



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



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- UNITED STATES

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Dept. of External Affairs  
Min. des Affaires extérieures  
**OTTAWA**

**31 1988**

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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**



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## 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 \$806 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 (Shaw Fax)
- o \$194 million sale and technology transfer of ethylene plant (Seitjog)
- o Investments in Canadian paper industry worth \$93 million (Walsby)
- o \$15 million sale of aircraft (Almessa)
- 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	19	16	48	42	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
	85	82	380	374	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	91	1267
United States	2028	2517	220	292	2221	2977
	13970	16300	1362	1745	7883	12791



**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	0.94	3.13
G PARTICIPATION IN PROG-RELATED EVENTS IN CANADA		167	4.18	1.83	13.48
H SERVICE REQUESTS FROM 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			3.79	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	OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	
<b><u>AFRICA &amp; MIDDLE EAST</u></b>					
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
		<b><u>GAT</u></b>			
D COMMERCIAL / ECONOMIC REPORTS COMPLETED		178	5.45	3.00	8.45
E INVESTMENT/PROMOTION	ABIDJAN				
	*ACCRA	AMMAN	1.37	1.64	3.01
	ADDIS ABABA	BAGHDAD	2.27	2.24	4.51
	ALGIERS	CAIRO			
F TECHNOLOGY INFLOW PROMOTION	*DAKAR	RIYADH	0.07	0.09	0.16
	HARARE	TEL AVIV	0.05	1.20	1.25
	KINSHASA				
G PARTICIPATION IN PROG-RELATED EVENTS IN CANADA	LAGOS		1.55	0.12	1.67
	NAIROBI				
H SERVICE REQUESTS FROM	RABAT	SOURCES-DEA REPTS	142	4.03	0.48
	FROM OTHER	TUNIS	173	3.89	1.36
	YAOUNDE	- REPORTS	79	2.07	1.36
I ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN			5.62	0.54	6.16
		LEAVE/PROFESSIONAL DEVELOP		8.75	4.48
J SERVICE TO OTHER MISSION PROGRAMS			7.48	2.72	10.20
			<b>99.93</b>	<b>100.00</b>	<b>199.93</b>

\* 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	VISITS : 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. PARTICPT'N 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	TOTAL-TIME LOC-ENG PERSON-QTR
A. EXPORT ENQUIRIES			
FROM CANADA	135	7.00	36.00
FROM TERRITORIES	25	6.00	14.00
B. VISITS TO CLIENTS IN TERRITORY	11	5.00	10.00
C. EXPORT PROMOTION PROJECTS & EVENTS			
FAIRS	0	0.00	0.00
MISSIONS	0	0.00	0.00
OTHER	0	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	0	2.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES			
FROM CANADA	0	0.00	0.00
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	0.00	0.00
- REPORTS	0	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		0.00	0.00
LEAVE, PROFESSIONAL DEVELOP		0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS		80.00	40.00
***** 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	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 237	15.00	20.00	0.35
	FROM TERRITORIES	: 587	15.00	15.00	0.30
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 42	10.00	10.00	0.20
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 0	10.00	5.00	0.15
	MISSIONS	: 0	15.00	5.00	0.20
	OTHER	: 0	0.00	10.00	0.10
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 3	0.00	5.00	0.05
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 5	5.00	5.00	0.10
	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	10.00	5.00	0.15
	- REPORTS	: 0	0.00	0.00	0.00
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		10.00	0.00	0.10
	LEAVE, PROFESSIONAL DEVELOP		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS			10.00	20.00	0.30
***** TOTALS *****			100.00	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 CANADA	LOC-ENG	TOTAL-TIME 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				
VISITS :	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 CANADA	LOC-ENG	TOTAL-TIME 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		TOTAL-TIME
		CANADA	LOC-ENG	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	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		TOTAL-TIME
		CANADA	LOC-ENG	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	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	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	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. PARTICIP'TN 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 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	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	
<b>ASIA &amp; PACIFIC</b>				
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 REPTS	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 PROFESSIONAL DEVELOP		4.47	2.94	5.26
I. SERVICE TO OTHER MISSION PROGRAMS		4.97	2.01	3.65
<b>TOTALS</b>		<b>94.85</b>	<b>95.93</b>	<b>110.00</b>

NUMBER OF BUSINESS VISITORS FROM CANADA : 3443

FROM TERRIT : 4767

NUMBER OF PERS 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. 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	:		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. 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	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	0	0.00	0.00	0.00	
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 PERSON-QTR
		CANADA	LOC-ENG	
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

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WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : SINGAPORE

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-GTR
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 CANADA	LOC-ENG	TOTAL-TIME 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	VISITS : 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

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

88/07/13

FOR QUARTER 4 OF FISCAL YEAR 1987

POST : WELLINGTON

		NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME 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	VISITS	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	TOTAL-TIME LOC-ENG	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	VISITS : 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 1985/86

REGION EAST EUROPE

A. EXPORT ENQUIRIES	FROM TERRITORIES	NUMBER	OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	
			22.48	42.90	6.75
			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 COMPILED		135	10.77	7.90	1.84
E. INVESTMENT/PROMOTION ENQUIRIES FROM TERRITORIES	ANKARA	0	0.00	0.00	0.00
	ATHENS	0	0.00	0.00	0.00
F. TECHNOLOGY INFORMATION PROGRAM ENQUIRIES & CONNECTIONS	BERNE	0	0.00	0.18	0.02
	BONN	0	0.00	0.00	0.00
G. PARTICIPATION IN PROG-RELATED EVENTS	BRUSSELS	3	0.22	0.00	0.02
	BRUSSELS (NAC)	5	0.00	0.00	0.00
	COPENHAGEN	0	0.00	0.00	0.00
H. SERVICE REQUESTS FROM GOV'T SOURCES	DUBLIN	1	2.00	0.00	0.20
	DUSSELDORF	0	0.00	0.00	0.00
I. ADMINISTRATION PROGRAM MANAGER'S LEAVE, PROFESSIONAL DEVELOPMENT	HELSINKI	104	5.11	1.90	0.67
	LISBON	194	5.23	1.72	0.46
J. SERVICE TO OTHER MISSION PROGRAMS	LONDON	88	2.11	4.43	0.90
	LYON	0	0.00	0.00	0.00
	MADRID	0	10.55	2.18	1.19
	MILAN	0	4.55	3.63	0.99
	MUNICH	0	0.00	0.00	0.00
	OSLO	0	3.44	1.34	0.45
	PARIS	0	0.00	0.00	0.00
	ROME	0	0.00	0.00	0.00
GRAND TOTALS			99.73	99.92	20.00
			STOCKHOLM		
			THE HAGUE		
			VIENNA		

NUMBER OF BUSINESS VISITORS FROM CANADA : 264  
FROM TERRITORY : 302

NUMBER OF PENDING APPLICATIONS COMMENTED ON : 21

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 9  
- LOCALLY-EMPLOYED : 21



TRADE TRACKING SYSTEM

88/07/26

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

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	VISITS : 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'T'N 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

88-07-26

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	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'TN 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	0.40
***** 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

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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'T'N 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

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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	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'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	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

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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	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. 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	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	VISITS : 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
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

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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		
		CANADA	LOC-ENG	TOTAL-TIME
<u>LATIN AMERICA &amp; 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
SPECIAL	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	0.82
ADMINISTRATION				
PROGRAM MANAGEMENT & ADMIN.		7.23	1.10	2.35
LEAVE/PROFESSIONAL DEVELOP.		2.74	6.07	2.62
SERVICE TO OTHER MISSION PROGRAMS		4.92	2.72	2.17
<b>TOTALS</b>		<b>99.93</b>	<b>99.93</b>	<b>87.00</b>

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-ENGAGED : 27



TRADE TRACKING SYSTEM

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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	2.96	6.37	2.68
J. SERVICE TO OTHER MISSION PROGRAMS	: 2	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. PARTICIP'TN 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. PARTICPT'N 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	4.68	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				
ARRANGED				
FROM CANADA		1.48	0.43	0.57
FROM TERRITORIES		0.08	0.53	0.31
G PARTICIPATION IN PROG-REVENTS IN CANADA				
ATLANTA				
BOSTON				
BUFFALO				
DALLAS				
NEW YORK				
WASHINGTON				
CHICAGO				
CLEVELAND				
DETROIT				
LOS ANGELES				
MINNEAPOLIS				
SAN FRANCISCO				
SEATTLE				
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
<b>TOTALS</b>		<b>95.91</b>	<b>94.93</b>	<b>96.00</b>

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





PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

RAPPORT TRIMESTRIEL  
DES ACTIVITÉS ET  
DES RÉSULTATS

JANVIER - MARS 1988  
(4<sup>e</sup> 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 CARIBÉENNE

- ASIE ET PACIFIQUE

- EUROPE

- AMÉRIQUE LATINE ET CARIBÉENNE

- ÉTATS-UNIS

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**JANVIER - MARS 1988**  
**(4<sup>e</sup> TRIMESTRE, AP 1987-88)**

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**JUILLET 1988  
AFFAIRES EXTÉRIEURES**

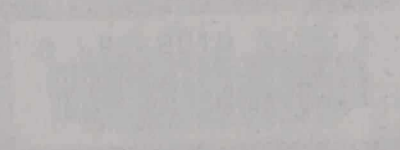




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#### I. RÉSUMÉ, A L'ÉCHELLE MONDIALE ET RÉGIONALE, DES RÉSULTATS DU PROGRAMME

JANVIER - MARS 1988 (4<sup>e</sup> 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

		<u>RAPPORTS A:</u>	
		<u>UTE</u>	<u>UTW</u>
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	17.81	87.87	105.68
DES TERRITOIRES	: 32777	9.57	18.92	28.49
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
<b>SECTION II</b>				
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
<b>RÉSUMÉ DES ACTIVITÉS</b>				
H DEMANDES DE SERV./OPIS QU'IMPORTANTS	: 2098	4.48	1.89	6.37
D'AUTRES SOUVERAINETS	: 4191	4.93	2.32	7.25
<b>DU PROGRAMME</b>				
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 : 264



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. GOVERNEMENTALE-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	12.35
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
AUTRES	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
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		1.55	0.12	0.43
NAIROBI				
RABAT	142	4.09	0.68	1.25
TUNIS	173	3.57	1.35	1.36
YAOUNDE	79	2.07	1.36	0.95
F. PROC. APPORT TECHNI DE /SERV DU CANADA		5.42	0.34	3.25
G. PARTICIP DE EVENEM. L. LAGOS		3.94	4.65	3.59
H. DEMANDES DE SERV. /OR. NAIROBI		7.48	3.72	2.93
I. D'AUTRES SOUVE. NAIROBI				
J. ADMINISTRATION: GESTION DU PROC. S. ADMIN.				
KONGES. DEVELOPPEMENT PROF.				
L. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION				
		85.33	100.00	52.00

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

NOMBRE/VISITES/GENS 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	8.00	0.00	0.16
CONGES, DEVELOPPEMENT PROF	: 7	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 TERMINES	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'AFFAIRES 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	: 9	1.00	3.00	0.04
	-CONTACTS	: 9	2.00	3.00	0.05
	-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

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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.		TEMPS-TOTAL
		CDIENS	ENG/SP	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
-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

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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

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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

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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
	-CONTACTS	3	1.00	4.00	0.05
	-RAPPORTS				
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

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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

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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 -CONTACTS	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

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RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : RIYADH

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	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

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RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : TEL AVIV

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL 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 -CONTACTS	6	5.00	0.00	0.05
	-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 OFFICERS

THE

SECRETARY  
TREASURER  
CHIEF CLERK  
CLERK  
CHIEF OF POLICE  
DEPUTY CHIEF OF POLICE  
SHERIFF  
DEPUTY SHERIFF  
JAILER  
DEPUTY JAILER  
CHIEF OF DEPARTMENT  
DEPUTY CHIEF OF DEPARTMENT  
CHIEF OF DIVISION  
DEPUTY CHIEF OF DIVISION  
CHIEF OF SECTION  
DEPUTY CHIEF OF SECTION  
CHIEF OF UNIT  
DEPUTY CHIEF OF UNIT

OFFICERS

CHIEF OF POLICE  
DEPUTY CHIEF OF POLICE  
SHERIFF  
DEPUTY SHERIFF  
JAILER  
DEPUTY JAILER  
CHIEF OF DEPARTMENT  
DEPUTY CHIEF OF DEPARTMENT  
CHIEF OF DIVISION  
DEPUTY CHIEF OF DIVISION  
CHIEF OF SECTION  
DEPUTY CHIEF OF SECTION  
CHIEF OF UNIT  
DEPUTY CHIEF OF UNIT



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

08.07/26

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

REGION ASIE PACIFIQUE

		NOYBRE	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/MISSION/INVEST. DU CANADA		519	1.45	1.15
	BANGKOK			
	CANBERRA			
F PROG. APPORT T...	DES TERRITOIRES			
	BEIJING			
	HONG KONG			
G PARTICIP. DE E...	OSAKA			
	SEUL			
	SHANGHAI			
	TOKYO			
H DEMANDES DE S...	MANILLE	717	4.34	2.34
	MELBOURNE	1467	5.80	4.96
	NEW DELHI	283	2.01	1.09
	SINGAPOUR			
	SYDNEY			
	WELLINGTON			
I ADMINISTRAT...				
J SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			4.67	2.01
***** TOTAUX *****			99.88	99.90

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

NOYBRE/DEMANDES/PDPE/OBSERVATIONS : 196

NOYBRE/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'AFFAIRES 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
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.				
CONGES, DEVELOPPEMENT PROF		3.50	0.00	0.07
		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.	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 TERMINES	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 TERMINEES	: 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.				
CONGES, DEVELOPPEMENT PROF		7.33	1.25	0.27
		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
DES TERRITOIRES	306	8.33	16.00
B. VISITES A DES CLIENTS DS TERRIT.	201	12.66	16.00
VISITES :			0.54
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	8	3.33	3.00
MISSIONS :	11	18.33	2.00
AUTRES :	4	2.33	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	52	5.00	1.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	7	0.33	0.00
DES TERRITOIRES	19	1.00	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	1	1.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	30	7.00	5.00
D'AUTRES GOUVERNEMENTS -CONTACTS	99	4.33	7.00
-RAPPORTS	38	4.33	1.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		7.66	4.00
CONGES, DEVELOPPEMENT PROF		2.33	8.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		0.66	0.00
***** 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. CDIENS	ENG/SP	TEMPS-TOTAL 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

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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. VISITES :	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

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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'AFFAIRES 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
			CDIENS	ENG/SP	PERS-TRIM
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

		ETEPS-OFFIC		TEMPS-TOTAL
		NUMBRE	COIENS	PERE-TAIN
<u>EUROPE</u>				
DEMANDES/SERV/EXPORT	DU CANADA	1360	22.44	42.70
	DES TERRITOIRES :	617	4.11	10.09
VISITES A DES CLIENTS DS TERRIT.	VISITES :	563	14.44	10.49
PROJETS & EVENEMENTS PROMOT. DE EXP.		4	2.84	2.90
		34	8.00	3.72
		10	2.00	1.49
RAPPORTS ECONOMIQUES COMMERCIAUX TERRIT.		103	16.77	7.90
DEMANDES/APPEL/INVEST		0	0.00	0.00
PRAGUE		3	8.00	0.18
VARSOVIE		3	2.22	2.00
PROG. APPORT TECHNIQUE		3	0.00	0.09
		3	0.00	0.09
PARTICIP DS EVENEMENTS LIÉS AU PROG.		1	2.22	0.00
DEMANDES DE SERV. VERTS. ENVIRONMENTALE-NA		106	3.11	1.90
D'AUTRES GOUVERNEMENTS :		174	3.22	1.72
		88	2.11	4.43
ADMINISTRATION GESTION DU PROG.			10.88	2.18
CONGES-DEVELOPPEMENT			6.88	3.43
SERVICES A D'AUTRE PROGRAMMES DE LA			3.44	1.04
TOTAL			99.95	99.92
				20.00

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

NUMBRE/DEMANDES/POSTES/OBSERVATIONS : 21

NUMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 9  
-ENRAGES 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
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	: 59	6.66	2.50	0.25
	-CONTACTS	: 36	5.00	5.00	0.25
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		: 6.66	0.00	0.00	0.20
	CONGES, DEVELOPPEMENT PROF	: 5.00	0.00	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. CDIENS ENG/SP		TEMPS-TOTAL 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'AFFAIRS 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 PERS-TRIM
		CDIENS	ENG/SP	
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

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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

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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

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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

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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.	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.	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	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

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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	125	25.00	0.00	1.00
	-CONTACTS				
	-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

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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

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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

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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

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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	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'AFFAIRES 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	48	4.00	27.00	0.35
DES TERRITOIRES	123	16.00	18.00	0.50
B. VISITES A DES CLIENTS DS TERRIT.				
VISITES	51	10.00	23.00	0.43
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	3	1.00	1.00	0.03
MISSIONS	48	2.00	15.00	0.19
AUTRES	15	2.00	2.00	0.06
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	1	0.00	1.00	0.01
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	3	1.00	0.00	0.02
DES TERRITOIRES	11	3.00	0.00	0.06
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	2	2.00	0.00	0.04
CONTACT ORGANISES	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	4	1.00	0.00	0.02
D'AUTRES GOUVERNEMENTS	28	5.00	0.00	0.10
-CONTACTS	20	4.00	0.00	0.08
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		18.00	12.00	0.48
CONGES, DEVELOPPEMENT PROF		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

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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	: 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

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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

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RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 4 DE L'EXERCISE 1987

MISSION : PARIS

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL 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	: 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

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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'AFFAIRES 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	19.78	33.31
	DES TERRITOIRES	3200	11.75	18.93
B VISITES A DES CLIENTS	<u>AMERIQUE LATINE ET ANTILLES</u>	1323	12.78	10.55
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.	<u>LCT</u>			
	INVEST. DU CANADA	49	1.07	0.81
	DES TERRITOIRES	60	4.82	0.24
F PROCC. RAPPORT TECHN. DE	BRIDGETOWN			
	GUATEMALA			
	LA HAVANE			
	KINGSTON			
	MEXICO			
	PORT OF SPAIN			
	SAN JOSE			
	<u>LST</u>			
	BOGOTA			
	BRASILIA			
	BUENOS AIRES			
	CARACAS			
	LIMA			
	SANTIAGO			
	SAO PAULO			
G PARTICIP. DE EVENEM.	CONTACT ORGANISES	271	3.14	2.75
	PROCC. AU CANADA	38	1.89	1.00
H DEMANDES DE SERV. VENTALE-MAE RAPTE	-CONTACTS	58	1.89	1.00
	-RAPPORTS			
I ADMINISTRATION: GESTION DU PROGR. & ADMIN.				
	CONGES. DEVELOPPEMENT PROP.			
J SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :				
+++++ TOTAUX +++++			99.92	99.92

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	4744	19.78	33.31	15.20
DU CANADA	3200	11.75	18.93	8.78
DES TERRITOIRES				
B. VISITES A DES CLIENTS DS TERRIT.	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				
D'AUTRES GOUVERNEMENTS	210	5.07	1.62	1.89
-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	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

88/07/13

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

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
			CDIENS	ENG/SP	PERS-TRIM
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	0.65
	CONGES, DEVELOPPEMENT PROF		6.00	4.00	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.	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.	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	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 ORGANISEES	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
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.	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 ORGANISEES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	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. CDIENS	ENG/SP	TEMPS-TOTAL 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	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





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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	4.68	13.94	18.62
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				
DALLAS				
NEW YORK				
WASHINGTON				
G. PARTICIP. DE EVENEMENTS AU CANADA		4.74		4.74
CHICAGO				
CLEVELAND				
DETROIT				
LOS ANGELES				
MINNEAPOLIS				
SAN FRANCISCO				
SEATTLE				
H. DEMANDES DE SERV./ORIG. DU MENTAL-NAE RAPTS	140	1.35	0.83	2.18
D'AUTRES GOUVERNEMENTS	1037	3.88	2.42	6.30
-CONTACTS				
-RAPPORTS	79	0.51	0.72	1.23
I. ADMINISTRATION: GESTION DU PROG. & ADMIN.		14.22	3.31	17.53
CONGES. DEVELOPPEMENT PROF.		4.02	3.98	8.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.43	0.30	2.73
***** TOTALX *****		77.91	99.91	177.82

NOMBRE/VISITES/CONS. D'AFFAIRES DU CANADA : 2629  
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

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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				
	-CONTACTS	: 1037	3.88	2.45	3.00
	-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	: 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
	-RAPPORTS	: 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
			CDIENS	ENG/SP	PERS-TRIM
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

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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'AFFAIRES 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 1960

1. INTRODUCTION  
2. SUMMARY OF THE WORK DURING THE YEAR

Item	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970
1. GENERAL INVESTIGATION	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
2. ANALYSIS OF DATA	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
3. EXPERIMENTAL WORK	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
4. THEORETICAL STUDIES	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
5. PUBLICATIONS	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
6. TEACHING AND SUPERVISION	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
7. ADMINISTRATIVE	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
8. TOTAL	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00

REPORT ON THE PROGRESS OF THE WORK DURING THE YEAR 1960