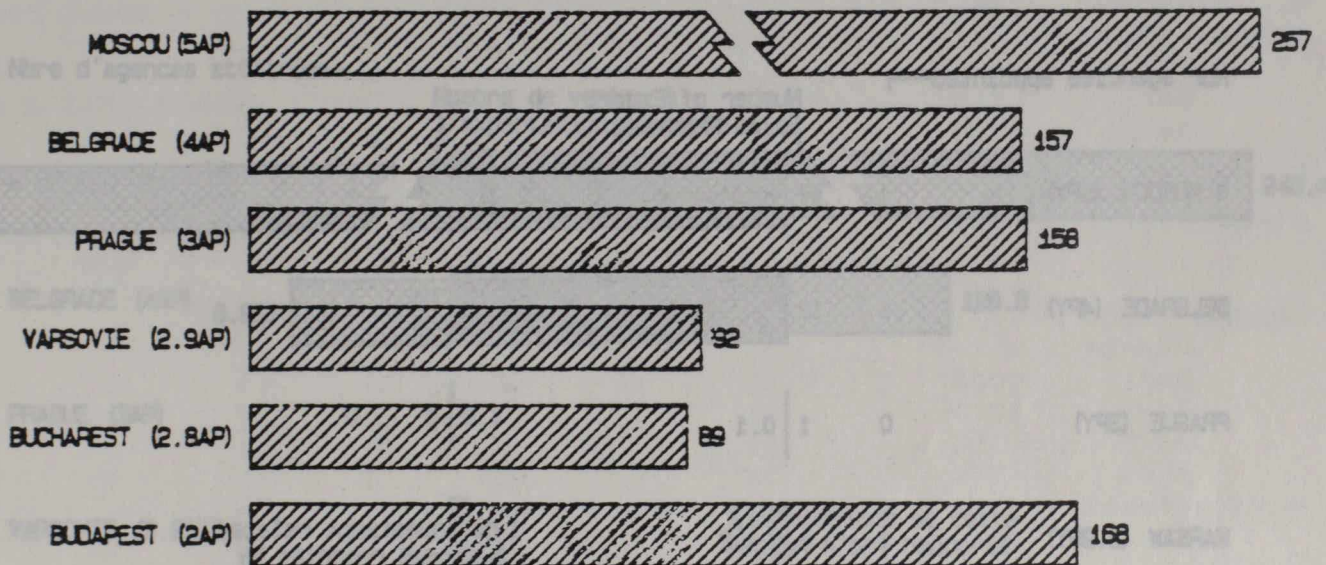
* 3 of 4 reports received

INDICATEURS DE TRAVAIL CHOISIS

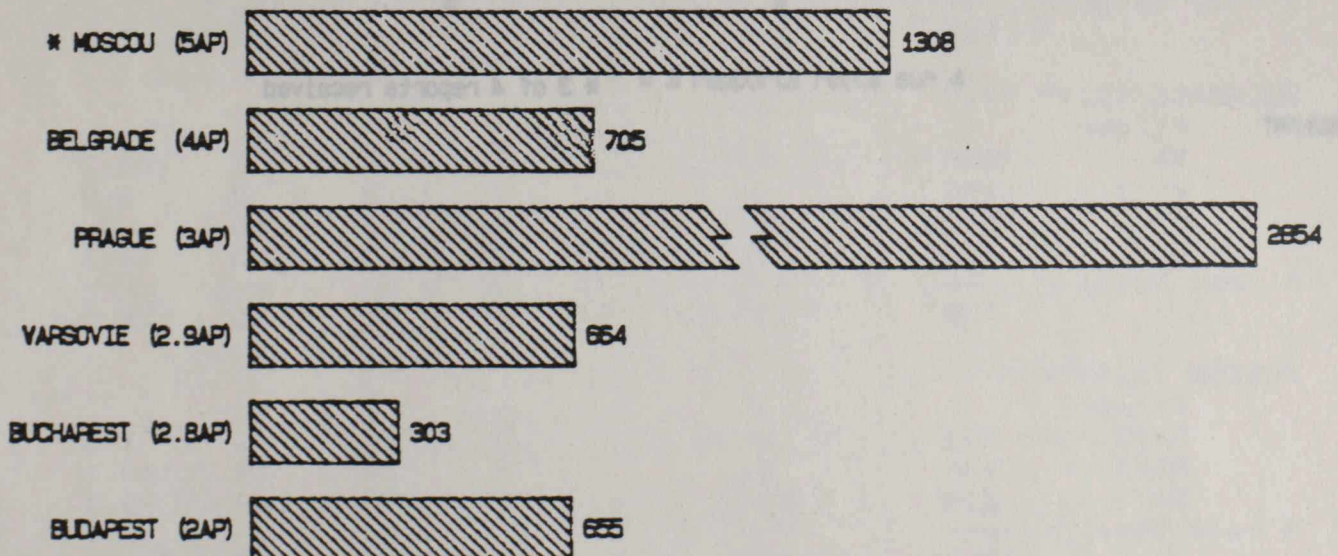
AF AVRIL 1986 - MARS 1987
MISSIONS SITUÉES EN EUROPE DE L'EST

(AP du programme
commercial)

VISITES DE GENS D'AFFAIRES CANADIENS



DEMANDES CANADIENNES D'INFORMATION COMMERCIALE



* 3 rapports reçus sur 4

BUSINESS REPORTED
 BY POSTS EAST EUROPE POSTS
 FY APRIL 1986 - MARCH 1987

VALUE
 TRADE RELATED

VALUE
 INVESTMENT RELATED



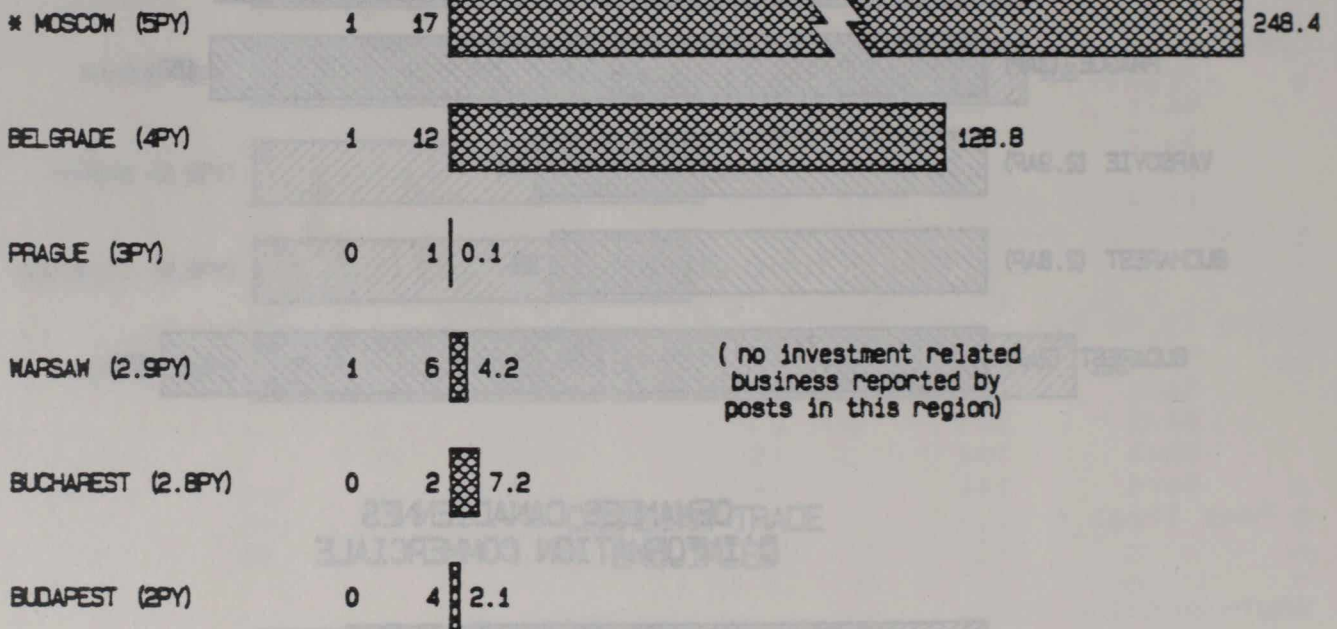
\$ MILLION

\$

(PY refers to Trade Program PYS)

Nbr agencies appointed

Number of Export
 Sales Reported



(no investment related
 business reported by
 posts in this region)

* 3 of 4 reports received

TPP-8682

ACTIVITÉ COMMERCIALE

PAR LES MISSIONS SITUÉES EN EUROPE DE L'EST
AF AVRIL 1986 - MARS 1987

RELÉE AU
COMMERCE

RELÉE A
L'INVESTISSEMENT

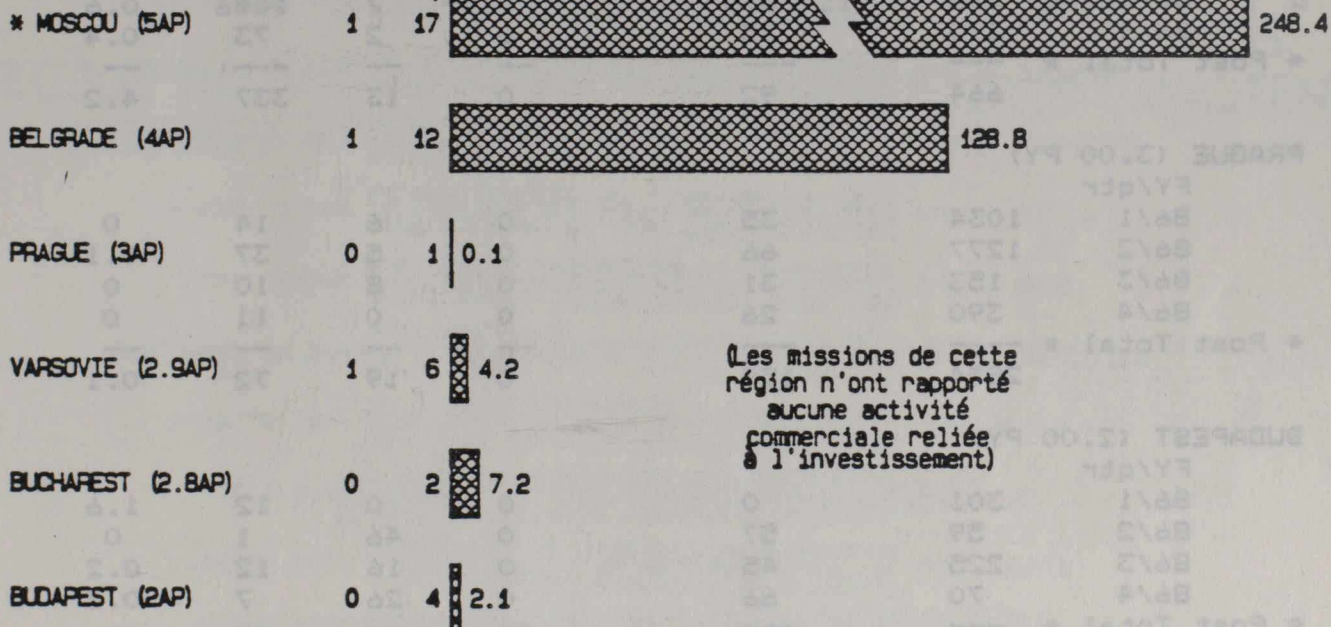


VALEUR EN MILLION \$

(AP du programme commercial)

Nbre d'agences attitrées

Nombre de ventes à l'exportation rapporté



(Les missions de cette région n'ont rapporté aucune activité commerciale reliée à l'investissement)

* 3 rapports reçus sur 4

SELECTED POST WORKLOAD TOTALS AND RESULTS
 FY 86/87
 APRIL 1986 -MARCH 1987

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RPTS TO OTT	BUS RPT'D \$MN	AGENCY APPT'D
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USSR & EAST EUROPE

WARSAW (2.90 PY)

FY/qtr							
86/1	110	17	0	2	13	0.7	0
86/2	130	17	0	2	142	2.5	1
86/3	134	35	0	7	109	0.6	0
86/4	290	23	0	2	73	0.4	0
* Post Total *	---	---	---	---	---	---	---
	664	92	0	13	337	4.2	1

PRAGUE (3.00 PY)

FY/qtr							
86/1	1034	35	0	6	14	0	0
86/2	1277	66	0	5	37	0.1	0
86/3	153	31	0	8	10	0	0
86/4	390	26	0	0	11	0	0
* Post Total *	----	---	---	---	---	---	---
	2854	158	0	19	72	0.1	0

BUDAPEST (2.00 PY)

FY/qtr							
86/1	301	0	0	0	12	1.6	0
86/2	59	57	0	46	1	0	0
86/3	225	45	0	16	12	0.2	0
86/4	70	66	0	26	7	0.3	0
* Post Total *	---	---	---	---	---	---	---
	655	168	0	88	32	2.1	0

BELGRADE (3.97 PY)

FY/qtr							
86/1	257	43	0	6	2	105.7	0
86/2	180	44	0	5	2	6.9	0
86/3	145	38	0	6	6	0	1
86/4	123	32	0	3	5	16.2	0
* Post Total *	---	---	---	---	---	---	---
	705	157	0	20	15	128.8	1

MOSCOW (4.99 PY)

FY/qtr							
86/2	262	56	0	22	0	1.8	0
86/3	408	81	0	16	38	150.1	1
86/4	638	120	0	29	49	96.5	0
* Post Total *	----	---	---	---	---	---	---
	1308	257	0	67	87	248.4	1

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS RPT'D \$MN	AGENCY AFFT'D
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BUCHAREST (2.80 PY)

FY/qtr	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS RPT'D \$MN	AGENCY AFFT'D
86/1	76	15	0	4	31	0	0
86/2	86	21	0	1	15	0	0
86/3	71	36	0	1	9	6.8	0
86/4	70	17	0	4	18	0.4	0
* Post Total *	---	--	-	-	---	--	-
	303	89	0	10	73	7.2	0

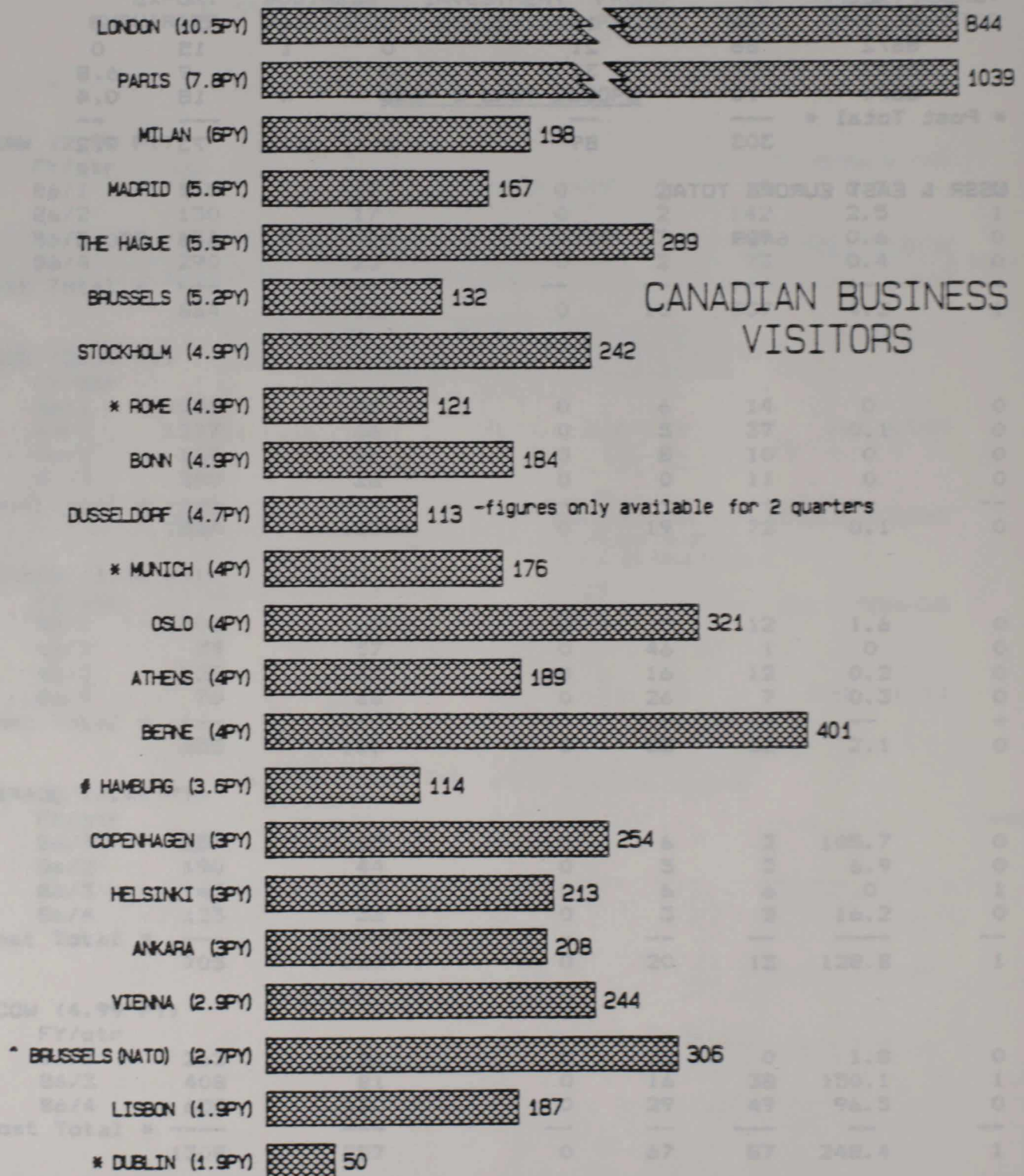
USSR & EAST EUROPE TOTAL

6489	921	0	217	616	390.8	3
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SELECTED WORKLOAD INDICATORS & RESULTS

FY APRIL 1986 - MARCH 1987
WESTERN EUROPEAN POSTS

(FY refers to Trade
Program PYS)



CANADIAN BUSINESS VISITORS

* 3 of 4 reports received

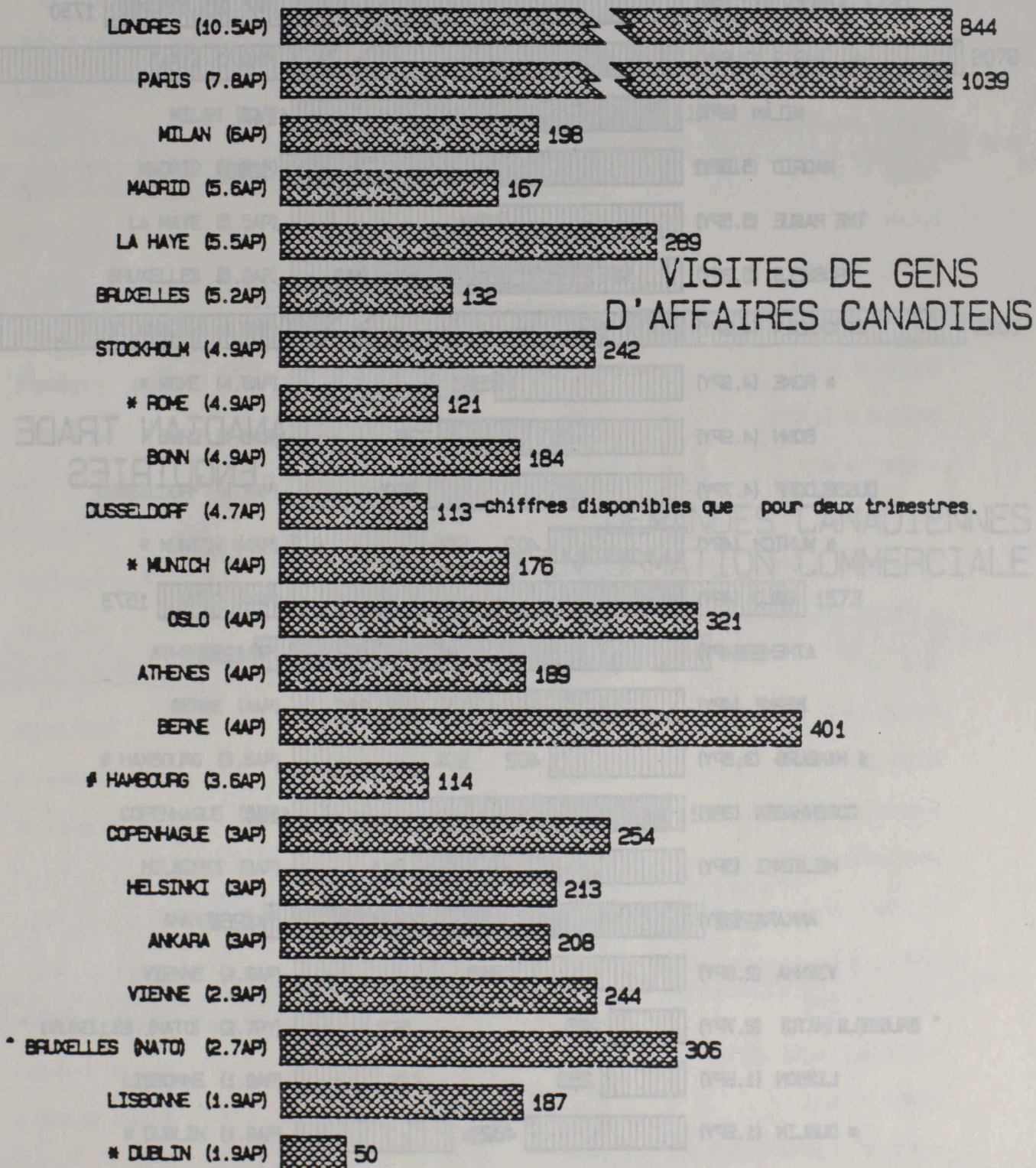
* commenced reports 9/86

post closed 1/87

INDICATEURS DE TRAVAIL CHOISIS

AF AVRIL 1986 - MARS 1987
MISSIONS SITUÉES EN EUROPE DE L'OUEST

(AP du programme commercial)



* 3 rapports reçus sur 4

* début des rapports: 9/86

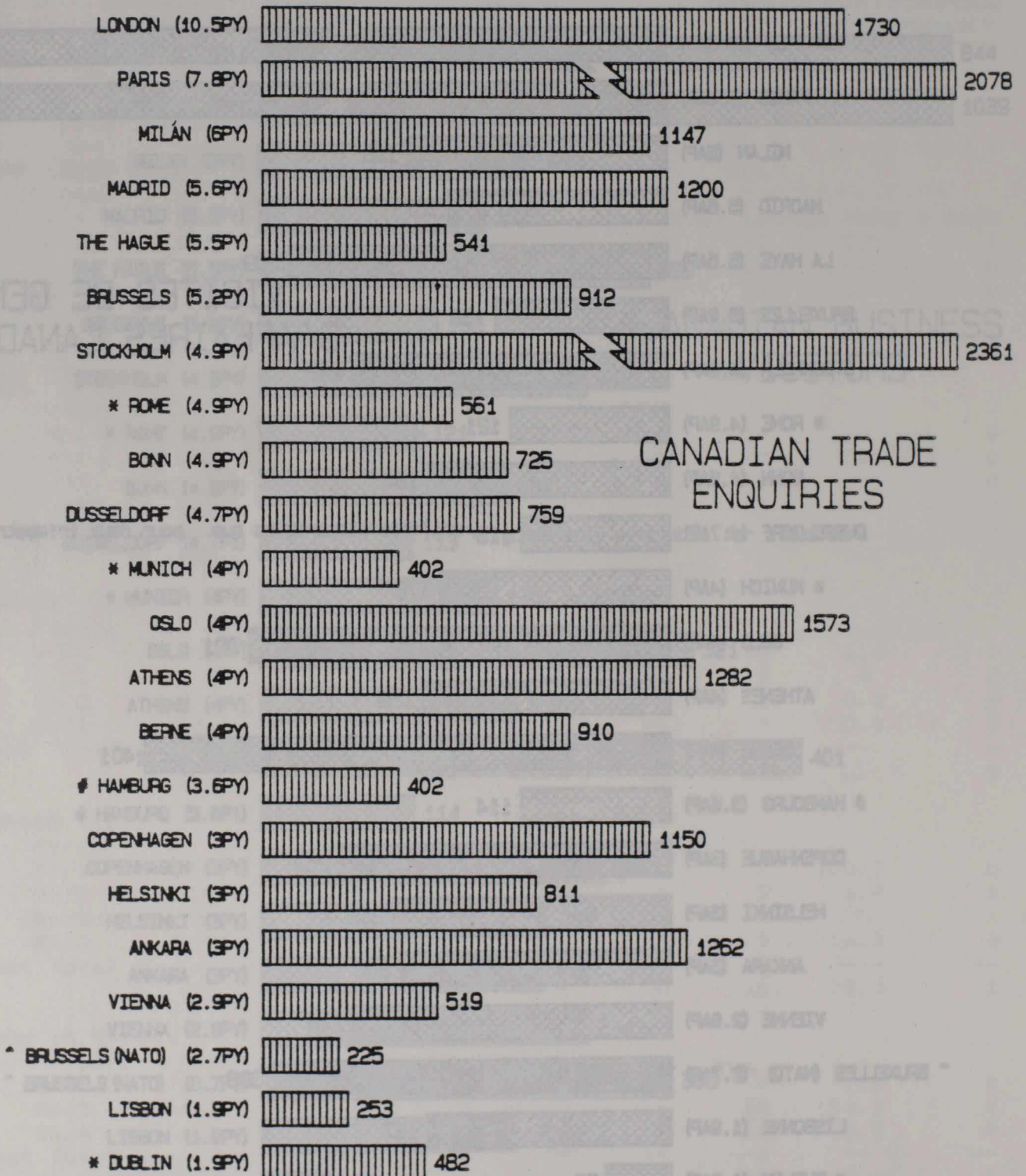
mission fermée 1/87

SELECTED WORKLOAD INDICATORS & RESULTS

FY APRIL 1986 - MARCH 1987

WESTERN EUROPEAN POSTS

(PY refers to Trade Program PYS)



CANADIAN TRADE ENQUIRIES

* 3 of 4 reports received

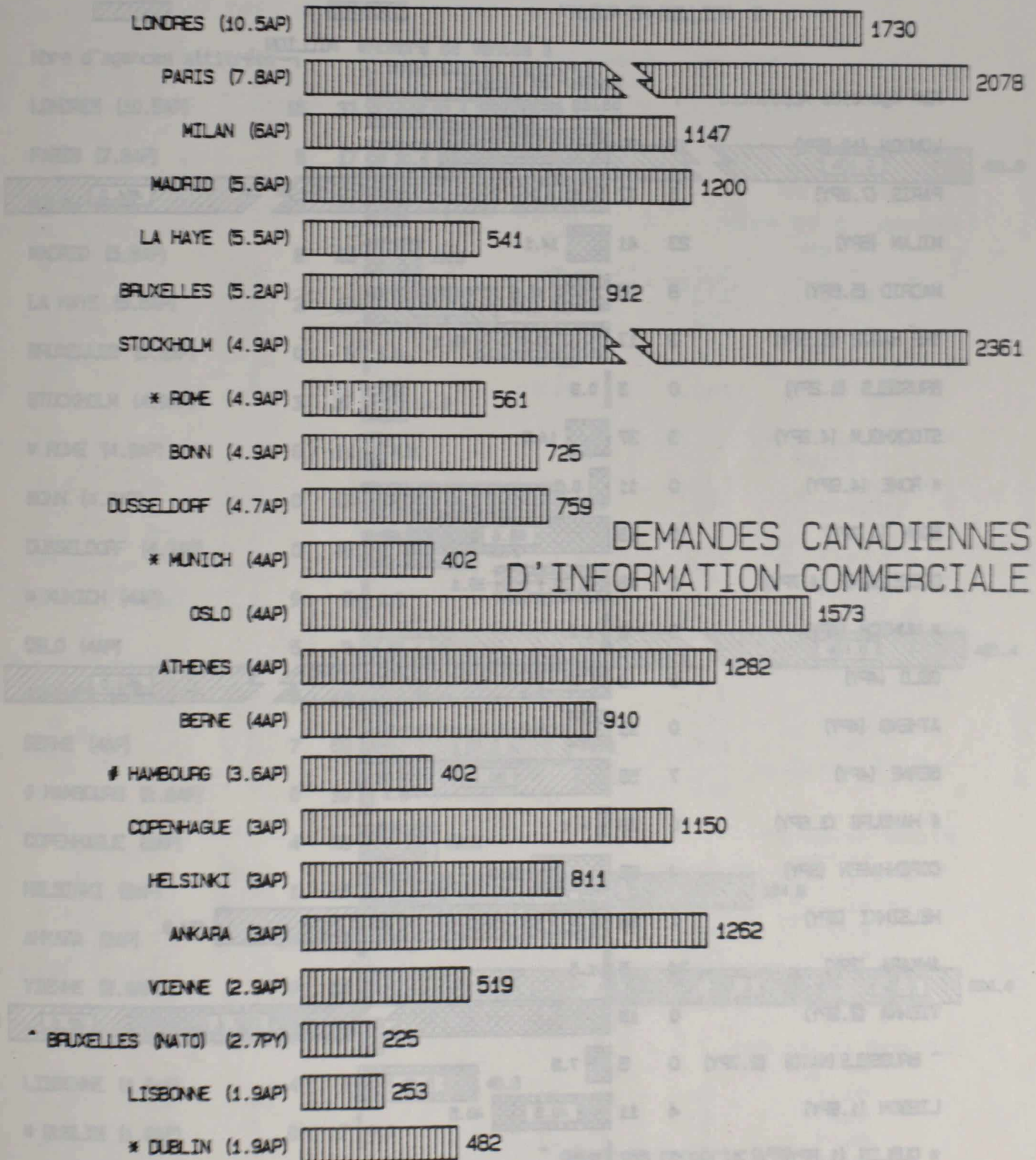
* commenced reports 9/86

post closed 1/87

INDICATEURS DE TRAVAIL CHOISIS

AF AVRIL 1986 - MARS 1987
MISSIONS SITUÉES EN EUROPE DE L'OUEST

(AP du programme commercial)





DEMANDES CANADIENNES
D'INFORMATION COMMERCIALE

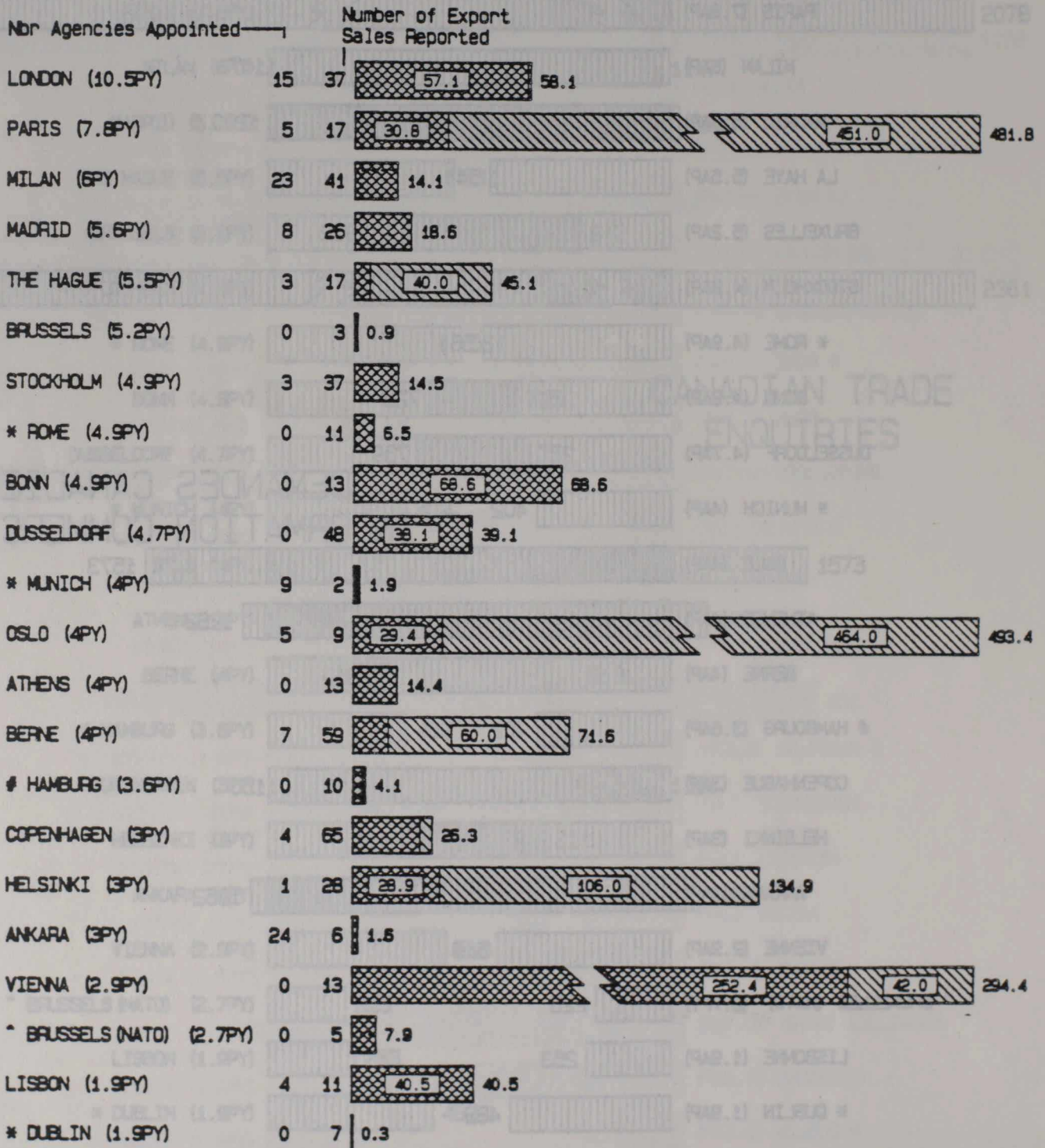
* 3 rapports reçus sur 4

* débuts des rapports: 9/86

mission fermée 1/87

BUSINESS REPORTED
 BY WESTERN EUROPE POSTS
 FY APRIL 1986 - MARCH 1987

VALUE
 TRADE RELATED  VALUE
 INVESTMENT RELATED 
 \$ MILLION



* 3 of 4 reports received

^ commenced reports 9/86

post closed 1/87

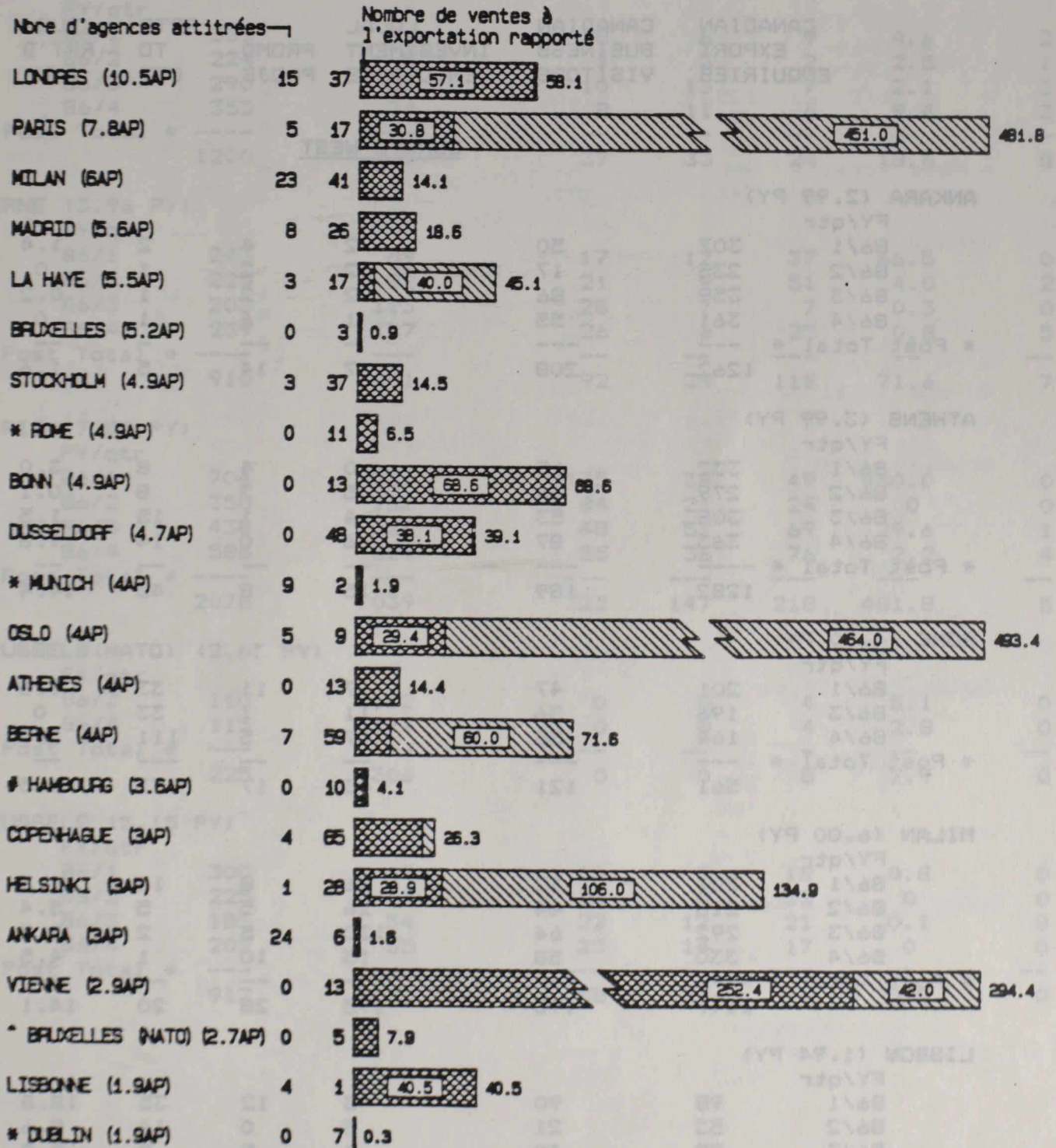
ACTIVITÉ COMMERCIALE

PAR LES MISSIONS SITUÉES EN EUROPE DE L'OUEST
AF AVRIL 1986 - MARS 1987

RELIÉE AU
COMMERCE

RELIÉE A
L'INVESTISSEMENT

VALEUR EN MILLION \$



* début des rapports: 9/86

3 rapports reçus sur 4

mission fermée 1/8

SELECTED POST WORKLOAD TOTALS AND RESULTS
FY 86/87

APRIL 1986 - MARCH 1987

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RPTS TO OTT	BUS RPT'D \$MN	AGENCY APFT'D
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EUROPE WEST

ANKARA (2.99 PY)

FY/qtr							
86/1	307	50	2	4	2	1.4	1
86/2	235	17	2	2	1	0	0
86/3	359	86	2	2	1	0.2	8
86/4	361	55	1	6	1	0	15
* Post Total *	1262	208	7	14	5	1.6	24

ATHENS (3.99 PY)

FY/qtr							
86/1	332	15	0	4	8	3.0	0
86/2	279	34	5	3	8	0.1	0
86/3	308	53	4	1	15	1.5	0
86/4	363	87	6	0	14	9.8	0
* Post Total *	1282	189	15	8	45	14.4	0

ROME (4.90 PY)

FY/qtr							
86/1	201	47	17	11	33	0.8	0
86/3	196	36	11	1	33	0	0
86/4	164	38	17	5	111	5.7	0
* Post Total *	561	121	45	17	177	6.5	0

MILAN (6.00 PY)

FY/qtr							
86/1	307	32	36	8	12	1.3	2
86/2	218	44	26	5	5	5.4	3
86/3	292	64	120	5	2	2.9	11
86/4	330	58	13	10	1	4.5	7
* Post Total *	1147	198	195	28	20	14.1	23

LISBON (1.94 PY)

FY/qtr							
86/1	98	90	3	12	35	18.8	1
86/2	53	21	3	0	14	9.6	1
86/3	38	40	0	5	9	9.9	0
86/4	64	36	0	4	15	2.2	2
* Post Total *	253	187	6	21	73	40.5	4

	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS RFT'D \$MN	AGENCY AFPT'D
MADRID (5.55 PY)							
FY/qtr							
86/1	333	91	18	6	9	4.6	2
86/2	224	5	1	3	2	2.5	1
86/3	290	37	10	13	7	2.1	2
86/4	353	34	8	11	6	9.4	3
* Post Total *	-----	----	---	---	---	---	---
	1200	167	37	33	24	18.6	8
BERNE (3.96 PY)							
FY/qtr							
86/1	243	89	17	17	37	66.5	0
86/2	225	22	21	9	51	4.0	2
86/3	203	113	28	7	7	0.3	0
86/4	239	177	26	6	23	0.8	5
* Post Total *	-----	----	---	---	---	---	---
	910	401	92	39	118	71.6	7
PARIS (7.80 PY)							
FY/qtr							
86/1	704	227	135	38	49	450.0	0
86/2	350	122	84	21	24	0	0
86/3	438	366	48	52	69	29.6	1
86/4	586	324	55	36	76	2.2	4
* Post Total *	-----	----	---	---	---	---	---
	2078	1039	322	147	218	481.8	5
BRUSSELS (NATO) (2.65 PY)							
FY/qtr							
86/3	110	132	0	0	4	5.1	0
86/4	115	174	0	0	4	2.8	0
* Post Total *	-----	----	---	---	---	---	---
	225	306	0	0	8	7.9	0
BRUSSELS (5.15 PY)							
FY/qtr							
86/1	300	49	26	7	18	0.8	0
86/2	225	14	20	0	15	0	0
86/3	185	34	22	12	21	0.1	0
86/4	202	35	20	14	17	0	0
* Post Total *	-----	----	---	---	---	---	---
	912	132	88	33	71	0.9	0

	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RPTS TO OTT	BUS RPT 'D \$MN	AGENCY APFT 'D
THE HAGUE (5.54 PY)							
FY/qtr							
86/1	118	79	12	4	17	43.2	2
86/2	105	65	23	5	22	0.1	0
86/3	130	63	18	6	52	1.7	0
86/4	188	82	8	7	57	0.1	1
* Post Total *	---	---	---	---	---	---	---
	541	289	61	22	148	45.1	3
VIENNA (2.93 PY)							
FY/qtr							
86/1	124	83	41	11	15	250.7	0
86/2	123	50	58	9	4	0.1	0
86/3	121	55	117	13	2	36.2	0
86/4	151	56	196	16	8	7.4	0
* Post Total *	---	---	---	---	---	---	---
	519	244	412	49	29	294.4	0
BONN (4.85 PY)							
FY/qtr							
86/1	200	27	30	27	36	13.9	0
86/2	150	17	2	7	19	5.8	0
86/3	187	71	59	7	32	20.4	0
86/4	188	69	50	5	28	28.5	0
* Post Total *	---	---	---	---	---	---	---
	725	184	141	46	115	68.6	0
DUSSELDORF (4.66 PY)							
FY/qtr							
86/1	215	n.a.	56	12	22	11.4	0
86/2	154	n.a.	32	12	14	1.2	0
86/3	206	40	29	7	22	19.0	0
86/4	184	73	26	19	14	7.5	0
* Post Total *	---	---	---	---	---	---	---
	759	113	143	50	72	39.1	0
HAMBURG (3.64 PY)							
FY/qtr							
86/1	152	94	113	7	10	0	0
86/2	107	0	14	0	3	0.1	0
86/3	143	20	19	0	5	4.0	0
86/4(closed)							
* Post Total *	---	---	---	---	---	---	---
	402	114	146	7	18	4.1	0

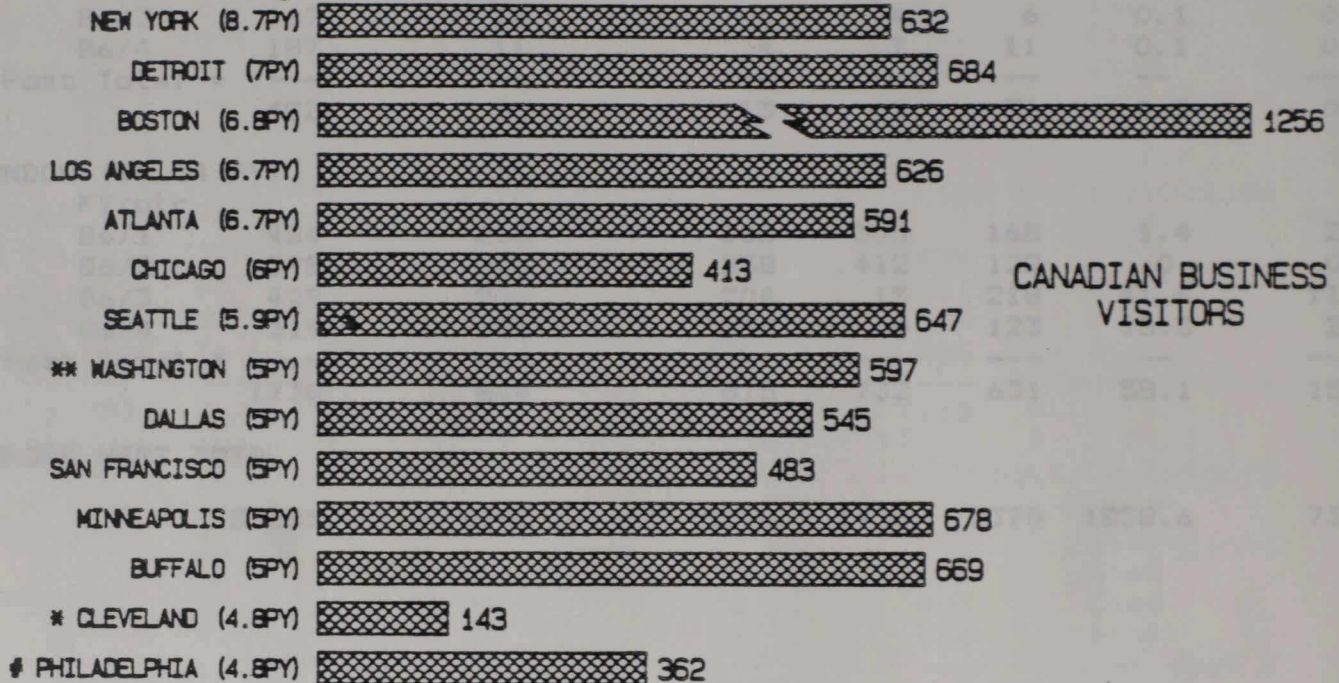
	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS RFT'D \$MN	AGENCY AFPT'D	
MUNICH (3.96 FY)								
	FY/qtr							
	86/1	194	64	111	10	10	0.4	4
	86/2	140	44	38	0	0	1.0	4
	86/3	68	68	18	9	7	0.5	1
	* Post Total *	---	---	---	---	---	---	---
		402	176	167	19	17	1.9	9
HELSINKI (2.95 FY)								
	FY/qtr							
	86/1	156	57	81	3	26	12.7	0
	86/2	151	53	36	7	44	2.1	0
	86/3	236	81	71	4	55	75.1	0
	86/4	268	22	42	2	43	45.0	1
	* Post Total *	---	---	---	---	---	---	---
		811	213	230	16	168	134.9	1
STOCKHOLM (4.88 FY)								
	FY/qtr							
	86/1	750	65	44	49	6	0	0
	86/2	558	56	28	23	17	7.8	0
	86/3	506	81	90	8	4	0.1	2
	86/4	547	40	56	3	28	6.6	1
	* Post Total *	---	---	---	---	---	---	---
		2361	242	218	83	55	14.5	3
OSLO (3.97 FY)								
	FY/qtr							
	86/1	306	102	15	8	99	24.4	0
	86/2	355	80	46	6	59	1.6	1
	86/3	380	91	57	15	67	467.0	2
	86/4	532	48	59	21	65	0.4	2
	* Post Total *	---	---	---	---	---	---	---
		1573	321	177	50	290	493.4	5
COPENHAGEN (3.00 FY)								
	FY/qtr							
	86/1	256	79	68	12	10	4.7	0
	86/2	170	38	12	1	2	0.3	0
	86/3	320	54	12	4	15	15.6	2
	86/4	404	83	8	1	17	5.7	2
	* Post Total *	---	---	---	---	---	---	---
		1150	254	100	18	44	26.3	4

	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS RFT'D \$MN	AGENCY AFF'T'D
DUBLIN (1.91 FY)							
FY/qtr							
86/2	128	23	3	7	7	0.1	0
86/3	167	16	6	4	6	0.1	0
86/4	187	11	4	7	11	0.1	0
* Post Total *	---	---	---	---	---	---	---
	482	50	13	18	24	0.3	0
LONDON (10.54 FY)							
FY/qtr							
86/1	484	213	308	305	168	1.4	2
86/2	298	240	238	412	122	0	0
86/3	429	206	204	15	218	41.4	11
86/4	519	185	125	0	123	15.3	2
* Post Total *	---	---	---	---	---	---	---
	1730	844	875	732	631	58.1	15
EUROPE WEST TOTAL							
	21285	5992	3590	1450	2370	1838.6	73

SELECTED WORKLOAD INDICATORS

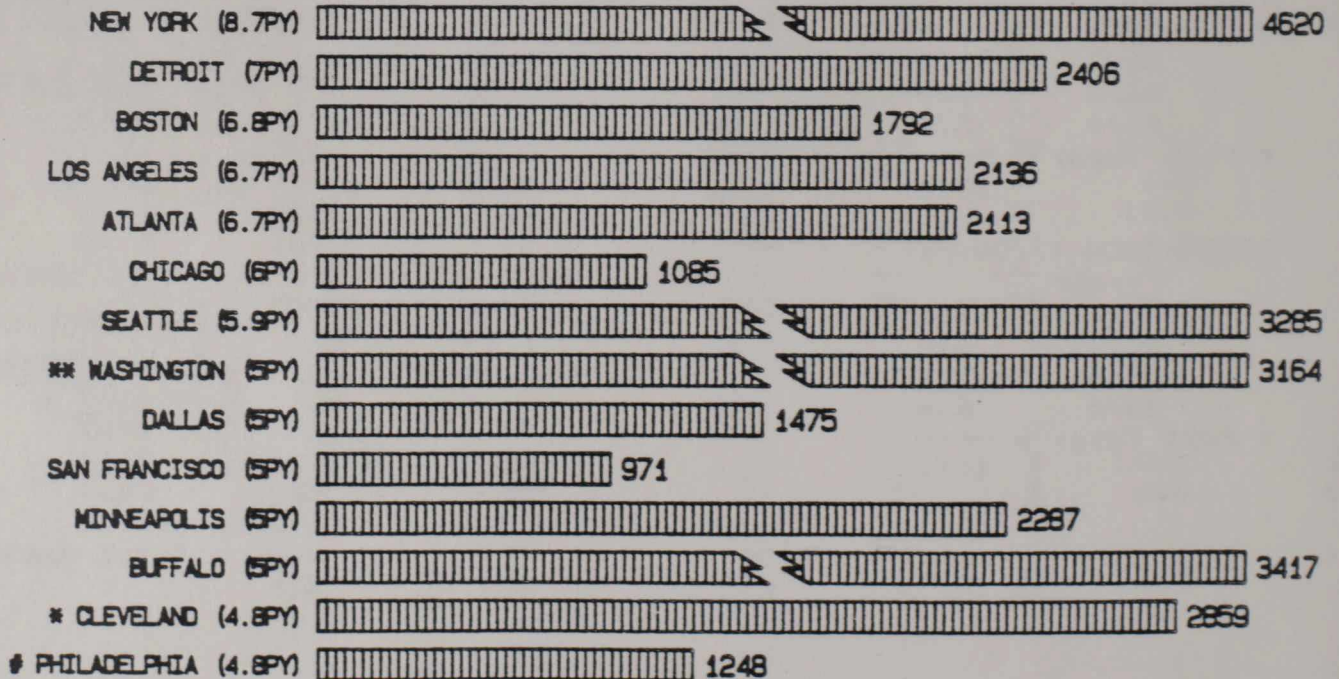
FY APRIL 1986 - MARCH 1987
U.S.A. POSTS

(PYS refer to Trade
Program PYS)



CANADIAN BUSINESS
VISITORS

CANADIAN TRADE
ENQUIRIES



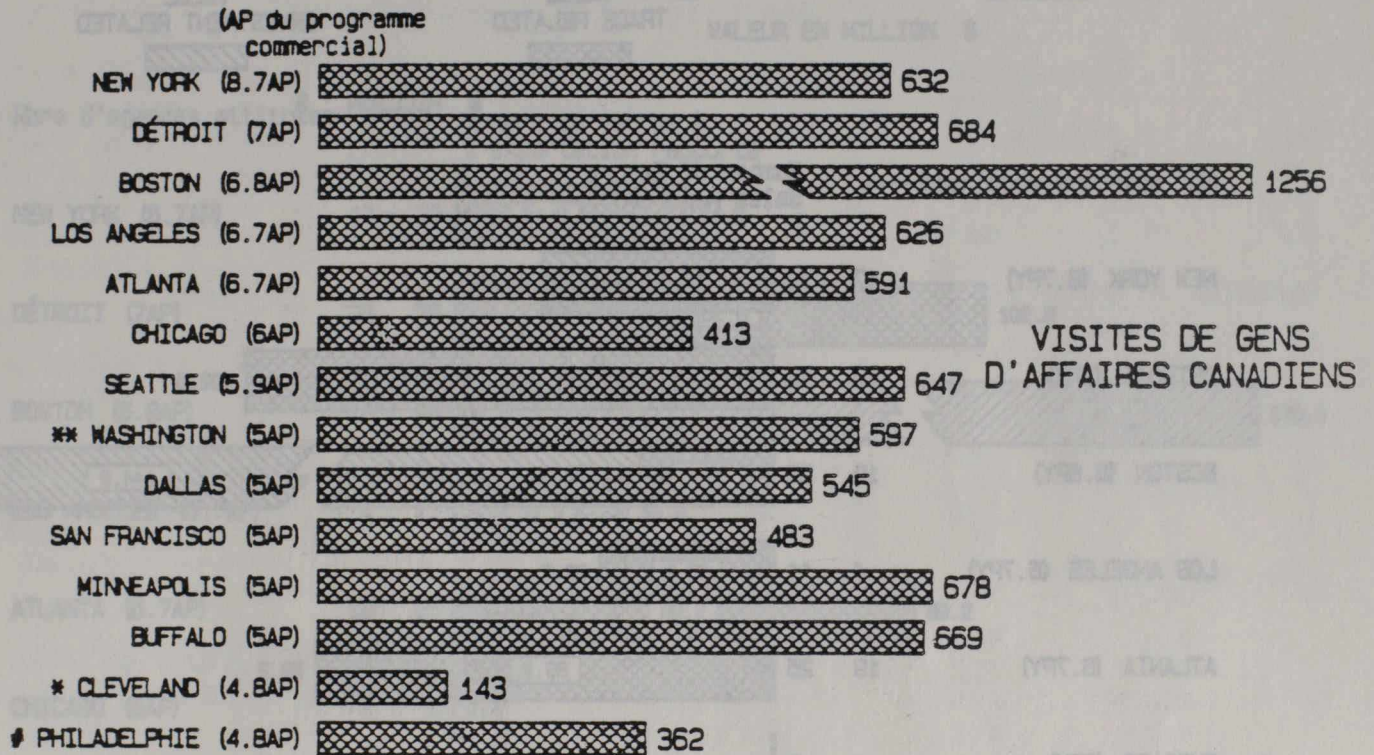
** 2 of 4 reports
received

* 3 OF 4 reports received

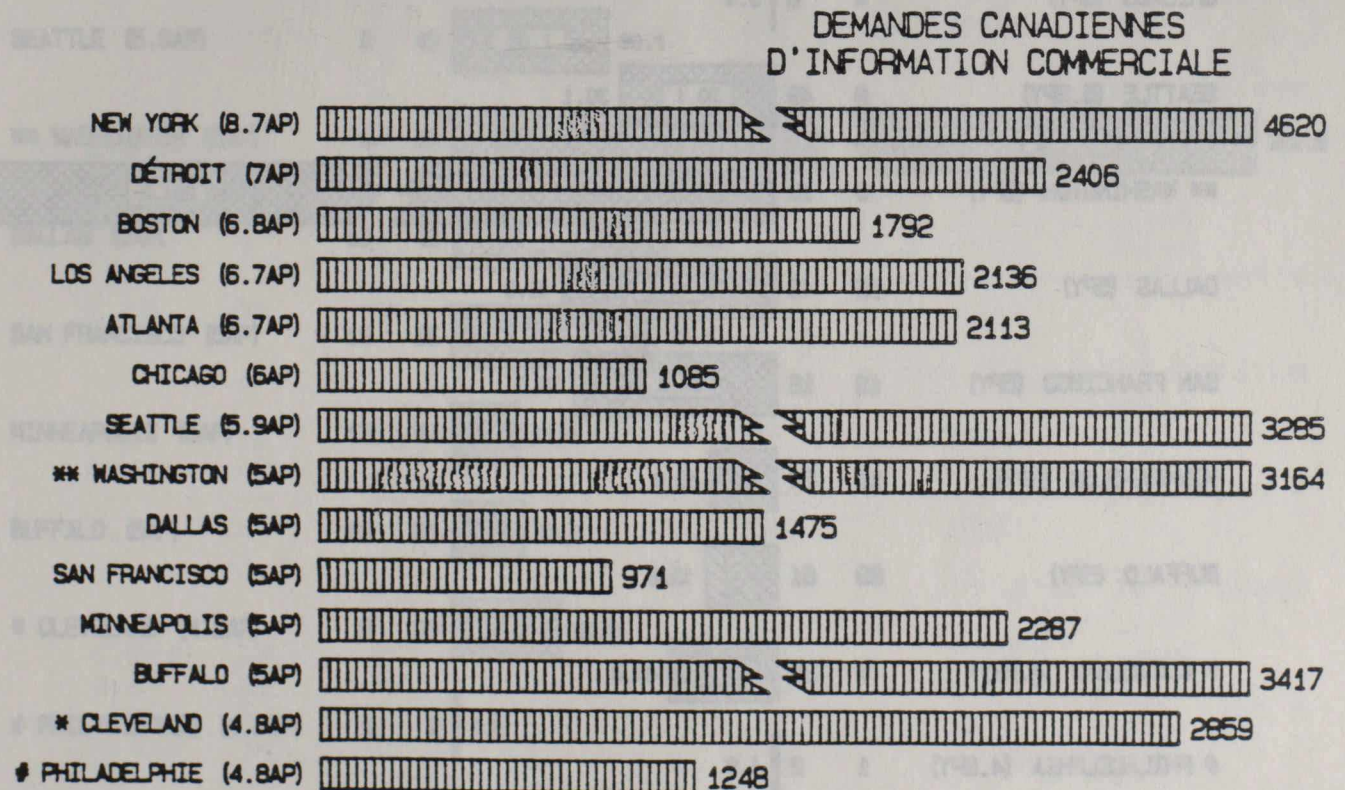
post closed 1/87

INDICATEURS DE TRAVAIL CHOISIS

AF AVRIL 1986 - MARS 1987
MISSIONS SITUÉES AUX ETATS-UNIS



VISITES DE GENS
D'AFFAIRES CANADIENS



DEMANDES CANADIENNES
D'INFORMATION COMMERCIALE

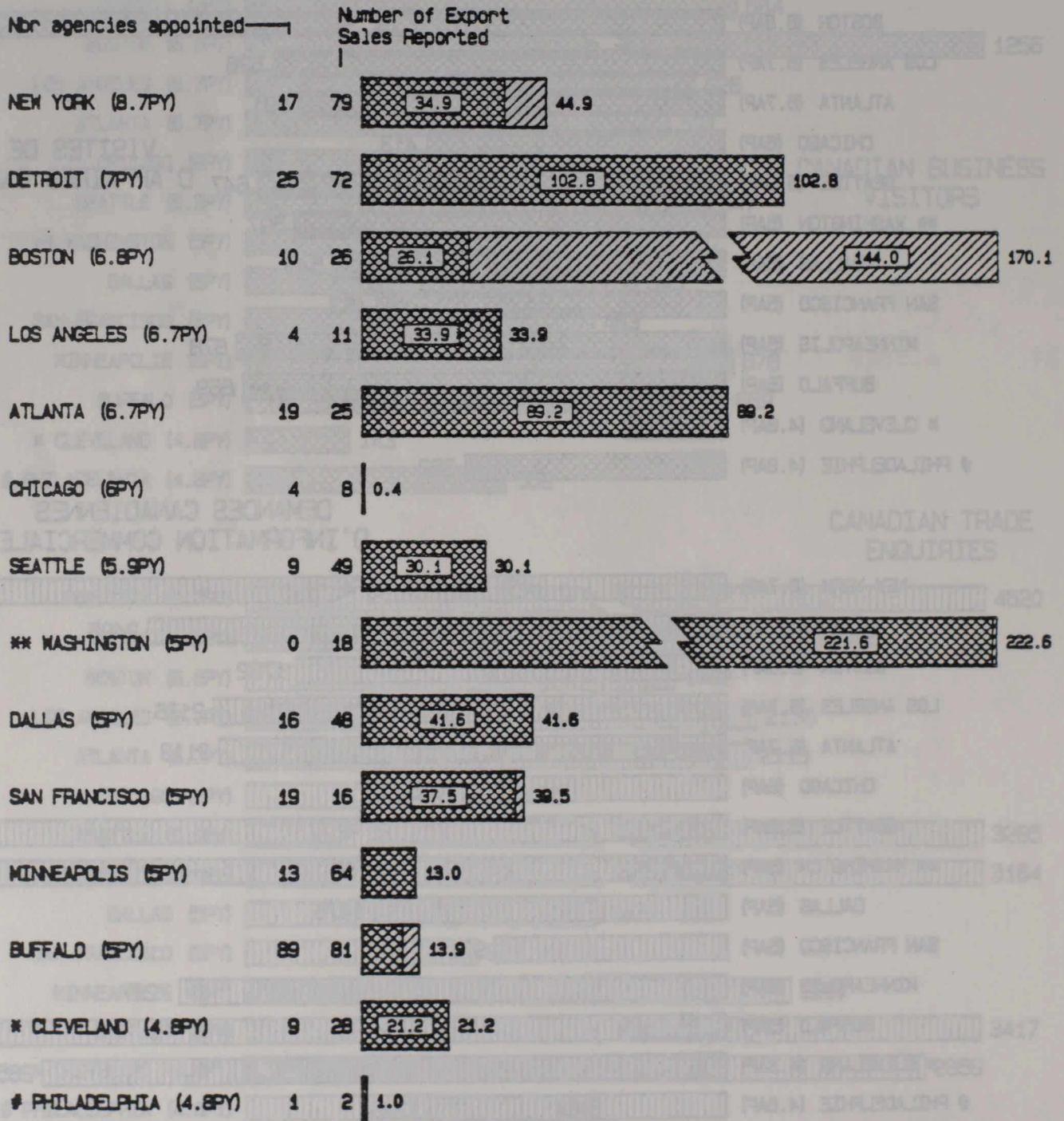
** 2 rapports reçus sur 4 * 3 rapports reçus sur 4 # mission fermée 1/87

BUSINESS REPORTED
 BY U.S.A. POSTS
 FY APRIL 1986 - MARCH 1987

VALUE
TRADE RELATED

VALUE
INVESTMENT RELATED

\$ MILLION \$



** 2 of 4 reports received

* 3 OF 4 reports received

post closed 1/87

ACTIVITÉ COMMERCIALE

PAR LES MISSIONS SITUÉES AUX ÉTATS-UNIS
AF AVRIL 1986 - MARS 1987

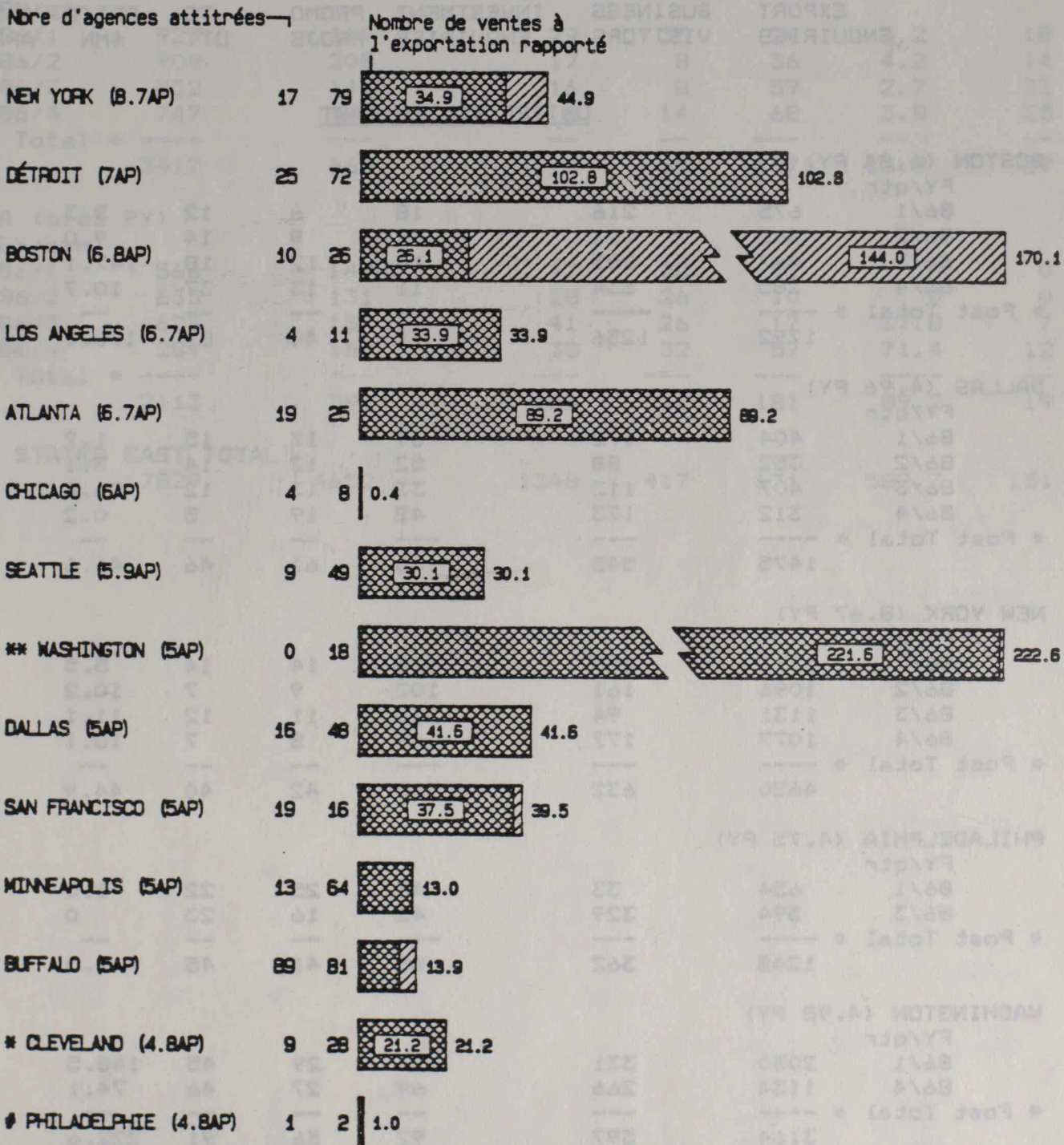
RÉLIÉE AU
COMMERCE



RÉLIÉE À
L'INVESTISSEMENT



VALEUR EN MILLION \$



** 2 rapports reçus sur 4

* 3 rapports reçus sur 4

mission fermée

SELECTED POST WORKLOAD TOTALS AND RESULTS
 FY 86/87
 APRIL 1986 - MARCH 1987

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS RFT'D \$MN	AGENCY AFPT'D
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UNITED STATES EAST

BOSTON (6.84 PY)

FY/qtr								
86/1	675	216	18	6	12	3.3		3
86/2	365	121	28	9	14	9.0		0
86/3	467	285	14	12	18	147.1		4
86/4	285	634	11	13	37	10.7		3
* Post Total *	-----	-----	---	---	---	---		---
	1792	1256	71	40	81	170.1		10

DALLAS (4.96 PY)

FY/qtr								
86/1	404	172	39	17	15	1.7		5
86/2	352	88	52	12	14	3.1		4
86/3	407	112	33	13	12	36.6		6
86/4	312	173	42	19	5	0.2		1
* Post Total *	-----	---	---	---	---	---		---
	1475	545	166	61	46	41.6		16

NEW YORK (8.67 PY)

FY/qtr								
86/1	1316	200	165	14	14	5.5		10
86/2	1096	161	102	9	7	10.2		2
86/3	1131	94	335	11	12	11.1		4
86/4	1077	177	108	8	7	18.1		1
* Post Total *	-----	---	---	---	---	---		---
	4620	632	710	42	40	44.9		17

PHILADELPHIA (4.75 PY)

FY/qtr								
86/1	654	33	43	25	22	1.0		1
86/3	594	329	42	16	23	0		0
* Post Total *	-----	---	---	---	---	---		---
	1248	362	85	41	45	1.0		1

WASHINGTON (4.98 PY)

FY/qtr								
86/1	2030	331	23	29	45	148.5		0
86/4	1134	266	69	27	46	74.1		0
* Post Total *	-----	---	---	---	---	---		---
	3164	597	92	56	91	222.6		0

CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS RFT'D \$MN	AGENCY AFFT'D
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BUFFALO (4.98 FY)

FY/qtr						
86/1	929	169	29	35	24	3.2
86/2	909	208	17	8	36	4.2
86/3	832	149	16	8	59	2.7
86/4	747	143	8	14	68	3.8
* Post Total *	-----	----	--	--	----	---
	3417	669	70	65	187	13.9

ATLANTA (6.65 FY)

FY/qtr						
86/1	566	149	47	28	97	0
86/2	635	131	28	26	10	0
86/3	623	154	41	26	17	17.8
86/4	289	157	38	32	57	71.4
* Post Total *	-----	----	---	---	----	----
	2113	591	154	112	181	89.2

UNITED STATES EAST TOTAL

	17829	4652	1348	417	671	582.3	151
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SELECTED POST WORKLOAD TOTALS AND RESULTS
 FY 86/87

APRIL 1986 - MARCH 1987

	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RPTS TO OTT	BUS REF'T \$MN	AGENCY APPT'D
<u>UNITED STATES WEST</u>							
CHICAGO (6.00 PY)							
FY/qtr							
86/1	396	154	214	36	40	0.2	2
86/2	269	112	308	12	3	0.1	0
86/3	253	80	74	14	2	0.1	1
86/4	167	67	509	23	4	0	1
* Post Total *	1085	413	1105	85	49	0.4	4
CLEVELAND (4.80 PY)							
FY/qtr							
86/1	960	7	61	19	84	5.4	4
86/2	885	0	92	12	58	14.9	2
86/3	1014	136	34	15	69	0.9	3
* Post Total *	2859	143	187	46	211	21.2	9
DETROIT (6.97 PY)							
FY/qtr							
86/1	473	178	23	7	3	28.7	7
86/2	565	113	40	12	6	17.9	2
86/3	634	264	81	27	14	16.1	5
86/4	734	129	68	17	16	40.1	11
* Post Total *	2406	684	212	63	39	102.8	25
LOS ANGELES (6.65 PY)							
FY/qtr							
86/1	324	133	105	0	17	0	0
86/2	627	78	184	0	0	17.9	2
86/3	438	219	176	9	12	14.1	2
86/4	747	196	173	1	5	1.9	0
* Post Total *	2136	626	638	10	34	33.9	4
SAN FRANCISCO (5.00 PY)							
FY/qtr							
86/1	126	114	46	3	15	26.7	0
86/2	189	84	21	3	24	0	5
86/3	223	130	11	8	7	0.6	7
86/4	433	155	28	9	18	12.2	7
* Post Total *	971	483	106	23	64	39.5	19

	CANADIAN EXPORT ENQUIRIES	CANADIAN BUSINESS VISITORS	LOCAL INVESTMENT ENQUIRIES	PROMO PROJS	RFTS TO OTT	BUS REF 'T \$MN	AGENCY AFFT 'D	
SEATTLE (5.89 FY)								
	FY/qtr							
	86/1	1043	156	22	6	41	24.8	3
	86/2	782	94	17	14	22	0.5	0
	86/3	640	204	25	16	36	3.2	1
	86/4	820	193	27	16	31	1.6	5
	* Post Total *	-----	-----	---	---	-----	-----	---
		3285	647	91	52	130	30.1	9
MINNEAPOLIS (4.95 FY)								
	FY/qtr							
	86/1	250	122	33	26	21	1.9	4
	86/2	774	119	15	15	15	2.6	2
	86/3	389	181	38	8	10	3.3	7
	86/4	874	256	42	9	3	4.9	0
	* Post Total *	-----	---	---	---	---	---	---
		2287	678	128	58	49	12.7	13
UNITED STATES WEST TOTAL								
		15029	3674	2467	337	576	240.6	83

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