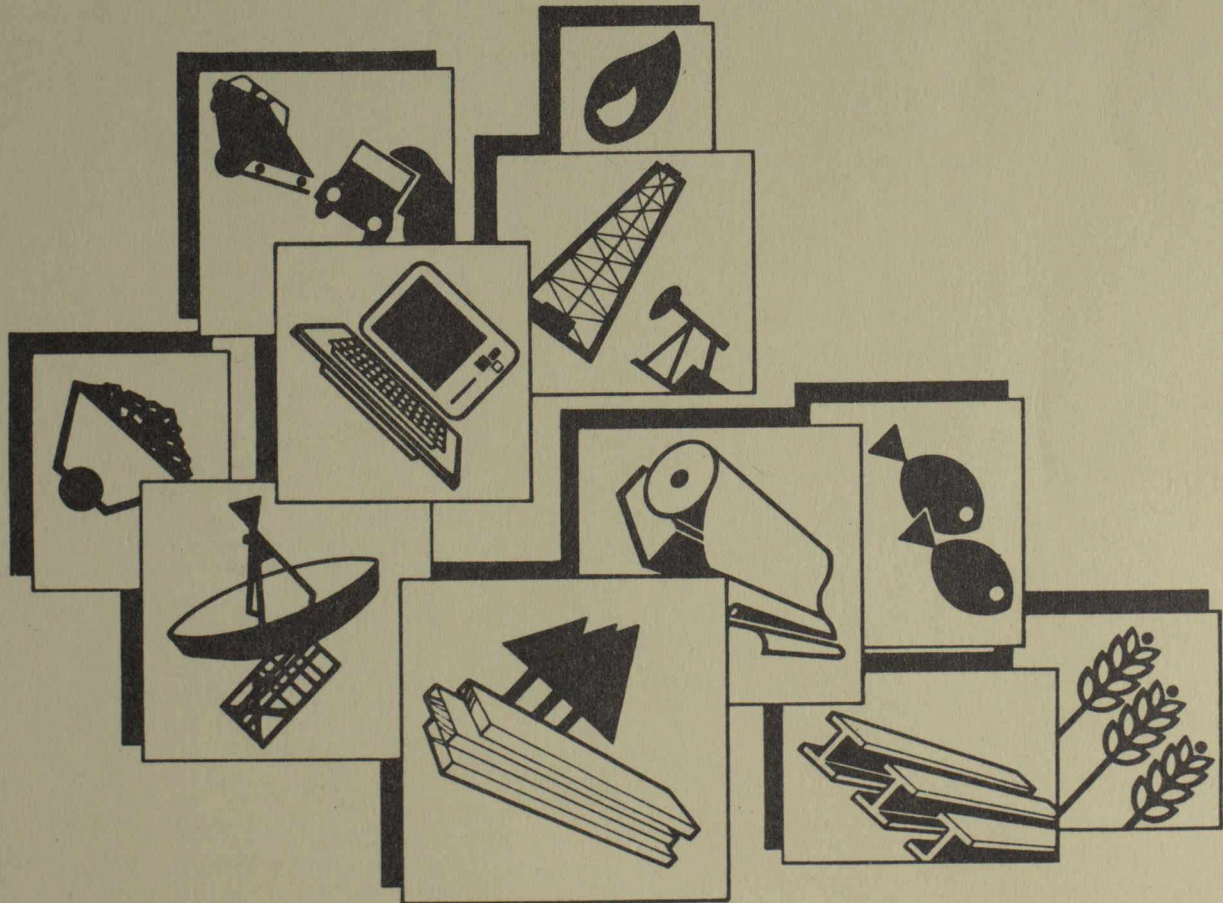




**PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE**

**RAPPORT TRIMESTRIEL  
DES  
ACTIVITÉS ET DES RÉSULTATS**

**OCTOBRE - DÉCEMBRE 1989  
(3<sup>e</sup> TRIMESTRE, AF 1989-90)**



**AVRIL 1990**

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TABIE DES MATIERES

PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

INTRODUCTION

I. RÉSUMÉ À L'ÉCHELLE MONDIALE ET RÉGIONALE, DES  
RÉSULTATS DU PROGRAMME OCTOBRE - DÉCEMBRE 1989  
(3<sup>e</sup> TRIMESTRE, ANNÉE FINANCIÈRE 1989-90)

II. RÉSUMÉS DES ACTIVITÉS - RAPPORT TRIMESTRIEL

- ENSEMBLE DES ACTIVITÉS ET DES RÉSULTATS (ÉCHELLE  
MONDIALE)

- AFRIQUE ET MOYEN-ORIENT

- ASIE & PACIFIQUE

- EUROPE

- AMÉRIQUE LATINE ET ANTILLES

- ÉTATS-UNIS

OCTOBRE - DÉCEMBRE 1989  
(3<sup>e</sup> TRIMESTRE, AF 1989-90)



## TABLE DES MATIÈRES

Le présent rapport trimestriel des résultats et activités du Programme commercial couvre la période d'octobre à décembre 1989 et contient des renseignements tirés de la presse concernant le suivi des résultats commerciaux du système de planification et de suivi. Il a été établi d'après les rapports présentés, au 31 août 1990, par quatre-vingt-deux (92) ministères réparties dans les cinq grands

### INTRODUCTION

#### I. RÉSUMÉ, A L'ÉCHELLE MONDIALE ET RÉGIONALE, DES RÉSULTATS DU PROGRAMME OCTOBRE - DÉCEMBRE 1989 (3<sup>e</sup> TRIMESTRE, ANNÉE FINANCIÈRE 1989-90)

#### II. RÉSUMÉS DES ACTIVITÉS

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

- AFRIQUE ET MOYEN-ORIENT

- ASIE & PACIFIQUE

- EUROPE

- AMÉRIQUE LATINE ET ANTILLES

- ÉTATS-UNIS

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

- Afrique & Moyen-Orient

- Asie & Pacifique

- Europe

- Amérique latine et Antilles

- États-Unis



## INTRODUCTION

Le présent rapport trimestriel des résultats et activités du Programme commercial couvre la période d'octobre à décembre 1989 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 29 mars, 1990, par quatre-vingt-dix (90) missions réparties dans les cinq grandes régions.

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 pour "toutes les régions", c'est-à-dire un résumé mondial. Pour chaque région, le résumé présente:

- les activités commerciales et leur 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 J) et activités se rapportant à d'autres programmes de la mission (article K). 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. 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 & Moyen-Orient
- Asie & Pacifique
- Europe
- Amérique latine et Antilles
- États-Unis

INTRODUCTION

The present report is a synthesis of the results of the Programme of research on the history of the French language in the 19th century. It is divided into two parts: the first part is devoted to the study of the historical context, and the second part to the study of the linguistic changes. The first part is divided into two chapters: the first chapter is devoted to the study of the historical context, and the second chapter to the study of the linguistic changes. The second part is divided into two chapters: the first chapter is devoted to the study of the linguistic changes, and the second chapter to the study of the historical context.

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Alphonse de Lamartine

Victor Hugo

Emile Zola

Paul Verlaine

Charles Baudelaire







RÉSULTATS DU PROGRAMME - TOUTES LES RÉGIONS

ACTIVITÉS COMMERCIALES

D'octobre à décembre 1988, plusieurs réalisations ont été rapportées les activités commerciales suivantes:

50 VENTES À L'EXPORTATION D'UNE VALEUR DE 793 MILLIONS DE DOLLARS

43 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION

14 NOUVELLES COUVERTURES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 40 MILLIONS DE DOLLARS

21 INVESTISSEMENTS ÉTRANGERS AU CANADA DE NATURE TECHNOLOGIQUE ET COMMERCIALE, D'UNE VALEUR 19,1 MILLIONS DE DOLLARS

26 NOUVELLES INITIATIVES D'INVESTISSEMENT CANADIENNES À L'ÉTRANGER D'UNE VALEUR 12,4 MILLIONS DE DOLLARS

18 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 4,30 MILLIONS DE DOLLARS

POSTES SAILLANTS:

**SECTION I**

303 millions \$ - vente de 100 (Canada)

180 millions \$ - services de

**RÉSUMÉ DES RÉSULTATS**

78 millions \$ - Investissements au Canada pour le soutien de l'automobile, du matériel des produits agricoles

**DU PROGRAMME**

60,6 millions \$ - vente de systèmes téléphoniques (Nigeria, République)

50 millions \$ - vente de matériel chimique pour les usines (Arabie)

45 millions \$ - vente d'équipement de pompage d'eau (Canada)

30 millions \$ - vente d'acier (Inde)

28 millions \$ - vente d'une zone d'opéra d'acier (Belgique)

27,5 millions \$ - vente d'équipement de réfrigération pour le conditionnement de la viande (Inde)

STATISTIQUES CLÉS: pour les relations avec les nations et les détails des rapports d'activités

| RÉGION                      | VENTES |      | RAPPORT DES VENTES À L'EXPORTATION |      | VALEUR DES VENTES À L'EXPORTATION |      |
|-----------------------------|--------|------|------------------------------------|------|-----------------------------------|------|
|                             | 1988   | 1987 | 1988                               | 1987 | 1988                              | 1987 |
| Afrique et Moyen-Orient     | 17     | 14   | 37                                 | 35   | 87                                | 87   |
| Asie & Pacifique            | 17     | 15   | 125                                | 125  | 200                               | 200  |
| Europe                      | 27     | 26   | 75                                 | 75   | 100                               | 100  |
| Amérique Latine et Antilles | 14     | 14   | 34                                 | 34   | 100                               | 100  |
| États-Unis                  | 13     | 13   | 100                                | 100  | 100                               | 100  |
| TOTAL                       | 88     | 86   | 389                                | 389  | 587                               | 587  |

| RÉGION                      | PROFIL DE VENTES |      | PROFIL DE REPRÉSENTANTS |      | VOLUME DE LEAS |      |
|-----------------------------|------------------|------|-------------------------|------|----------------|------|
|                             | 1988             | 1987 | 1988                    | 1987 | 1988           | 1987 |
| Afrique et Moyen-Orient     | 1704             | 1204 | 37                      | 35   | 707            | 1532 |
| Asie & Pacifique            | 2670             | 2104 | 125                     | 125  | 2004           | 2000 |
| Europe                      | 2675             | 2604 | 123                     | 125  | 2004           | 2000 |
| Amérique Latine et Antilles | 2201             | 2104 | 34                      | 34   | 707            | 2000 |
| États-Unis                  | 714              | 714  | 100                     | 100  | 100            | 100  |
| TOTAL                       | 10024            | 9430 | 389                     | 389  | 587            | 587  |

1. 1913

2. 1914

3. 1915

**RÉSULTATS DU PROGRAMME: TOUTES LES RÉGIONS**

**ACTIVITÉS COMMERCIALES**

D'octobre à décembre 1989, soixante-seize missions ont rapporté les activités commerciales suivantes:

549 VENTES A L'EXPORTATION D'UNE VALEUR DE 793 MILLIONS DE DOLLARS

422 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION

44 NOUVELLES COENTREPRISES/NOUVEAUX ACCORD DE LICENCE D'UNE VALEUR DE 40 MILLIONS DE DOLLARS

23 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE, D'UNE VALEUR 109,1 MILLIONS DE DOLLARS

20 NOUVELLES INITIATIVES D'INVESTISSEMENT CANADIENNES A L'ÉTRANGER D'UNE VALEUR 12,4 MILLIONS DE DOLLARS

35 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 4,93 MILLIONS DE DOLLARS

**POINTS SAILLANTS:**

105 millions \$ - vente de blé (Manille)

100 millions \$ - services de reconstruction d'hôtels (Moscou)

76 millions \$ - investissements au Canada dans les industries de l'automobile, du tourisme, des produits adhésifs et des tuyaux industriels (Tokyo)

60,6 millions \$ - vente de matériel téléphonique (Kingston, Bridgetown)

50 millions \$ - vente de produits chimiques pour les toilettes (Atlanta)

45 millions \$ - vente d'équipement de pompage d'eau (Caracas)

30 millions \$ - vente d'avions (Londre)

28 millions \$ - vente d'une usine d'oxyde d'éthylène (Beijing)

27 \$ millions - vente d'équipement de réfrigération pour le conditionnement de la viande (Beldrade)

**STATISTIQUES CLÉS: pour les soixante-seize missions ayant fourni des rapports trimestriels**

| MISSIONS                    | MISSIONS  |           | NOMBRE DES VENTES<br>À L'EXPORTATION | VALEUR DES VENTES<br>À L'EXPORTATION \$M |
|-----------------------------|-----------|-----------|--------------------------------------|--|
|                             | SOMMES    | RAPPORTS  |                                      |  |
| Afrique et Moyen-Orient     | 17        | 14        | 57                                   | 81                                       |
| Asie & Pacifique            | 19        | 13        | 125                                  | 205                                      |
| Europe                      | 27        | 24        | 75                                   | 235                                      |
| Amérique Latine et Antilles | 14        | 14        | 84                                   | 146                                      |
| États-Unis                  | <u>13</u> | <u>11</u> | <u>208</u>                           | <u>126</u>                               |
|                             | 90        | 76        | 549                                  | 793                                      |

|                         | DEMANDE DE<br>RENSEIGNEMENTS<br>SUR LE COMMERCE |             | DEMANDE DE<br>RENSEIGNEMENTS SUR<br>L'INVESTISSEMENTS |            | VISITE DE GENS<br>D'AFFAIRES |             |
|-------------------------|---|-------------|---|------------|------------------------------|-------------|
|                         | Cdn   | Locale      | Cdn   | Locale     | Cdn                          | Locale      |
| Afrique et Moyen-Orient | 3708  | 3746        | 77  | 383        | 797                          | 1532        |
| Asie et Pacifique       | 6676  | 9766        | 161   | 572        | 2840                         | 5039        |
| Europe                  | 6675  | 7061        | 433   | 922        | 3019                         | 2093        |
| Amérique et Antilles    | 4901  | 3896        | 63  | 87         | 657                          | 1092        |
| États Unis              | <u>7414</u>                                     | <u>6652</u> | <u>1051</u>   | <u>973</u> | <u>2119</u>                  | <u>3035</u> |
|                         | 29374   | 31121       | 1785  | 2937       | 9432                         | 12791       |

## RÉSULTATS DE PROGRAMMES: AFRIQUE ET MOYEN-ORIENT

### ACTIVITÉS COMMERCIALES

D'octobre à décembre 1989, quatorze missions ont rapporté les activités commerciales suivantes:

57 VENTES À L'EXPORTATION D'UNE VALEUR DE 80,9 MILLIONS DE DOLLARS

55 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION

7 NOUVELLE COENTREPRISE/NOUVEAU ACCORD DE LICENCE D'UNE VALEUR DE 1,7 MILLIONS DE DOLLARS

1 INVESTISSEMENT ÉTRANGER AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE

4 INVESTISSEMENTS CANADIENS DANS LES TERRITOIRES D'UNE VALEUR DE 3 MILLION DE DOLLAR

20 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 1.1 MILLION DE DOLLARS

### POINTS SAILLANTS:

12 millions \$ - vente d'usine de l'acier (Tehran)

10 millions \$ - vente de matériel, et services d'entretien et de réparation de puits de pétrole (Amman)

7,5 millions \$ - services de gestion de projets (Amman)

4,5 millions \$ - vente de papier journal (Le Caire)

3,6 millions \$ - vente de gestion de projets (Yaounde)

3 millions \$ - services de léve magnétique (Riyad)

1,5 millions \$ - vente de services-conseils d'ingénierie (Rabat)

1,4 millions \$ - services-conseils dans le domaine de la coentreprise (Rabat)

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

|   |        | Rapport A: |      |
|---|--------|------------|------|
|   |        | GAT        | GMT  |
| Nbre de demande de renseignements sur le commerce       | Cdn    | 1983       | 1725 |
|   | Locale | 1320       | 2426 |
| Nbre de demande de renseignements sur l'investissements | Cdn    | 12         | 65   |
|   | Locale | 7          | 376  |
| Nbre de visites de gens d'affaires                      | Cdn    | 445        | 352  |
|   | Locale | 680        | 852  |

## RÉSULTATS DE PROGRAMMES: ASIE ET PACIFIQUE

### ACTIVITÉS COMMERCIALES

D'octobre à décembre 1989, treize missions ont rapporté les activités commerciales suivantes:

**125 VENTES À L'EXPORTATION D'UNE VALEUR DE 205,4 MILLIONS DE DOLLARS**

**62 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION**

**12 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 18 MILLIONS DE DOLLARS**

**8 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE D'UNE VALEUR DE 93,9 MILLIONS DE DOLLARS**

**4 INVESTISSEMENTS CANADIENS DANS LES TERRITOIRES**

**1 TRANSFERT DE TECHNOLOGIE D'UNE VALEUR DE 27,000 DE DOLLARS**

### POINTS SAILLANTS:

105 millions \$ - vente de blé (Manille)

76 millions \$ - investissements au Canada dans les industries de l'automobile, du tourisme, des produits adhésifs et des tuyaux industriels (Tokyo)

28 millions \$ - vente d'une usine d'oxyde d'éthylène (Beijing)

6 millions \$ - production en coentreprise de fil de coton et de toile de jean (New Delhi)

6 millions \$ - vente de génératrices (Jakarta)

2,9 millions \$ - vente de bateaux de plaisance (Tokyo)

2,8 millions \$ - vente de matériel pour le traitement du gaz (Beijing)

2 millions \$ - vente de machines pour la manutention du bois d'oeuvre et les scieries (Tokyo)

1,17 millions \$ - vente d'unités CPM (Tokyo)

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

|   |        | <u>Rapport A:</u> |                |
|---|--------|-------------------|----------------|
|   |        | <u>PST</u>        | <u>PNC/PNJ</u> |
| Nbre de demande de renseignements sur le commerce       | Cdn    | 4206              | 2470           |
|   | Locale | 5771              | 3995           |
| Nbre de demande de renseignements sur l'investissements | Cdn    | 81                | 80             |
|   | Locale | 461               | 111            |
| Nbre de visites de gens d'affaires                      | Cdn    | 1445              | 1395           |
|   | Locale | 2316              | 2723           |

## RÉSULTATS DE PROGRAMMES: EUROPE

### ACTIVITÉS COMMERCIALES

D'octobre à décembre 1989, vingt-quatre missions ont rapporté les activités commerciales suivantes:

75 VENTES À L'EXPORTATION D'UNE VALEUR DE 234,5 MILLIONS DE DOLLARS

71 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION

17 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 17,7 MILLIONS DE DOLLARS

13 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE D'UNE VALEUR DE 15 MILLIONS DE DOLLARS

7 INVESTISSEMENTS CANADIENS DANS LES TERRITOIRES D'UNE VALEUR DE 9 MILLIONS DE DOLLARS

9 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 2,6 MILLIONS DE DOLLARS

### POINTS SAILLANTS:

100 millions \$ - services de reconstruction d'hôtels (Moscou)

30 millions \$ - vente d'avions (Londres)

27 millions \$ - vente de matériel de forage (Oslo)

18 millions \$ - vente d'ordinateurs et de fibres optiques (Madrid)

15 millions \$ - vente de matériel pour la production de raquettes de tennis (Moscou)

15 millions \$ - vente de cuir brut (Bucarest)

12 millions \$ - production en coentreprise d'équipement de radar pour les F-16 (Ankara)

10 millions \$ - investissement dans l'industrie canadienne de la restauration (La Haye)

1 million \$ - vente d'équipement de réfrigération pour le conditionnement de la viande (Belgrade)

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

| <u>Rapport A:</u>                                       |        |            |            |
|---|--------|------------|------------|
|   |        | <u>RBT</u> | <u>RWT</u> |
| Nbre de demande de renseignements sur le commerce       | Cdn    | 1359       | 5316       |
|   | Locale | 785        | 6276       |
| Nbre de demande de renseignements sur l'investissements | Cdn    | 40         | 393        |
|   | Locale | 65         | 857        |
| Nbre de visites de gens d'affaires                      | Cdn    | 645        | 2374       |
|   | Locale | 328        | 1756       |



## RÉSULTATS DE PROGRAMMES: AMÉRIQUE LATINE ET ANTILLES

### ACTIVITÉS COMMERCIALES

D'octobre à décembre 1989, quatorze missions ont rapporté les activités commerciales suivantes:

84 VENTES À L'EXPORTATION D'UNE VALEUR DE 146 MILLIONS DE DOLLARS

36 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION

3 NOUVELLE COENTREPRISE/NOUVEAU ACCORD DE LICENCE D'UNE VALEUR DE 2,4 MILLIONS DE DOLLARS

0 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE

3 INVESTISSEMENTS CANADIENS DANS LES TERRITOIRES D'UNE VALEUR DE 430,000 DE DOLLARS

0 TRANSFERTS DE TECHNOLOGIE

### POINTS SAILLANTS:

60,6 millions \$ - vente de matériel téléphonique (Kingston, Bridgetown)

45 millions \$ - vente d'équipement de pompage d'eau (Caracas)

7 millions \$ - services d'ingénieurs-conseils (Guatemala)

6,1 millions \$ - vente de bovins laitiers (Mexico)

5,2 millions \$ - vente de dispositifs de sécurité pour usines (Lima)

2,8 millions \$ - vente de systèmes téléphoniques ruraux (San Jose)

1 millions \$ - vente de matériel lourd pour transporteurs (Sao Paulo)

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

|   |        | Rapport A: |      |
|---|--------|------------|------|
|   |        | LCT        | LST  |
| Nbre de demande de renseignements sur le commerce       | Cdn    | 2065       | 2836 |
|   | Locale | 1900       | 1996 |
| Nbre de demande de renseignements sur l'investissements | Cdn    | 50         | 13   |
|   | Locale | 47         | 40   |
| Nbre de visites de gens d'affaires                      | Cdn    | 295        | 362  |
|   | Locale | 673        | 419  |

## RÉSULTATS DE PROGRAMMES: ÉTATS-UNIS

### ACTIVITÉS COMMERCIALES

D'octobre à décembre 1989, onze missions ont rapporté les activités commerciales suivantes:

208 VENTES À L'EXPORTATION D'UNE VALEUR DE 126,3 MILLIONS DE DOLLARS

198 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION

5 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 240,000 \$

1 INVESTISSEMENT ÉTRANGER AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE D'UNE VALEUR DE 200 000 \$

2 INVESTISSEMENTS CANADIENS DANS LES TERRITOIRES

5 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 1,2 MILLIONS DE DOLLARS

### POINTS SAILLANTS:

50 millions \$ - vente de produits chimiques pour les toilettes (Atlanta)

17 millions \$ - vente d'eau embouteillée (Chicago)

5,6 millions \$ - vente de composantes usinées (New York)

3 millions \$ - vente d'écrans TV (Atlanta)

2,5 millions \$ - vente d'arbres moteurs (Chicago)

2,5 millions \$ - vente d'amortisseurs (Detroit)

2,3 millions \$ - vente de dispositifs d'affichage à diodes lumineuses (Chicago)

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

|   |        | Rapport A: |      |
|---|--------|------------|------|
|   |        | UTE        | UTW  |
| Nbre de demande de renseignements sur le commerce       | Cdn    | 3249       | 4165 |
|   | Locale | 2046       | 4606 |
| Nbre de demande de renseignements sur l'investissements | Cdn    | 961        | 90   |
|   | Locale | 442        | 531  |
| Nbre de visites de gens d'affaires                      | Cdn    | 962        | 1157 |
|   | Locale | 1924       | 1111 |





SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/10

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

GRAND TOTAL

|   |  | NOMBRE | TEMPS-OFFICIELS<br>COÛTS ENG/SP | TEMPS-TOTAL<br>PERS-TOTAL |
|---|--|--------|---------------------------------|---------------------------|
| A. DEMANDES/SEV/EXPORT/COMM   | DU CANADA : 29274                          |        | 15.59                           | 23.59                     |
|   | DES TERRITOIRES : 31121                    |        | 9.95                            | 18.54                     |
| B. VISITES A DES CLIENTS DE TERRITOIRE                                      |  | 9400   | 11.10                           | 10.73                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                                       | BOITES : 417                               |        | 2.78                            | 2.78                      |
| PROJETS ET ACTIVITES  | <b>SECTION II</b><br>CONF SEMINAIRES : 268 |        | 6.07                            | 6.22                      |
|   | BOUTES : 550                               |        | 2.80                            | 2.76                      |
|   |  |        | 2.61                            | 1.50                      |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANCES                      | DEM PAR L'AC : 899                         |        | 3.75                            | 2.38                      |
|   | INIT DE LA MISS : 1817                     |        | 3.23                            | 2.90                      |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS                                   |  | 450    | 1.38                            | 0.53                      |
| F. INVESTISSEMENT   | DU CANADA : 1755                           |        | 1.58                            | 1.50                      |
| DEMANDES DE DEMONSTRATIONS  | DES TERRITOIRES : 2937                     |        | 2.38                            | 1.84                      |
| G. PROG. D'APPORT TECHNOLOGIQUES  | CANADA : 485                               |        | 0.45                            | 1.07                      |
| DEMANDES SERVICE  | CONTACTS ETABLIS : 349                     |        | 0.49                            | 0.76                      |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS                               |  |        | 4.82                            | 4.82                      |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES                       | CNE L' : 697                               |        | 1.12                            | 0.40                      |
|   | GOUV'T HORS P : 658                        |        | 2.17                            | 0.04                      |
|   | AUTRES MIN. : 1293                         |        | 2.75                            | 1.99                      |
|   | PROV. MUN. : 1071                          |        | 2.17                            | 1.69                      |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN.<br>CONGES, DEVELOPPEMENT PROF |  |        | 10.60                           | 2.29                      |
|   |  |        | 4.96                            | 6.11                      |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION                              |  |        | 3.00                            | 0.88                      |
| ***** TOTALS *****  |  |        | 99.91                           | 99.91                     |

NOMBRE/VISITES/DEMS D'AFFAIRES DU CANADA : 5431  
DU TERRIT. : 13791

NOMBRE/DEMARCS/PROG/OBSERVATIONS : 1079

NOMBRE/POSTES OCCUPES PAR DES AGENTS-CANADIENS : 197  
-ENGAGES SUR PLACE : 317



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/10

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

GRAND TOTAL

|  | NOMBRE  | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|---------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                   |         |                         |        |                          |
| DU CANADA                                      | : 29374 | 15.69                   | 23.59  | 82.12                    |
| DES TERRITOIRES                                | : 31121 | 9.85                    | 18.54  | 59.66                    |
| B. VISITES A DES CLIENTS DS TERRITOIRE         | : 9400  | 11.10                   | 10.73  | 45.17                    |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS          |         |                         |        |                          |
| FOIRES   | : 417   | 3.79                    | 7.38   | 23.49                    |
| PROJETS ET ACTIVITES                           |         |                         |        |                          |
| MISSIONS                                       | : 449   | 6.07                    | 6.22   | 25.47                    |
| CONF SEMINAIRES                                | : 365   | 2.80                    | 1.76   | 9.34                     |
| AUTRES   | : 560   | 1.61                    | 1.80   | 7.10                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                |         |                         |        |                          |
| L'ECON/LES FINANANCES                          |         |                         |        |                          |
| DEM PAR L'AC                                   | : 890   | 3.75                    | 2.38   | 12.56                    |
| INIT DE LA MISS                                | : 1237  | 5.23                    | 2.90   | 16.61                    |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS      | : 460   | 1.39                    | 0.52   | 3.88                     |
| F. INVESTISSEMENT                              |         |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                     |         |                         |        |                          |
| DU CANADA                                      | : 1785  | 1.55                    | 1.00   | 5.24                     |
| DS TERRITOIRE                                  | : 2937  | 2.35                    | 1.96   | 8.91                     |
| G. PROG. D'APPORT TECHNOLOGIQUES               |         |                         |        |                          |
| DEMANDES SERVICE                               |         |                         |        |                          |
| CANADA   | : 485   | 0.65                    | 1.07   | 3.62                     |
| CONTACTS ETABLIS                               | : 349   | 0.43                    | 0.74   | 2.47                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS  | : 460   | 4.82                    | 4.62   | 19.55                    |
| I. DEMANDES DE SERVICES PROVENANT              |         |                         |        |                          |
| D'AUTRES SOURCES                               |         |                         |        |                          |
| ONG  | : 697   | 1.12                    | 0.80   | 3.96                     |
| GOUV'T HOTE                                    | : 660   | 2.17                    | 0.94   | 6.34                     |
| AUTRES MIN.                                    | : 1293  | 2.75                    | 1.99   | 9.75                     |
| PROV./MUN.                                     | : 1071  | 2.17                    | 1.69   | 7.95                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN.  | : 460   | 10.66                   | 2.29   | 25.98                    |
| CONGES, DEVELOPPEMENT PROF                     | : 460   | 4.96                    | 6.11   | 23.06                    |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION | : 460   | 5.00                    | 0.88   | 11.77                    |
| ***** TOTAUX *****                             |         | 99.91                   | 99.91  | 414.00                   |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 9432  
DE TERRIT. : 12791

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1028

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 197  
-ENGAGES SUR PLACE : 217





SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

08/04/83

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE III DE L'EXERCISE 1983

REGION : AFRIQUE MOYEN-ORIENT

AFRIQUE ET MOYEN-ORIENT

|   |                             | NUMBRE | HEURES OFFIC. | HEURES TOTAL |       |
|---|-----------------------------|--------|---------------|--------------|-------|
|   |                             |        | EN G/SP       | EN G/SP      |       |
| DEMANDES/SEMI/EXPORT/COMH                   | DEMANDES/SEMI/EXPORT/COMH   | 3708   | 17.53         | 23.54        | 6.01  |
|   | DES TERRITOIRES :           | 3746   | 11.80         | 21.73        | 9.93  |
| VISITES A DES CLIENTS DE TERRITOIRES        |                             | 1108   | 12.96         | 14.68        | 1.72  |
| POLITIQUE COMMERCIALE/EXPORTATIONS          | FOIRES                      | 18     | 0.33          | 4.97         | 4.64  |
| PROJETS ET ACTIVITES                        | MISSIONS                    | 37     | 5.64          | 8.30         | 2.66  |
|   | COURT SEMINAIRES            | 25     | 0.84          | 1.84         | 1.00  |
|   | AUTRES                      | 60     | 0.55          | 2.12         | 1.57  |
| RAPPORTS SUR LA SONDAGE                     | ABIDJAN                     | 87     |               |              |       |
| L'ECOH/LIS FINANCIERES                      | *ADDIS ABÉBA                | 90     |               |              |       |
| ACTIVITES EN MATIERE                        | ALGER                       |        |               |              |       |
| INVESTISSEMENT                              | HARARE                      |        |               |              |       |
| DEMANDES DE RENSEIGNEMENTS                  | *KINSHASA                   |        |               |              |       |
|   | LAGOS                       |        |               |              |       |
|   | *NAIROBI                    |        |               |              |       |
|   | RABAT                       |        |               |              |       |
|   | TUNIS                       |        |               |              |       |
|   | YAOUNDÉ                     |        |               |              |       |
|   | AMMAN                       |        |               |              |       |
|   | BAGHDAD                     |        |               |              |       |
|   | LE CAIRE                    |        |               |              |       |
|   | KOWEIT                      |        |               |              |       |
|   | RIYADH                      |        |               |              |       |
|   | *TÉHÉRAN                    |        |               |              |       |
|   | **TEL AVIV                  |        |               |              |       |
| PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS  |                             |        | 8.06          | 4.28         | 3.78  |
| DEMANDES DE SERVICES PROVENANT              | CND                         |        | 1.16          | 0.58         | 0.58  |
| D'AUTRES SOURCES                            | GOUV'T ROYAL                | 103    | 1.84          | 1.84         | 0.00  |
|   | AUTRES MIN.                 | 183    | 3.16          | 2.38         | 0.78  |
|   | SEMI/COMH                   | 23     | 1.84          | 0.48         | 1.36  |
| ADMINISTRATION: GESTION DU PROG. & AGEND.   |                             |        | 7.99          | 0.68         | 8.67  |
|   | CONGES, DEVELOPPEMENT PROG. |        | 3.95          | 7.34         | 3.39  |
| SERVICES A D'AUTRE PROGRAMMES DE LA MISSION |                             |        | 7.73          | 1.84         | 5.89  |
|   |                             |        | 100.00        | 100.00       | 50.00 |

\* Le rapport trimestriel de ces missions n'était pas disponible.

NUMBRE/VISITES/HEURES D'AGENTS DU CANADA : 797  
DE TERRIT. : 1532

NUMBRE/DEMANDES/FOIRES/OBSERVATIONS : 71

NUMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 25  
+ ENGAGES SUR PLACE : 25



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

REGION : AFRIQUE MOYEN-ORIENT

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
|  | -----  | -----                   | -----  | -----                    |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 3708   | 17.52                   | 23.64  | 10.29                    |
| DES TERRITOIRES :  | 3746   | 11.80                   | 21.72  | 8.38                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 1508   | 12.96                   | 14.68  | 6.91                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| FOIRES :   | 18     | 3.32                    | 4.92   | 2.06                     |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| MISSIONS :   | 37     | 6.68                    | 5.12   | 2.95                     |
| CONF SEMINAIRES :  | 25     | 1.24                    | 1.64   | 0.72                     |
| AUTRES :   | 60     | 0.76                    | 2.12   | 0.72                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 57     | 2.76                    | 2.00   | 1.19                     |
| INIT DE LA MISS :  | 90     | 5.32                    | 2.36   | 1.92                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 124    | 1.00                    | 0.12   | 0.28                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DU CANADA :  | 77     | 0.92                    | 0.60   | 0.38                     |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 383    | 1.36                    | 0.76   | 0.53                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| CANADA :   | 57     | 0.20                    | 1.04   | 0.31                     |
| DEMANDES SERVICE CONTACTS ETABLIS :                      | 17     | 0.00                    | 0.32   | 0.08                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 8.00                    | 4.28   | 3.07                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 66     | 1.16                    | 0.56   | 0.43                     |
| GOUV'T HOTE :  | 103    | 1.84                    | 1.56   | 0.85                     |
| AUTRES MIN. :  | 183    | 3.16                    | 2.20   | 1.34                     |
| PROV./MUN. :   | 52     | 1.04                    | 0.48   | 0.38                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 7.28                    | 0.68   | 1.99                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 3.96                    | 7.36   | 2.83                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 7.72                    | 1.84   | 2.39                     |
| ***** TOTAUX *****                                       |        | 100.00                  | 100.00 | 50.00                    |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 797  
DE TERRIT. : 1532

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 71

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 25  
-ENGAGES SUR PLACE : 25

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

SOUS-REGION: AFRIQUE

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
|  | -----  | -----                   | -----  | -----                    |
| A. DEMANDES/SERV/EXPORT/COMM                     | 1983   | 21.50                   | 27.72  | 5.63                     |
| DU CANADA :                                      |        |                         |        |                          |
| DES TERRITOIRES :                                | 1320   | 12.41                   | 23.90  | 4.12                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 589    | 10.33                   | 16.54  | 3.06                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                         |        |                          |
| FOIRES :   | 2      | 1.08                    | 2.18   | 0.37                     |
| PROJETS ET ACTIVITES                             |        |                         |        |                          |
| MISSIONS :                                       | 16     | 7.08                    | 4.00   | 1.29                     |
| CONF SEMINAIRES :                                | 4      | 0.16                    | 0.72   | 0.10                     |
| AUTRES :   | 24     | 0.00                    | 3.81   | 0.42                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                         |        |                          |
| DEM PAR L'AC :                                   | 27     | 3.41                    | 1.90   | 0.62                     |
| L'ECON/LES FINANANCES                            |        |                         |        |                          |
| INIT DE LA MISS :                                | 39     | 5.91                    | 2.54   | 0.99                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 5      | 0.41                    | 0.00   | 0.05                     |
| F. INVESTISSEMENT                                |        |                         |        |                          |
| DU CANADA :                                      | 12     | 1.08                    | 0.90   | 0.23                     |
| DEMANDES DE RENSEIGNEMENTS                       |        |                         |        |                          |
| DS TERRITOIRE :                                  | 7      | 0.33                    | 0.00   | 0.04                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| DEMANDES SERVICE                                 |        |                         |        |                          |
| CONTACTS ETABLIS :                               | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 15.75                   | 4.54   | 2.39                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |                         |        |                          |
| D'AUTRES SOURCES                                 |        |                         |        |                          |
| ONG :  | 9      | 1.33                    | 0.36   | 0.20                     |
| GOUV'T HOTE :                                    | 20     | 1.50                    | 1.45   | 0.34                     |
| AUTRES MIN. :                                    | 36     | 3.66                    | 1.36   | 0.59                     |
| PROV./MUN. :                                     | 9      | 0.83                    | 0.00   | 0.10                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 7.75                    | 0.54   | 0.99                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 1.33                    | 5.63   | 0.78                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 4.08                    | 1.81   | 0.69                     |
| ***** TOTAUX *****                               |        | 99.93                   | 99.90  | 23.00                    |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 445  
DE TERRIT. : 680

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 24

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 12  
-ENGAGES SUR PLACE : 11

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : ABIDJAN

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                     |        |                         |        |                          |
| DU CANADA :                                      | 171    | 27.50                   | 33.00  | 0.88                     |
| DES TERRITOIRES :                                | 90     | 8.00                    | 20.00  | 0.36                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 110    | 15.00                   | 25.00  | 0.55                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                         |        |                          |
| FOIRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| PROJETS ET ACTIVITES                             |        |                         |        |                          |
| MISSIONS :                                       | 0      | 0.00                    | 0.00   | 0.00                     |
| CONF SEMINAIRES :                                | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                         |        |                          |
| L'ECON/LES FINANANCES                            |        |                         |        |                          |
| DEM PAR L'AC :                                   | 3      | 2.00                    | 5.00   | 0.09                     |
| INIT DE LA MISS :                                | 2      | 5.00                    | 0.00   | 0.10                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00                    | 0.00   | 0.00                     |
| F. INVESTISSEMENT                                |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |                         |        |                          |
| DU CANADA :                                      | 2      | 0.50                    | 0.00   | 0.01                     |
| DS TERRITOIRE :                                  | 0      | 0.00                    | 0.00   | 0.00                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                         |        |                          |
| DEMANDES SERVICE                                 |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                               | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 16.50                   | 0.00   | 0.33                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |                         |        |                          |
| D'AUTRES SOURCES                                 |        |                         |        |                          |
| ONG :  | 2      | 0.50                    | 0.00   | 0.01                     |
| GOUV'T HOTE :                                    | 3      | 0.50                    | 0.00   | 0.01                     |
| AUTRES MIN. :                                    | 6      | 3.00                    | 0.00   | 0.06                     |
| PROV./MUN. :                                     | 2      | 0.50                    | 0.00   | 0.01                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 12.50                   | 0.00   | 0.25                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 4.00                    | 17.00  | 0.25                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 4.50                    | 0.00   | 0.09                     |
| ***** TOTAUX *****                               |        | 100.00                  | 100.00 | 3.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 49  
DE TERRIT. : 73

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : ALGER

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 685    | 21.00                   | 42.00  | 1.47                     |
| DES TERRITOIRES :  | 145    | 13.00                   | 29.00  | 0.97                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 74     | 10.00                   | 11.00  | 0.52                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| FOIRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| MISSIONS :   | 10     | 15.00                   | 7.00   | 0.59                     |
| CONF SEMINAIRES :  | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES :   | 19     | 0.00                    | 11.00  | 0.22                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 4      | 8.00                    | 0.00   | 0.24                     |
| INIT DE LA MISS :  | 11     | 11.00                   | 0.00   | 0.33                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 0      | 0.00                    | 0.00   | 0.00                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 0      | 0.00                    | 0.00   | 0.00                     |
| DS TERRITOIRE :  | 0      | 0.00                    | 0.00   | 0.00                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 10.00                   | 0.00   | 0.30                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 1      | 3.00                    | 0.00   | 0.09                     |
| GOUV'T HOTE :  | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES MIN. :  | 3      | 4.00                    | 0.00   | 0.12                     |
| PROV./MUN. :   | 2      | 1.00                    | 0.00   | 0.03                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 4.00                    | 0.00   | 0.12                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 0.00                    | 0.00   | 0.00                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 0.00                    | 0.00   | 0.00                     |
| ***** TOTAUX *****                                       |        | 100.00                  | 100.00 | 5.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 171  
DE TERRIT. : 157

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : LAGOS

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |             |
| DU CANADA :  | 209    | 17.50         | 18.33  | 0.90        |
| DES TERRITOIRES :  | 356    | 15.00         | 28.33  | 1.15        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 205    | 14.00         | 16.66  | 0.78        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |             |
| FOIRES :   | 0      | 0.00          | 0.00   | 0.00        |
| PROJETS ET ACTIVITES                                     |        |               |        |             |
| MISSIONS :   | 0      | 0.00          | 0.00   | 0.00        |
| CONF SEMINAIRES :  | 2      | 1.00          | 1.00   | 0.05        |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00        |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |             |
| DEM PAR L'AC :   | 8      | 5.00          | 0.00   | 0.10        |
| INIT DE LA MISS :  | 1      | 0.00          | 3.33   | 0.10        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 5      | 2.50          | 0.00   | 0.05        |
| F. INVESTISSEMENT  |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                               |        |               |        |             |
| DU CANADA :  | 6      | 1.00          | 1.66   | 0.07        |
| DS TERRITOIRE :  | 6      | 2.00          | 0.00   | 0.04        |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |             |
| DEMANDES SERVICE   |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                                       | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 17.50         | 8.33   | 0.60        |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |               |        |             |
| ONG :  | 3      | 1.50          | 0.66   | 0.05        |
| GOUV'T HOTE :  | 14     | 2.50          | 3.33   | 0.15        |
| AUTRES MIN. :  | 19     | 5.00          | 1.66   | 0.15        |
| PROV./MUN. :   | 3      | 1.50          | 0.00   | 0.03        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 9.00          | 0.00   | 0.18        |
| CONGES, DEVELOPPEMENT PROF :                             |        | 0.00          | 15.00  | 0.45        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 5.00          | 1.66   | 0.15        |
| ***** TOTAUX *****                                       |        | 100.00        | 99.95  | 5.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 49  
DE TERRIT. : 156

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : HARARE

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 187    | 15.00                   | 20.00  | 0.35                     |
| DES TERRITOIRES :  | 376    | 5.00                    | 25.00  | 0.30                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 53     | 0.00                    | 10.00  | 0.10                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| FOIRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| MISSIONS :   | 1      | 10.00                   | 5.00   | 0.15                     |
| CONF SEMINAIRES :  | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES :   | 5      | 0.00                    | 5.00   | 0.05                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 2      | 0.00                    | 5.00   | 0.05                     |
| INIT DE LA MISS :  | 6      | 5.00                    | 5.00   | 0.10                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 0      | 0.00                    | 0.00   | 0.00                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 4      | 5.00                    | 5.00   | 0.10                     |
| DS TERRITOIRE :  | 0      | 0.00                    | 0.00   | 0.00                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 40.00                   | 0.00   | 0.40                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 0      | 0.00                    | 0.00   | 0.00                     |
| GOUV'T HOTE :  | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES MIN. :  | 7      | 5.00                    | 5.00   | 0.10                     |
| PROV./MUN. :   | 0      | 0.00                    | 0.00   | 0.00                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 5.00                    | 0.00   | 0.05                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 0.00                    | 0.00   | 0.00                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 10.00                   | 15.00  | 0.25                     |
| ***** TOTAUX *****                                       |        | 100.00                  | 100.00 | 2.00                     |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 26  
DE TERRIT. : 120

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

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



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : RABAT

|   | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|---|--------|---------------|--------|-------------|
|   |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                          |        |               |        |             |
| DU CANADA :   | 375    | 12.00         | 22.50  | 0.57        |
| DES TERRITOIRES :                                     | 167    | 5.00          | 15.00  | 0.35        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :              | 76     | 6.00          | 17.50  | 0.41        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                 |        |               |        |             |
| FOIRES :  | 1      | 13.00         | 10.00  | 0.33        |
| PROJETS ET ACTIVITES                                  |        |               |        |             |
| MISSIONS :  | 2      | 5.00          | 5.00   | 0.15        |
| CONF SEMINAIRES :                                     | 2      | 0.00          | 2.50   | 0.05        |
| AUTRES :  | 0      | 0.00          | 7.50   | 0.15        |
| D. RAPPORTS SUR LE COMMERCIAUX/ L'ECON/LES FINANANCES |        |               |        |             |
| DEM PAR L'AC :  | 7      | 3.00          | 5.00   | 0.13        |
| INIT DE LA MISS :                                     | 13     | 4.00          | 0.00   | 0.04        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :           | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT                                     |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                            |        |               |        |             |
| DU CANADA :   | 0      | 3.00          | 0.00   | 0.03        |
| DS TERRITOIRE :                                       | 0      | 0.00          | 0.00   | 0.00        |
| G. PROG. D'APPORT TECHNOLOGIQUES                      |        |               |        |             |
| DEMANDES SERVICE                                      |        |               |        |             |
| CANADA :  | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                                    | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :       |        | 10.00         | 12.50  | 0.35        |
| I. DEMANDES DE SERVICES PROVENANT D'AUTRES SOURCES    |        |               |        |             |
| ONG :   | 3      | 3.00          | 0.00   | 0.03        |
| GOUV'T HOTE :   | 2      | 4.00          | 1.50   | 0.07        |
| AUTRES MIN. :   | 1      | 7.00          | 1.00   | 0.09        |
| PROV./MUN. :  | 0      | 3.00          | 0.00   | 0.03        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :       |        | 15.00         | 0.00   | 0.15        |
| CONGES, DEVELOPPEMENT PROF :                          |        | 0.00          | 0.00   | 0.00        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :      |        | 7.00          | 0.00   | 0.07        |
| ***** TOTAUX *****                                    |        | 100.00        | 100.00 | 3.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 76  
DE TERRIT. : 59

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : TUNIS

|   | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|---|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                          |        |                         |        |                          |
| DU CANADA :   | 117    | 28.00                   | 38.00  | 0.66                     |
| DES TERRITOIRES :                                     | 104    | 24.00                   | 15.00  | 0.39                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :              | 46     | 10.00                   | 20.00  | 0.30                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                 |        |                         |        |                          |
| FOIRES :  | 1      | 0.00                    | 4.00   | 0.04                     |
| PROJETS ET ACTIVITES                                  |        |                         |        |                          |
| MISSIONS :  | 0      | 0.00                    | 5.00   | 0.05                     |
| CONF SEMINAIRES :                                     | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES :  | 0      | 0.00                    | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/ L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :  | 3      | 0.00                    | 1.00   | 0.01                     |
| INIT DE LA MISS :                                     | 0      | 4.00                    | 3.00   | 0.07                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :           | 0      | 0.00                    | 0.00   | 0.00                     |
| F. INVESTISSEMENT                                     |        |                         |        |                          |
| DU CANADA :   | 0      | 2.00                    | 0.00   | 0.02                     |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :            | 0      | 0.00                    | 0.00   | 0.00                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                      |        |                         |        |                          |
| CANADA :  | 0      | 0.00                    | 0.00   | 0.00                     |
| DEMANDES SERVICE CONTACTS ETABLIS :                   | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :       |        | 11.00                   | 0.00   | 0.11                     |
| I. DEMANDES DE SERVICES PROVENANT D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :   | 0      | 0.00                    | 2.00   | 0.02                     |
| GOUV'T HOTE :   | 0      | 3.00                    | 3.00   | 0.06                     |
| AUTRES MIN. :   | 0      | 4.00                    | 3.00   | 0.07                     |
| PROV./MUN. :  | 0      | 0.00                    | 0.00   | 0.00                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :       |        | 3.00                    | 6.00   | 0.09                     |
| CONGES, DEVELOPPEMENT PROF :                          |        | 8.00                    | 0.00   | 0.08                     |
| K. 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 : 42  
DE TERRIT. : 75

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : YAOUNDE

|  | NOMBRE | %TEMPS-OFFIC. CDIENS |        | TEMPS-TOTAL PERS-TRIM |
|--|--------|----------------------|--------|-----------------------|
|  |        | ENG/SP               |        |                       |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |                      |        |                       |
| DU CANADA :                                      | 239    | 25.00                | 30.00  | 0.80                  |
| DES TERRITOIRES :                                | 82     | 15.00                | 30.00  | 0.60                  |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 25     | 10.00                | 20.00  | 0.40                  |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                      |        |                       |
| FOIRES :   | 0      | 0.00                 | 0.00   | 0.00                  |
| PROJETS ET ACTIVITES                             |        |                      |        |                       |
| MISSIONS :                                       | 3      | 12.50                | 10.00  | 0.35                  |
| CONF SEMINAIRES :                                | 0      | 0.00                 | 0.00   | 0.00                  |
| AUTRES :   | 0      | 0.00                 | 0.00   | 0.00                  |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                      |        |                       |
| L'ECON/LES FINANANCES                            |        |                      |        |                       |
| DEM PAR L'AC :                                   | 0      | 0.00                 | 0.00   | 0.00                  |
| INIT DE LA MISS :                                | 6      | 7.50                 | 10.00  | 0.25                  |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00                 | 0.00   | 0.00                  |
| F. INVESTISSEMENT                                |        |                      |        |                       |
| DEMANDES DE RENSEIGNEMENTS                       |        |                      |        |                       |
| DU CANADA :                                      | 0      | 0.00                 | 0.00   | 0.00                  |
| DS TERRITOIRE :                                  | 1      | 0.00                 | 0.00   | 0.00                  |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                      |        |                       |
| DEMANDES SERVICE                                 |        |                      |        |                       |
| CANADA :   | 0      | 0.00                 | 0.00   | 0.00                  |
| CONTACTS ETABLIS :                               | 0      | 0.00                 | 0.00   | 0.00                  |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 15.00                | 0.00   | 0.30                  |
| I. DEMANDES DE SERVICES PROVENANT                |        |                      |        |                       |
| D'AUTRES SOURCES                                 |        |                      |        |                       |
| ONG :  | 0      | 0.00                 | 0.00   | 0.00                  |
| GOUV'T HOTE :                                    | 1      | 2.50                 | 0.00   | 0.05                  |
| AUTRES MIN. :                                    | 0      | 0.00                 | 0.00   | 0.00                  |
| PROV./MUN. :                                     | 2      | 0.00                 | 0.00   | 0.00                  |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 7.50                 | 0.00   | 0.15                  |
| CONGES, DEVELOPPEMENT PROF :                     |        | 0.00                 | 0.00   | 0.00                  |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 5.00                 | 0.00   | 0.10                  |
| ***** TOTAUX *****                               |        | 100.00               | 100.00 | 3.00                  |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 32  
DE TERRIT. : 40

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

SOUS-REGION: MOYEN-ORIENT

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 1725   | 13.84         | 20.42  | 4.66        |
| DES TERRITOIRES :                                | 2426   | 11.23         | 20.00  | 4.26        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 919    | 15.38         | 13.21  | 3.85        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 16     | 5.38          | 7.07   | 1.69        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 21     | 6.30          | 6.00   | 1.66        |
| CONF SEMINAIRES :                                | 21     | 2.23          | 2.35   | 0.62        |
| AUTRES :   | 36     | 1.46          | 0.78   | 0.30        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 30     | 2.15          | 2.07   | 0.57        |
| INIT DE LA MISS :                                | 51     | 4.76          | 2.21   | 0.93        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 119    | 1.53          | 0.21   | 0.23        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 65     | 0.76          | 0.35   | 0.15        |
| DS TERRITOIRE :                                  | 376    | 2.30          | 1.35   | 0.49        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 57     | 0.38          | 1.85   | 0.31        |
| CONTACTS ETABLIS :                               | 17     | 0.00          | 0.57   | 0.08        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.84          | 4.07   | 0.68        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 57     | 1.00          | 0.71   | 0.23        |
| GOUV'T HOTE :                                    | 83     | 2.15          | 1.64   | 0.51        |
| AUTRES MIN. :                                    | 147    | 2.69          | 2.85   | 0.75        |
| PROV./MUN. :                                     | 43     | 1.23          | 0.85   | 0.28        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 6.84          | 0.78   | 1.00        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 6.38          | 8.71   | 2.05        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 11.07         | 1.85   | 1.70        |
| ***** TOTAUX *****                               |        | 99.90         | 99.90  | 27.00       |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 352  
DE TERRIT. : 852

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 47

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 13  
-ENGAGES SUR PLACE : 14

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : AMMAN

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 237    | 3.00          | 20.00  | 0.43        |
| DES TERRITOIRES :                                | 262    | 3.00          | 20.00  | 0.43        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 142    | 6.00          | 11.50  | 0.29        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 1      | 0.00          | 1.00   | 0.02        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 5      | 4.00          | 5.00   | 0.14        |
| CONF SEMINAIRES :                                | 2      | 1.00          | 1.00   | 0.03        |
| AUTRES :   | 3      | 1.00          | 0.00   | 0.01        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 8      | 5.00          | 4.00   | 0.13        |
| INIT DE LA MISS :                                | 13     | 10.00         | 3.00   | 0.16        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 87     | 1.00          | 1.50   | 0.04        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 12     | 1.00          | 1.00   | 0.03        |
| DS TERRITOIRE :                                  | 16     | 1.00          | 2.00   | 0.05        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 2      | 0.00          | 0.50   | 0.01        |
| CONTACTS ETABLIS :                               | 2      | 0.00          | 0.50   | 0.01        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 0.00   | 0.00        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 5      | 2.00          | 1.00   | 0.04        |
| GOUV'T HOTE :                                    | 8      | 1.00          | 2.00   | 0.05        |
| AUTRES MIN. :                                    | 46     | 4.00          | 7.00   | 0.18        |
| PROV./MUN. :                                     | 12     | 1.00          | 3.00   | 0.07        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 6.00          | 0.00   | 0.06        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 0.00          | 15.00  | 0.30        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 50.00         | 1.00   | 0.52        |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 3.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 74  
DE TERRIT. : 186

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BAGHDAD

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                     |        |                         |        |                          |
| DU CANADA :                                      | 166    | 18.00                   | 28.00  | 0.46                     |
| DES TERRITOIRES :                                | 32     | 9.00                    | 5.00   | 0.14                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 59     | 14.00                   | 18.00  | 0.32                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                         |        |                          |
| FOIRES :   | 1      | 24.00                   | 31.00  | 0.55                     |
| PROJETS ET ACTIVITES                             |        |                         |        |                          |
| MISSIONS :                                       | 2      | 13.00                   | 3.00   | 0.16                     |
| CONF SEMINAIRES :                                | 2      | 2.00                    | 0.00   | 0.02                     |
| AUTRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                         |        |                          |
| L'ECON/LES FINANANCES                            |        |                         |        |                          |
| DEM PAR L'AC :                                   | 3      | 1.00                    | 2.00   | 0.03                     |
| INIT DE LA MISS :                                | 2      | 2.00                    | 0.00   | 0.02                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00                    | 0.00   | 0.00                     |
| F. INVESTISSEMENT                                |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |                         |        |                          |
| DU CANADA :                                      | 0      | 0.00                    | 0.00   | 0.00                     |
| DS TERRITOIRE :                                  | 0      | 0.00                    | 0.00   | 0.00                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                         |        |                          |
| DEMANDES SERVICE                                 |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                               | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00                    | 0.00   | 0.00                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |                         |        |                          |
| D'AUTRES SOURCES                                 |        |                         |        |                          |
| ONG :  | 3      | 0.00                    | 2.00   | 0.02                     |
| GOUV'T HOTE :                                    | 1      | 1.00                    | 0.00   | 0.01                     |
| AUTRES MIN. :                                    | 3      | 1.00                    | 2.00   | 0.03                     |
| PROV./MUN. :                                     | 0      | 0.00                    | 0.00   | 0.00                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 4.00                    | 0.00   | 0.04                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 8.00                    | 9.00   | 0.17                     |
| K. 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'AFFAIRS DU CANADA : 49  
DE TERRIT. : 81

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : KUWAIT

|  |                              | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|------------------------------|--------|---------------|--------|-------------|
|  |                              |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                   | DU CANADA :                  | 254    | 8.00          | 14.66  | 0.68        |
|  | DES TERRITOIRES :            | 522    | 7.33          | 18.00  | 0.76        |
| B. VISITES A DES CLIENTS DS TERRITOIRE         |                              | 319    | 14.66         | 9.00   | 0.71        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS          | FOIRES :                     | 9      | 7.00          | 8.66   | 0.47        |
| PROJETS ET ACTIVITES                           | MISSIONS :                   | 5      | 11.00         | 8.66   | 0.59        |
|  | CONF SEMINAIRES :            | 10     | 2.00          | 3.00   | 0.15        |
|  | AUTRES :                     | 7      | 2.00          | 2.00   | 0.12        |
| D. RAPPORTS SUR LE COMMERCIAUX/                | DEM PAR L'AC :               | 1      | 2.00          | 2.00   | 0.12        |
| L'ECON/LES FINANANCES                          | INIT DE LA MISS :            | 4      | 6.00          | 3.00   | 0.27        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS      |                              | 2      | 1.00          | 0.00   | 0.03        |
| F. INVESTISSEMENT                              | DU CANADA :                  | 44     | 2.00          | 1.00   | 0.09        |
| DEMANDES DE RENSEIGNEMENTS                     | DS TERRITOIRE :              | 286    | 3.00          | 2.00   | 0.15        |
| G. PROG. D'APPORT TECHNOLOGIQUES               | CANADA :                     | 0      | 0.00          | 0.00   | 0.00        |
| DEMANDES SERVICE                               | CONTACTS ETABLIS :           | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS  |                              |        | 2.00          | 10.00  | 0.36        |
| I. DEMANDES DE SERVICES PROVENANT              | ONG :                        | 20     | 2.00          | 1.00   | 0.09        |
| D'AUTRES SOURCES                               | GOUV'T HOTE :                | 10     | 2.00          | 1.00   | 0.09        |
|  | AUTRES MIN. :                | 20     | 3.00          | 2.00   | 0.15        |
|  | PROV./MUN. :                 | 16     | 3.00          | 1.00   | 0.12        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN.  |                              |        | 9.00          | 2.00   | 0.33        |
|  | CONGES, DEVELOPPEMENT PROF : |        | 10.00         | 10.00  | 0.60        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION |                              |        | 3.00          | 1.00   | 0.12        |
| ***** TOTAUX *****                             |                              |        | 99.99         | 99.98  | 6.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 70  
DE TERRIT. : 75

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 10

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : LE CAIRE

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                     |        |                         |        |                          |
| DU CANADA :                                      | 274    | 22.50                   | 22.50  | 0.90                     |
| DES TERRITOIRES :                                | 304    | 22.50                   | 30.50  | 1.06                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 81     | 15.00                   | 10.50  | 0.51                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                         |        |                          |
| FOIRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| PROJETS ET ACTIVITES                             |        |                         |        |                          |
| MISSIONS :                                       | 1      | 0.00                    | 9.50   | 0.19                     |
| CONF SEMINAIRES :                                | 1      | 0.00                    | 1.00   | 0.02                     |
| AUTRES :   | 1      | 0.00                    | 1.00   | 0.02                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                         |        |                          |
| L'ECON/LES FINANANCES                            |        |                         |        |                          |
| DEM PAR L'AC :                                   | 3      | 2.50                    | 1.50   | 0.08                     |
| INIT DE LA MISS :                                | 3      | 2.50                    | 1.50   | 0.08                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00                    | 0.00   | 0.00                     |
| F. INVESTISSEMENT                                |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |                         |        |                          |
| DU CANADA :                                      | 3      | 1.50                    | 0.00   | 0.03                     |
| DS TERRITOIRE :                                  | 19     | 4.50                    | 0.50   | 0.10                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                         |        |                          |
| DEMANDES SERVICE                                 |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                               | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00                    | 6.00   | 0.12                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |                         |        |                          |
| D'AUTRES SOURCES                                 |        |                         |        |                          |
| ONG :  | 4      | 1.00                    | 0.00   | 0.02                     |
| GOUV'T HOTE :                                    | 18     | 3.50                    | 4.00   | 0.15                     |
| AUTRES MIN. :                                    | 34     | 7.50                    | 5.00   | 0.25                     |
| PROV./MUN. :                                     | 2      | 0.50                    | 0.00   | 0.01                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 10.00                   | 0.00   | 0.20                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 1.50                    | 6.50   | 0.16                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 5.00                    | 0.00   | 0.10                     |
| ***** TOTAUX *****                               |        | 100.00                  | 100.00 | 4.00                     |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 43  
DE TERRIT. : 209

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

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



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : RIYADH

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|---------------|--------|--------------------------|
|  |        | CDIENS        | ENG/SP |                          |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |                          |
| DU CANADA :                                      | 541    | 20.00         | 18.00  | 1.14                     |
| DES TERRITOIRES :                                | 768    | 19.00         | 20.00  | 1.17                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 205    | 12.00         | 22.00  | 1.02                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |                          |
| FOIRES :   | 3      | 6.00          | 10.00  | 0.48                     |
| PROJETS ET ACTIVITES                             |        |               |        |                          |
| MISSIONS :                                       | 2      | 4.00          | 7.00   | 0.33                     |
| CONF SEMINAIRES :                                | 1      | 6.00          | 5.00   | 0.33                     |
| AUTRES :   | 14     | 4.00          | 1.00   | 0.15                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |                          |
| L'ECON/LES FINANANCES                            |        |               |        |                          |
| DEM PAR L'AC :                                   | 6      | 3.00          | 0.00   | 0.09                     |
| INIT DE LA MISS :                                | 5      | 4.00          | 1.00   | 0.15                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 28     | 5.00          | 0.00   | 0.15                     |
| F. INVESTISSEMENT                                |        |               |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |                          |
| DU CANADA :                                      | 4      | 0.00          | 0.00   | 0.00                     |
| DS TERRITOIRE :                                  | 40     | 2.00          | 1.00   | 0.09                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |                          |
| DEMANDES SERVICE                                 |        |               |        |                          |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 5.00   | 0.15                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |                          |
| D'AUTRES SOURCES                                 |        |               |        |                          |
| ONG :  | 21     | 1.00          | 1.00   | 0.06                     |
| GOUV'T HOTE :                                    | 29     | 1.00          | 1.00   | 0.06                     |
| AUTRES MIN. :                                    | 29     | 1.00          | 1.00   | 0.06                     |
| PROV./MUN. :                                     | 0      | 0.00          | 0.00   | 0.00                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 4.00          | 0.00   | 0.12                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 4.00          | 0.00   | 0.12                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 4.00          | 7.00   | 0.33                     |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 6.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 37  
DE TERRIT. : 179

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 15

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : TEHERAN

|  | NOMBRE | %TEMPS-<br>CDIENS | OFFIC.<br>ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------|------------------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                   |                  |                          |
| DU CANADA :  | 73     | 7.50              | 35.00            | 0.50                     |
| DES TERRITOIRES :  | 363    | 2.50              | 20.00            | 0.25                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 63     | 20.00             | 10.00            | 0.50                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                   |                  |                          |
| FOIRES :   | 1      | 0.00              | 0.00             | 0.00                     |
| PROJETS ET ACTIVITES                                     |        |                   |                  |                          |
| MISSIONS :   | 5      | 10.00             | 0.00             | 0.20                     |
| CONF SEMINAIRES :  | 0      | 0.00              | 0.00             | 0.00                     |
| AUTRES :   | 11     | 0.00              | 0.00             | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                   |                  |                          |
| DEM PAR L'AC :   | 4      | 0.00              | 0.00             | 0.00                     |
| INIT DE LA MISS :  | 20     | 5.00              | 0.00             | 0.10                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 0      | 0.00              | 0.00             | 0.00                     |
| F. INVESTISSEMENT  |        |                   |                  |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                   |                  |                          |
| DU CANADA :  | 0      | 0.00              | 0.00             | 0.00                     |
| DS TERRITOIRE :  | 0      | 0.00              | 0.00             | 0.00                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                   |                  |                          |
| DEMANDES SERVICE   |        |                   |                  |                          |
| CANADA :   | 0      | 0.00              | 0.00             | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00              | 0.00             | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 2.50              | 0.00             | 0.05                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                   |                  |                          |
| ONG :  | 4      | 0.00              | 0.00             | 0.00                     |
| GOUV'T HOTE :  | 7      | 2.50              | 0.00             | 0.05                     |
| AUTRES MIN. :  | 5      | 0.00              | 0.00             | 0.00                     |
| PROV./MUN. :   | 10     | 2.50              | 0.00             | 0.05                     |
| J. ADMINISTRATION:                                       |        |                   |                  |                          |
| GESTION DU PROGR. & ADMIN. :                             |        | 5.00              | 5.00             | 0.15                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 12.50             | 30.00            | 0.55                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 30.00             | 0.00             | 0.60                     |
| ***** TOTAUX *****                                       |        | 100.00            | 100.00           | 3.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 29  
DE TERRIT. : 47

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : TEL AVIV

|   | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|---|--------|---------------|--------|-------------|
|   |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A.DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                     | 180    | 15.00         | 20.00  | 0.55        |
| DES TERRITOIRES :                               | 175    | 5.00          | 20.00  | 0.45        |
| B.VISITES A DES CLIENTS DS TERRITOIRE :         | 50     | 30.00         | 10.00  | 0.50        |
| C.POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :  | 1      | 7.00          | 5.00   | 0.17        |
| PROJETS ET ACTIVITES                            |        |               |        |             |
| MISSIONS :                                      | 1      | 0.00          | 2.50   | 0.05        |
| CONF SEMINAIRES :                               | 5      | 2.00          | 2.50   | 0.07        |
| AUTRES :  | 0      | 0.00          | 0.00   | 0.00        |
| D.RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                           |        |               |        |             |
| DEM PAR L'AC :                                  | 5      | 2.00          | 5.00   | 0.12        |
| INIT DE LA MISS :                               | 4      | 5.00          | 5.00   | 0.15        |
| E.ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 2      | 1.00          | 0.00   | 0.01        |
| F.INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                      |        |               |        |             |
| DU CANADA :                                     | 2      | 0.00          | 0.00   | 0.00        |
| DS TERRITOIRE :                                 | 15     | 5.00          | 2.50   | 0.10        |
| G.PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                |        |               |        |             |
| CANADA :  | 55     | 5.00          | 12.50  | 0.30        |
| CONTACTS ETABLIS :                              | 15     | 0.00          | 3.50   | 0.07        |
| H.PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 0.00   | 0.00        |
| I.DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                |        |               |        |             |
| ONG :   | 0      | 0.00          | 0.00   | 0.00        |
| GOUV'T HOTE :                                   | 10     | 5.00          | 2.50   | 0.10        |
| AUTRES MIN. :                                   | 10     | 3.00          | 2.50   | 0.08        |
| PROV./MUN. :                                    | 3      | 0.00          | 1.50   | 0.03        |
| J.ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 10.00         | 0.00   | 0.10        |
| CONGES, DEVELOPPEMENT PROF :                    |        | 5.00          | 5.00   | 0.15        |
| K.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 : 50  
DE TERRIT. : 75

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 7

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







SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

RAPPORT/CHARGES DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE D'EXERCICE 1989

REGION : ASIE PACIFIQUE

|   | NOMBRE                 | TEMPS-OFFIC.          |           | TEMPS-TOTAL |
|---|------------------------|-----------------------|-----------|-------------|
|   |                        | CLIENTS               | ING/SP    | PER3-TRIM   |
| <b><u>ASIE ET PACIFIQUE</u></b>             |                        |                       |           |             |
| DENANDES/SEPV/EXPORT/COMM                   | DU CANADA : 6576       | 18.04                 | 20.44     | 38.48       |
|   | DES TERRITOIRES : 9966 | 11.36                 | 21.66     | 33.02       |
| VISITES A DES CLIENTS DS TERRITOIRE         | :                      | 3171                  | 10.85     | 10.85       |
| POLITIQUE COMMERCIALE/EXPORTATIONS          | FOIRES : 49            | 3.95                  | 9.79      | 13.74       |
| PROJETS ET ACTIVITES                        | MISSIONS : 56          |                       | 8.70      | 8.70        |
|   | CONF SEMINAIRES : 81   |                       | 1.79      | 1.79        |
|   | AUTRES : 129           | 3.75                  | 3.02      | 6.77        |
|   |                        | <b><u>PNC/PNJ</u></b> |           |             |
|   | *BANGKOK               |                       | BEIJING   |             |
|   | *CANBERRA              |                       | HONG KONG |             |
|   | *COLOMBO               |                       | OSAKA     |             |
|   | DHAKA                  |                       | *SEOUL    |             |
|   | JAKARTA                |                       | *SHANGHI  |             |
|   | *ISLAMABAD             |                       | TOKYO     |             |
|   | KUALA LUMPUR           |                       |           |             |
|   | MANILLE                |                       |           |             |
|   | MELBOURNE              |                       |           |             |
|   | NEW DELHI              |                       |           |             |
|   | SINGAPOUR              |                       |           |             |
|   | SYDNEY                 |                       |           |             |
|   | *WELLINGTON            |                       |           |             |
| DENANDES DE SERVICES PROGRAMM               | ONG : 222              | 2.43                  | 1.30      | 3.73        |
| D'AVISES SOURCES                            | GOV'T HOME : 179       | 1.34                  | 1.48      | 2.82        |
|   | AUTRES MISS : 302      | 3.00                  | 3.74      | 6.74        |
|   | PROG./BUSI : 1260      | 3.73                  | 2.81      | 6.54        |
| ADMINISTRATI                                |                        | 6.74                  | 3.79      | 10.53       |
| SERVICES A D'AUTRES PROGRAMMES DE LA REGION |                        | 3.51                  | 8.88      | 12.39       |
| ***** TOTAL *****                           |                        |                       |           |             |
|   |                        | 99.29                 | 99.93     | 199.22      |

\* Le rapport trimestriel de ces missions n'était pas disponible.

NOMBRE/VISITES/ONG D'AFFAIRES DU CANADA : 1670  
 DE TERRIT. : 1692  
 NOMBRE DENANDES/FIN/OBSERVATIONS : 156  
 NOMBRE/POSTES PERMANENTS PAR LES AGENTS-CANADIENS : 41  
 - ENCAEN SUR PLACE : 41





SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

REGION : ASIE PACIFIQUE

|   | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|---|--------|---------------|--------|-------------|
|   |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A.DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                     | 6676   | 18.04         | 20.44  | 16.19       |
| DES TERRITOIRES :                               | 9766   | 11.36         | 21.65  | 13.97       |
| B.VISITES A DES CLIENTS DS TERRITOIRE :         | 3171   | 10.95         | 10.65  | 9.07        |
| C.POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :  | 69     | 3.95          | 5.79   | 4.11        |
| PROJETS ET ACTIVITES                            |        |               |        |             |
| MISSIONS :                                      | 78     | 5.63          | 8.30   | 5.88        |
| CONF SEMINAIRES :                               | 80     | 3.41          | 1.39   | 2.00        |
| AUTRES :  | 125    | 2.75          | 1.02   | 1.57        |
| D.RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| DEM PAR L'AC :                                  | 210    | 4.41          | 2.67   | 2.96        |
| L'ECON/LES FINANANCES                           |        |               |        |             |
| INIT DE LA MISS :                               | 296    | 5.31          | 4.27   | 4.02        |
| E.ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 78     | 1.48          | 0.81   | 0.96        |
| F.INVESTISSEMENT                                |        |               |        |             |
| DU CANADA :                                     | 161    | 1.43          | 1.93   | 1.42        |
| DEMANDES DE RENSEIGNEMENTS                      |        |               |        |             |
| DS TERRITOIRE :                                 | 572    | 1.73          | 2.16   | 1.64        |
| G.PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| CANADA :  | 67     | 1.00          | 0.30   | 0.54        |
| DEMANDES SERVICE                                |        |               |        |             |
| CONTACTS ETABLIS :                              | 19     | 0.24          | 0.11   | 0.15        |
| H.PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 2.97          | 2.44   | 2.27        |
| I.DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| ONG :   | 221    | 1.43          | 1.30   | 1.15        |
| D'AUTRES SOURCES                                |        |               |        |             |
| GOUV'T HOTE :                                   | 179    | 1.26          | 1.48   | 1.16        |
| AUTRES MIN. :                                   | 302    | 3.00          | 2.74   | 2.41        |
| PROV./MUN. :                                    | 260    | 1.73          | 1.51   | 1.36        |
| J.ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 8.26          | 1.79   | 4.16        |
| CONGES, DEVELOPPEMENT PROF :                    |        | 4.02          | 6.30   | 4.36        |
| K.SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 5.53          | 0.88   | 2.65        |
| ***** TOTAUX *****                              |        | 99.89         | 99.93  | 84.00       |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 2840  
DE TERRIT. : 5039

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 196

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 41  
-ENGAGES SUR PLACE : 43

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BEIJING

|   | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|---|--------|-------------------------|--------|--------------------------|
|   | -----  | -----                   | -----  | -----                    |
| A. DEMANDES/SERV/EXPORT/COMM                          |        |                         |        |                          |
| DU CANADA :   | 264    | 26.37                   | 20.00  | 2.31                     |
| DES TERRITOIRES :                                     | 187    | 13.50                   | 25.00  | 1.33                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :              | 169    | 13.12                   | 30.00  | 1.35                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                 |        |                         |        |                          |
| PROJETS ET ACTIVITES                                  |        |                         |        |                          |
| FOIRES :  | 2      | 0.87                    | 0.00   | 0.07                     |
| MISSIONS :  | 4      | 3.75                    | 0.00   | 0.30                     |
| CONF SEMINAIRES :                                     | 2      | 1.37                    | 0.00   | 0.11                     |
| AUTRES :  | 5      | 1.62                    | 0.00   | 0.13                     |
| D. RAPPORTS SUR LE COMMERCIAUX/ L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :  | 6      | 2.75                    | 0.00   | 0.22                     |
| INIT DE LA MISS :                                     | 19     | 4.12                    | 0.00   | 0.33                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :           | 7      | 2.12                    | 0.00   | 0.17                     |
| F. INVESTISSEMENT                                     |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                            |        |                         |        |                          |
| DU CANADA :   | 1      | 0.12                    | 0.00   | 0.01                     |
| DS TERRITOIRE :                                       | 6      | 0.75                    | 2.00   | 0.08                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                      |        |                         |        |                          |
| DEMANDES SERVICE                                      |        |                         |        |                          |
| CANADA :  | 41     | 3.87                    | 0.00   | 0.31                     |
| CONTACTS ETABLIS :                                    | 4      | 0.37                    | 0.00   | 0.03                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :       |        | 7.12                    | 0.00   | 0.57                     |
| I. DEMANDES DE SERVICES PROVENANT D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :   | 5      | 1.50                    | 4.00   | 0.16                     |
| GOUV'T HOTE :   | 17     | 0.62                    | 10.00  | 0.15                     |
| AUTRES MIN. :   | 16     | 1.75                    | 1.00   | 0.15                     |
| PROV./MUN. :  | 2      | 0.00                    | 1.00   | 0.01                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :       |        | 9.00                    | 4.00   | 0.76                     |
| CONGES, DEVELOPPEMENT PROF :                          |        | 1.00                    | 0.00   | 0.08                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :      |        | 4.25                    | 3.00   | 0.37                     |
|   |        | -----                   | -----  | -----                    |
| ***** TOTAUX *****                                    |        | 99.94                   | 100.00 | 9.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 181  
DE TERRIT. : 126

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 8  
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : HONG KONG

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|---------------|--------|--------------------------|
|  |        | CDIENS        | ENG/SP |                          |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |                          |
| DU CANADA :  | 629    | 9.00          | 16.00  | 0.98                     |
| DES TERRITOIRES :  | 1737   | 8.00          | 27.00  | 1.51                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 258    | 17.50         | 7.40   | 0.72                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |                          |
| FOIRES :   | 6      | 0.50          | 9.00   | 0.46                     |
| PROJETS ET ACTIVITES                                     |        |               |        |                          |
| MISSIONS :   | 12     | 11.50         | 8.00   | 0.63                     |
| CONF SEMINAIRES :  | 4      | 1.00          | 2.00   | 0.12                     |
| AUTRES :   | 3      | 0.00          | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |                          |
| DEM PAR L'AC :   | 29     | 2.50          | 2.40   | 0.17                     |
| INIT DE LA MISS :  | 37     | 2.50          | 5.00   | 0.30                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 22     | 4.00          | 1.00   | 0.13                     |
| F. INVESTISSEMENT  |        |               |        |                          |
| DU CANADA :  | 35     | 4.00          | 7.00   | 0.43                     |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 18     | 4.00          | 6.60   | 0.41                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |                          |
| CANADA :   | 2      | 0.00          | 0.00   | 0.00                     |
| DEMANDES SERVICE   |        |               |        |                          |
| CONTACTS ETABLIS :                                       | 0      | 0.00          | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 3.00          | 1.20   | 0.12                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |               |        |                          |
| ONG :  | 28     | 1.00          | 2.00   | 0.12                     |
| GOUV'T HOTE :  | 63     | 2.50          | 2.40   | 0.17                     |
| AUTRES MIN. :  | 38     | 1.00          | 1.00   | 0.07                     |
| PROV./MUN. :   | 100    | 2.50          | 1.20   | 0.11                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 20.00         | 0.00   | 0.40                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 5.00          | 0.80   | 0.14                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 0.50          | 0.00   | 0.01                     |
| ***** TOTAUX *****                                       |        | 100.00        | 100.00 | 7.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 621  
DE TERRIT. : 793

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 15

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : OSAKA

|  | NOMBRE | %TEMPS-<br>CDIENS | OFFIC.<br>ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------|------------------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                   |                  |                          |
| DU CANADA :  | 199    | 10.00             | 15.00            | 0.50                     |
| DES TERRITOIRES :  | 619    | 7.50              | 15.00            | 0.45                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 17     | 2.50              | 5.00             | 0.15                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                   |                  |                          |
| FOIRES :   | 4      | 5.00              | 5.00             | 0.20                     |
| PROJETS ET ACTIVITES                                     |        |                   |                  |                          |
| MISSIONS :   | 10     | 15.00             | 15.00            | 0.60                     |
| CONF SEMINAIRES :  | 8      | 0.00              | 0.00             | 0.00                     |
| AUTRES :   | 5      | 10.00             | 10.00            | 0.40                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                   |                  |                          |
| DEM PAR L'AC :   | 11     | 5.00              | 5.00             | 0.20                     |
| INIT DE LA MISS :  | 17     | 5.00              | 0.00             | 0.10                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 11     | 0.00              | 0.00             | 0.00                     |
| F. INVESTISSEMENT  |        |                   |                  |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                   |                  |                          |
| DU CANADA :  | 17     | 5.00              | 2.50             | 0.15                     |
| DS TERRITOIRE :  | 21     | 5.00              | 7.50             | 0.25                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                   |                  |                          |
| DEMANDES SERVICE   |        |                   |                  |                          |
| CANADA :   | 0      | 0.00              | 0.00             | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00              | 0.00             | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 0.00              | 0.00             | 0.00                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                   |                  |                          |
| ONG :  | 11     | 0.00              | 0.00             | 0.00                     |
| GOUV'T HOTE :  | 4      | 0.00              | 0.00             | 0.00                     |
| AUTRES MIN. :  | 36     | 5.00              | 5.00             | 0.20                     |
| PROV./MUN. :   | 19     | 5.00              | 5.00             | 0.20                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 5.00              | 0.00             | 0.10                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 0.00              | 0.00             | 0.00                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 15.00             | 10.00            | 0.50                     |
| ***** TOTAUX *****                                       |        | 100.00            | 100.00           | 4.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 157  
DE TERRIT. : 534

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : TOKYO

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|---------------|--------|--------------------------|
|  |        | CDIENS        | ENG/SP |                          |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |                          |
| DU CANADA :  | 1378   | 16.12         | 15.45  | 2.99                     |
| DES TERRITOIRES :  | 1452   | 13.87         | 16.90  | 2.97                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 572    | 11.87         | 10.09  | 2.06                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |                          |
| FOIRES :   | 26     | 5.62          | 7.45   | 1.27                     |
| PROJETS ET ACTIVITES                                     |        |               |        |                          |
| MISSIONS :   | 9      | 7.12          | 8.18   | 1.47                     |
| CONF SEMINAIRES :  | 9      | 1.87          | 1.63   | 0.33                     |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |                          |
| DEM PAR L'AC :   | 16     | 7.62          | 4.36   | 1.09                     |
| INIT DE LA MISS :  | 35     | 7.12          | 7.81   | 1.43                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 8      | 1.12          | 1.36   | 0.24                     |
| F. INVESTISSEMENT  |        |               |        |                          |
| DU CANADA :  | 27     | 2.62          | 3.09   | 0.55                     |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 66     | 2.25          | 2.18   | 0.42                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |                          |
| CANADA :   | 8      | 0.75          | 0.90   | 0.16                     |
| DEMANDES SERVICE CONTACTS ETABLIS :                      | 2      | 0.37          | 0.45   | 0.08                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 2.25          | 2.27   | 0.43                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |               |        |                          |
| ONG :  | 23     | 1.12          | 1.09   | 0.21                     |
| GOUV'T HOTE :  | 29     | 1.87          | 3.45   | 0.53                     |
| AUTRES MIN. :  | 86     | 6.25          | 6.36   | 1.20                     |
| PROV./MUN. :   | 65     | 2.62          | 2.81   | 0.52                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 3.37          | 0.00   | 0.27                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 4.12          | 4.09   | 0.78                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 0.00          | 0.00   | 0.00                     |
| ***** TOTAUX *****                                       |        | 99.92         | 99.92  | 19.00                    |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 436  
DE TERRIT. : 1270

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 45

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 8  
-ENGAGES SUR PLACE : 11

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : CANBERRA

|  | NOMBRE | %TEMPS-<br>CDIENS | OFFIC.<br>ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------|------------------|--------------------------|
|  | -----  | -----             | -----            | -----                    |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |                   |                  |                          |
| DU CANADA :                                      | 195    | 24.33             | 10.00            | 0.83                     |
| DES TERRITOIRES :                                | 134    | 9.00              | 6.00             | 0.33                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 31     | 6.33              | 2.00             | 0.21                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                   |                  |                          |
| FOIRES :   | 4      | 6.00              | 8.00             | 0.26                     |
| PROJETS ET ACTIVITES                             |        |                   |                  |                          |
| MISSIONS :                                       | 1      | 0.66              | 0.00             | 0.02                     |
| CONF SEMINAIRES :                                | 7      | 4.33              | 2.00             | 0.15                     |
| AUTRES :   | 61     | 11.00             | 2.00             | 0.35                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                   |                  |                          |
| L'ECON/LES FINANANCES                            |        |                   |                  |                          |
| DEM PAR L'AC :                                   | 9      | 2.33              | 3.00             | 0.10                     |
| INIT DE LA MISS :                                | 10     | 5.66              | 1.00             | 0.18                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 1      | 2.33              | 0.00             | 0.07                     |
| F. INVESTISSEMENT                                |        |                   |                  |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |                   |                  |                          |
| DU CANADA :                                      | 9      | 0.00              | 1.00             | 0.01                     |
| DS TERRITOIRE :                                  | 22     | 0.00              | 2.00             | 0.02                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                   |                  |                          |
| DEMANDES SERVICE                                 |        |                   |                  |                          |
| CANADA :   | 8      | 0.33              | 1.00             | 0.02                     |
| CONTACTS ETABLIS :                               | 9      | 0.66              | 0.00             | 0.02                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 2.00              | 0.00             | 0.06                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |                   |                  |                          |
| D'AUTRES SOURCES                                 |        |                   |                  |                          |
| ONG :  | 2      | 0.66              | 0.00             | 0.02                     |
| GOUV'T HOTE :                                    | 6      | 4.00              | 0.00             | 0.12                     |
| AUTRES MIN. :                                    | 10     | 1.66              | 1.00             | 0.06                     |
| PROV./MUN. :                                     | 1      | 0.33              | 0.00             | 0.01                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 8.33              | 37.00            | 0.62                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 7.00              | 19.00            | 0.40                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 3.00              | 5.00             | 0.14                     |
| ***** TOTAUX *****                               |        | 99.94             | 100.00           | 4.00                     |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 28  
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : DHAKA

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|---------------|--------|--------------------------|
|  |        | CDIENS        | ENG/SP |                          |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |                          |
| DU CANADA :  | 8      | 4.00          | 10.00  | 0.24                     |
| DES TERRITOIRES :  | 49     | 2.00          | 10.00  | 0.22                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 20     | 4.00          | 10.00  | 0.24                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |                          |
| PROJETS ET ACTIVITES                                     |        |               |        |                          |
| FOIRES :   | 1      | 2.00          | 10.00  | 0.22                     |
| MISSIONS :   | 4      | 5.00          | 10.00  | 0.25                     |
| CONF SEMINAIRES :  | 0      | 0.00          | 0.00   | 0.00                     |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |                          |
| DEM PAR L'AC :   | 3      | 10.00         | 10.00  | 0.30                     |
| INIT DE LA MISS :  | 5      | 2.00          | 10.00  | 0.22                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 2      | 0.00          | 2.50   | 0.05                     |
| F. INVESTISSEMENT  |        |               |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |               |        |                          |
| DU CANADA :  | 0      | 0.00          | 0.00   | 0.00                     |
| DS TERRITOIRE :  | 0      | 0.00          | 0.00   | 0.00                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |                          |
| DEMANDES SERVICE   |        |               |        |                          |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00          | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 0.00          | 0.00   | 0.00                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |               |        |                          |
| ONG :  | 10     | 2.00          | 10.00  | 0.22                     |
| GOUV'T HOTE :  | 0      | 0.00          | 0.00   | 0.00                     |
| AUTRES MIN. :  | 2      | 2.00          | 10.00  | 0.22                     |
| PROV./MUN. :   | 0      | 0.00          | 0.00   | 0.00                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 0.00          | 0.00   | 0.00                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 25.00         | 5.00   | 0.35                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 42.00         | 2.50   | 0.47                     |
| ***** TOTAUX *****                                       |        | 100.00        | 100.00 | 3.00                     |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 8  
DE TERRIT. : 50

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : JAKARTA

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                     |        |                         |        |                          |
| DU CANADA :                                      | 665    | 15.33                   | 34.50  | 1.84                     |
| DES TERRITOIRES :                                | 373    | 12.33                   | 12.25  | 0.86                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 1282   | 8.33                    | 20.50  | 1.07                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                         |        |                          |
| FOIRES :   | 9      | 7.33                    | 4.75   | 0.41                     |
| PROJETS ET ACTIVITES                             |        |                         |        |                          |
| MISSIONS :                                       | 12     | 8.00                    | 10.50  | 0.66                     |
| CONF SEMINAIRES :                                | 29     | 8.00                    | 1.00   | 0.28                     |
| AUTRES :   | 34     | 2.66                    | 1.75   | 0.15                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                         |        |                          |
| L'ECON/LES FINANANCES                            |        |                         |        |                          |
| DEM PAR L'AC :                                   | 25     | 8.66                    | 0.00   | 0.26                     |
| INIT DE LA MISS :                                | 19     | 3.66                    | 0.00   | 0.11                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 5      | 1.66                    | 0.00   | 0.05                     |
| F. INVESTISSEMENT                                |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |                         |        |                          |
| DU CANADA :                                      | 4      | 0.33                    | 0.25   | 0.02                     |
| DS TERRITOIRE :                                  | 3      | 0.33                    | 0.00   | 0.01                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                         |        |                          |
| DEMANDES SERVICE                                 |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                               | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.33                    | 6.25   | 0.26                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |                         |        |                          |
| D'AUTRES SOURCES                                 |        |                         |        |                          |
| ONG :  | 7      | 0.66                    | 0.50   | 0.04                     |
| GOUV'T HOTE :                                    | 3      | 0.00                    | 0.00   | 0.00                     |
| AUTRES MIN. :                                    | 19     | 4.00                    | 0.25   | 0.13                     |
| PROV./MUN. :                                     | 1      | 3.00                    | 0.50   | 0.11                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 6.33                    | 0.00   | 0.19                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 3.33                    | 5.75   | 0.33                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 5.66                    | 1.25   | 0.22                     |
| ***** TOTAUX *****                               |        | 99.93                   | 100.00 | 7.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 518  
DE TERRIT. : 641

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

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



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : KUALA LUMPUR

|  |                              | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|------------------------------|--------|---------------|--------|-------------|
|  |                              |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                   | DU CANADA :                  | 455    | 17.33         | 40.00  | 0.92        |
|  | DES TERRITOIRES :            | 863    | 14.33         | 47.00  | 0.90        |
| B. VISITES A DES CLIENTS DS TERRITOIRE         |                              | 208    | 14.33         | 7.00   | 0.50        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS          | FOIRES :                     | 1      | 0.33          | 0.00   | 0.01        |
| PROJETS ET ACTIVITES                           | MISSIONS :                   | 5      | 4.66          | 3.00   | 0.17        |
|  | CONF SEMINAIRES :            | 2      | 3.66          | 0.00   | 0.11        |
|  | AUTRES :                     | 0      | 0.00          | 0.00   | 0.00        |
| D. RAPPORTS SUR LE COMMERCIAUX/                | DEM PAR L'AC :               | 17     | 3.33          | 0.00   | 0.10        |
| L'ECON/LES FINANANCES                          | INIT DE LA MISS :            | 18     | 3.33          | 0.00   | 0.10        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS      |                              | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT                              | DU CANADA :                  | 12     | 0.33          | 0.00   | 0.01        |
| DEMANDES DE RENSEIGNEMENTS                     | DS TERRITOIRE :              | 106    | 1.33          | 0.00   | 0.04        |
| G. PROG. D'APPORT TECHNOLOGIQUES               | CANADA :                     | 1      | 0.00          | 0.00   | 0.00        |
| DEMANDES SERVICE                               | CONTACTS ETABLIS :           | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS  |                              |        | 0.00          | 0.00   | 0.00        |
| I. DEMANDES DE SERVICES PROVENANT              | ONG :                        | 10     | 2.00          | 0.00   | 0.06        |
| D'AUTRES SOURCES                               | GOUV'T HOTE :                | 4      | 0.33          | 0.00   | 0.01        |
|  | AUTRES MIN. :                | 25     | 3.33          | 3.00   | 0.13        |
|  | PROV./MUN. :                 | 25     | 2.66          | 0.00   | 0.08        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN.  |                              |        | 2.00          | 0.00   | 0.06        |
|  | CONGES, DEVELOPPEMENT PROF : |        | 6.00          | 0.00   | 0.18        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION |                              |        | 20.66         | 0.00   | 0.62        |
| ***** TOTAUX *****                             |                              |        | 99.94         | 100.00 | 4.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 320  
DE TERRIT. : 193

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 22

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : MANILLE

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 714    | 22.50         | 32.00  | 1.09        |
| DES TERRITOIRES :                                | 554    | 2.50          | 29.00  | 0.63        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 119    | 13.50         | 8.00   | 0.43        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 2      | 7.50          | 11.50  | 0.38        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 2      | 1.00          | 0.00   | 0.02        |
| CONF SEMINAIRES :                                | 5      | 3.00          | 2.50   | 0.11        |
| AUTRES :   | 7      | 7.50          | 2.50   | 0.20        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 2      | 0.50          | 1.50   | 0.04        |
| INIT DE LA MISS :                                | 19     | 11.00         | 3.00   | 0.28        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 3      | 1.50          | 0.00   | 0.03        |
| DS TERRITOIRE :                                  | 2      | 1.00          | 0.00   | 0.02        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 8.00          | 0.00   | 0.16        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 4      | 1.00          | 1.50   | 0.05        |
| GOUV'T HOTE :                                    | 29     | 3.00          | 1.50   | 0.09        |
| AUTRES MIN. :                                    | 33     | 3.50          | 1.50   | 0.10        |
| PROV./MUN. :                                     | 17     | 5.50          | 1.00   | 0.13        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 7.00          | 0.00   | 0.14        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 0.50          | 4.50   | 0.10        |
| K. 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 : 96  
DE TERRIT. : 51

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 13

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : MELBOURNE

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 209    | 10.00         | 16.66  | 0.60        |
| DES TERRITOIRES :                                | 492    | 12.00         | 23.00  | 0.81        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 71     | 8.00          | 12.00  | 0.44        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 2      | 7.00          | 1.33   | 0.11        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 2      | 0.00          | 2.66   | 0.08        |
| CONF SEMINAIRES :                                | 7      | 2.00          | 1.66   | 0.07        |
| AUTRES :   | 2      | 0.00          | 1.66   | 0.05        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 12     | 1.00          | 1.66   | 0.06        |
| INIT DE LA MISS :                                | 15     | 4.00          | 0.66   | 0.06        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 1      | 1.00          | 0.00   | 0.01        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 10     | 1.00          | 0.00   | 0.01        |
| DS TERRITOIRE :                                  | 24     | 3.00          | 0.66   | 0.05        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 1      | 0.00          | 0.33   | 0.01        |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 2.00          | 6.66   | 0.22        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 3      | 1.00          | 0.00   | 0.01        |
| GOUV'T HOTE :                                    | 4      | 1.00          | 0.33   | 0.02        |
| AUTRES MIN. :                                    | 6      | 2.00          | 1.33   | 0.06        |
| PROV./MUN. :                                     | 17     | 4.00          | 2.00   | 0.10        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 20.00         | 0.66   | 0.22        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 4.00          | 26.66  | 0.84        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 17.00         | 0.00   | 0.17        |
| ***** TOTAUX *****                               |        | 100.00        | 99.92  | 4.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 36  
DE TERRIT. : 171

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 13

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : NEW DELHI

|  | NOMBRE | %TEMPS-<br>CDIENS | OFFIC.<br>ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------|------------------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                   |                  |                          |
| DU CANADA :  | 511    | 13.00             | 18.20            | 1.43                     |
| DES TERRITOIRES :  | 1846   | 9.00              | 35.20            | 2.12                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 108    | 10.75             | 7.40             | 0.80                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                   |                  |                          |
| PROJETS ET ACTIVITES                                     |        |                   |                  |                          |
| FOIRES :   | 4      | 4.25              | 2.20             | 0.28                     |
| MISSIONS :   | 7      | 7.75              | 12.40            | 0.93                     |
| CONF SEMINAIRES :  | 4      | 9.25              | 1.20             | 0.43                     |
| AUTRES :   | 6      | 4.25              | 0.40             | 0.19                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                   |                  |                          |
| DEM PAR L'AC :   | 69     | 5.25              | 0.60             | 0.24                     |
| INIT DE LA MISS :  | 78     | 7.00              | 2.00             | 0.38                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 7      | 2.75              | 0.40             | 0.13                     |
| F. INVESTISSEMENT  |        |                   |                  |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                   |                  |                          |
| DU CANADA :  | 28     | 1.75              | 0.80             | 0.11                     |
| DS TERRITOIRE :  | 29     | 0.50              | 1.80             | 0.11                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                   |                  |                          |
| DEMANDES SERVICE   |        |                   |                  |                          |
| CANADA :   | 0      | 0.00              | 0.00             | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00              | 0.00             | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 4.00              | 0.00             | 0.16                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                   |                  |                          |
| ONG :  | 115    | 5.00              | 1.00             | 0.25                     |
| GOUV'T HOTE :  | 14     | 1.25              | 0.00             | 0.05                     |
| AUTRES MIN. :  | 25     | 1.75              | 0.00             | 0.07                     |
| PROV./MUN. :   | 0      | 0.00              | 0.00             | 0.00                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 6.50              | 2.80             | 0.40                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 4.75              | 13.60            | 0.87                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 1.25              | 0.00             | 0.05                     |
| ***** TOTAUX *****                                       |        | 100.00            | 100.00           | 9.00                     |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 160  
DE TERRIT. : 775

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 15

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : SINGAPOURE

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 900    | 20.00                   | 22.00  | 1.06                     |
| DES TERRITOIRES :  | 995    | 15.00                   | 20.66  | 0.92                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 217    | 15.00                   | 12.66  | 0.68                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| FOIRES :   | 3      | 6.00                    | 8.00   | 0.36                     |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| MISSIONS :   | 9      | 6.50                    | 13.66  | 0.54                     |
| CONF SEMINAIRES :  | 1      | 7.00                    | 3.33   | 0.24                     |
| AUTRES :   | 2      | 3.50                    | 1.00   | 0.10                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 10     | 3.50                    | 2.00   | 0.13                     |
| INIT DE LA MISS :  | 17     | 4.50                    | 1.33   | 0.13                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 14     | 1.50                    | 2.66   | 0.11                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 15     | 3.00                    | 1.00   | 0.09                     |
| DS TERRITOIRE :  | 265    | 5.50                    | 1.33   | 0.15                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 0.00                    | 9.66   | 0.29                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 3      | 0.50                    | 0.00   | 0.01                     |
| GOUV'T HOTE :  | 6      | 1.00                    | 0.00   | 0.02                     |
| AUTRES MIN. :  | 6      | 1.00                    | 0.00   | 0.02                     |
| PROV./MUN. :   | 10     | 1.00                    | 0.66   | 0.04                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 2.50                    | 0.00   | 0.05                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 3.00                    | 0.00   | 0.06                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 0.00                    | 0.00   | 0.00                     |
| ***** TOTAUX *****                                       |        | 100.00                  | 99.95  | 5.00                     |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 242  
DE TERRIT. : 363

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 42

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : SYDNEY

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 549    | 20.00                   | 33.33  | 1.40                     |
| DES TERRITOIRES :  | 465    | 12.00                   | 22.66  | 0.92                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 99     | 5.00                    | 10.66  | 0.42                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| FOIRES :   | 5      | 2.50                    | 1.00   | 0.08                     |
| MISSIONS :   | 1      | 0.00                    | 7.00   | 0.21                     |
| CONF SEMINAIRES :  | 2      | 2.50                    | 0.00   | 0.05                     |
| AUTRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 1      | 0.00                    | 1.66   | 0.05                     |
| INIT DE LA MISS :  | 7      | 5.00                    | 10.00  | 0.40                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 0      | 0.00                    | 0.00   | 0.00                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 0      | 0.00                    | 0.00   | 0.00                     |
| DS TERRITOIRE :  | 10     | 3.00                    | 0.66   | 0.08                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 6      | 1.50                    | 0.33   | 0.04                     |
| CONTACTS ETABLIS :                                       | 4      | 1.00                    | 0.00   | 0.02                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 0.00                    | 0.00   | 0.00                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 0      | 0.00                    | 0.00   | 0.00                     |
| GOUV'T HOTE :  | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES MIN. :  | 0      | 0.00                    | 0.00   | 0.00                     |
| PROV./MUN. :   | 3      | 0.00                    | 1.66   | 0.05                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 37.50                   | 6.66   | 0.95                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 5.00                    | 4.33   | 0.23                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 5.00                    | 0.00   | 0.10                     |
| ***** TOTAUX *****                                       |        | 100.00                  | 99.95  | 5.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 37  
DE TERRIT. : 72

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

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







SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

30/04/03

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1992

REGION : EUROPE

|   | NOMBRE | TEMPS OFFIC. |        | TEMPS TRIM. |
|---|--------|--------------|--------|-------------|
|   |        | COLONS       | HEB/SE |             |
| <b>EUROPE</b>                                   |        |              |        |             |
| A. DEMANDES/SERV/EXPORT/COM                     | 8676   | 12.73        | 24.36  | 23.56       |
| DES TERRITOIRES                                 | 7861   | 7.49         | 17.61  | 16.16       |
| B. VISITES A DES CLIENTS DE TERRITOIRE          | 2035   | 10.90        | 8.42   | 12.30       |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS           | 126    | 2.63         | 4.90   | 4.07        |
| PROJETS ET ACTIVITES                            | 163    | 5.34         | 4.77   | 7.60        |
|   | 90     | 13           | 1.60   | 3.01        |
|   | 237    | 1.13         | 3.67   | 1.93        |
| D. RAPPORTS SUR LE COMMERCE                     | 414    | 2.71         | 2.71   | 4.70        |
| L'ECOM/LES FINANCES                             | 411    | 1.71         | 1.71   | 4.98        |
| E. ACTIVITES EN MATIERE                         | 126    | 0.88         | 0.88   | 1.92        |
| F. INVESTISSEMENT                               | 433    | 1.21         | 1.21   | 2.21        |
| DEMANDES DE RENSEIGNEMENTS                      | 523    | 3.1          | 3.1    | 3.95        |
| G. PROG. D'APPORT TECHNOLOGIQUES                | 283    | 3.37         | 3.37   | 2.33        |
| DEMANDES SERVICE                                | 260    | 3.83         | 3.83   | 3.83        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MBS    | 1      | 6.10         | 6.10   | 6.78        |
| I. DEMANDES DE SERVICES PROVENANT               | 338    | 1.31         | 1.31   | 1.78        |
| D'AUTRES SOURCES                                | 216    | 0.89         | 0.89   | 2.56        |
|   | 429    | 2.18         | 2.18   | 3.15        |
|   | 402    | 2.68         | 2.68   | 3.30        |
| J. ADMINISTRATION/ GESTION DU PROG. & ADMIN.    | 7      | 2.98         | 2.98   | 2.41        |
| COURSES, DEVELOPPEMENT PROG                     | 1      | 0.01         | 0.01   | 7.43        |
| K. SERVICES A D'AUTRES PROGRAMMES DE LA MISSION | 1      | 0.01         | 0.01   | 0.25        |
| **** TOTAL ****                                 |        | 78.91        | 99.90  | 127.00      |

**RBT**

- BELGRADE
- BUCHAREST
- BUDAPEST
- MOSCOU
- PRAGUE
- VARSOVIE

**RWT**

- ANKARA
- ATHENES
- BERNE
- BONN
- BRUXELLES
- \*BRUXELLES (CAN)
- COPENHAGUE
- DUBLIN
- DUSSELDORF
- HELSINKI
- LISBONNE
- LONDRES
- MADRID
- MILAN
- MUNICH
- OSLO
- PARIS
- ROME
- \*STOCKHOLM
- LA HAYE
- \*VIENNE

\*Le rapport trimestriel de ces missions n'était pas disponible

NOMBRE/DEMANDES/FOURS/OBSERVATIONS

NOMBRE/POSTES OCCUPES PAR LES AGENTS-CARACTERS

-ENRAGES SUR PLACE



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

REGION : EUROPE

|  |                              | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|------------------------------|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             | DU CANADA :                  | 6675   | 12.73                   | 24.56  | 23.98                    |
|  | DES TERRITOIRES :            | 7061   | 7.40                    | 17.63  | 16.16                    |
| B. VISITES A DES CLIENTS DS TERRITOIRE                   | :                            | 2025   | 10.90                   | 9.43   | 12.88                    |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    | FOIRES :                     | 128    | 2.83                    | 4.90   | 4.97                     |
| PROJETS ET ACTIVITES                                     | MISSIONS :                   | 163    | 7.34                    | 4.72   | 7.60                     |
|  | CONF SEMINAIRES :            | 98     | 3.13                    | 1.66   | 3.01                     |
|  | AUTRES :                     | 227    | 1.13                    | 1.87   | 1.93                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES | DEM PAR L'AC :               | 414    | 5.31                    | 2.21   | 4.70                     |
|  | INIT DE LA MISS :            | 411    | 5.77                    | 1.71   | 4.65                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS                | :                            | 125    | 1.06                    | 0.56   | 1.02                     |
| F. INVESTISSEMENT  | DU CANADA :                  | 433    | 2.31                    | 1.21   | 2.21                     |
| DEMANDES DE RENSEIGNEMENTS                               | DS TERRITOIRE :              | 922    | 2.90                    | 3.31   | 3.96                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         | CANADA :                     | 283    | 1.21                    | 2.37   | 2.31                     |
| DEMANDES SERVICE   | CONTACTS ETABLIS :           | 260    | 0.86                    | 2.03   | 1.87                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS            | :                            |        | 2.83                    | 6.10   | 5.76                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    | ONG :                        | 330    | 1.60                    | 1.21   | 1.78                     |
|  | GOUV'T HOTE :                | 216    | 3.98                    | 0.80   | 2.96                     |
|  | AUTRES MIN. :                | 429    | 2.83                    | 2.15   | 3.15                     |
|  | PROV./MUN. :                 | 402    | 3.59                    | 1.68   | 3.30                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN.            | :                            |        | 9.62                    | 2.98   | 7.84                     |
|  | CONGES, DEVELOPPEMENT PROF : |        | 6.09                    | 6.01   | 7.69                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION           | :                            |        | 4.49                    | 0.80   | 3.27                     |
| ***** TOTAUX *****                                       |                              |        | 99.91                   | 99.90  | 127.00                   |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 3019  
DE TERRIT. : 2093

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 271

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 61  
-ENGAGES SUR PLACE : 66

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BELGRADE

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 156    | 19.00         | 17.50  | 0.73        |
| DES TERRITOIRES :                                | 110    | 7.50          | 17.50  | 0.50        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 55     | 19.00         | 6.50   | 0.51        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 1      | 5.00          | 2.50   | 0.15        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 0      | 0.00          | 0.00   | 0.00        |
| CONF SEMINAIRES :                                | 1      | 4.00          | 3.50   | 0.15        |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 5      | 5.00          | 2.50   | 0.15        |
| INIT DE LA MISS :                                | 14     | 7.50          | 5.00   | 0.25        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 2      | 1.50          | 1.00   | 0.05        |
| DS TERRITOIRE :                                  | 2      | 0.00          | 1.00   | 0.02        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 16.50  | 0.33        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 2      | 2.50          | 1.50   | 0.08        |
| GOUV'T HOTE :                                    | 0      | 0.00          | 0.00   | 0.00        |
| AUTRES MIN. :                                    | 2      | 2.50          | 2.50   | 0.10        |
| PROV./MUN. :                                     | 2      | 1.50          | 2.50   | 0.08        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 10.00         | 0.00   | 0.20        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 10.00         | 17.50  | 0.55        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 5.00          | 2.50   | 0.15        |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 4.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 29  
DE TERRIT. : 75

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BUCHAREST

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 52     | 4.00          | 11.50  | 0.27        |
| DES TERRITOIRES :                                | 24     | 1.00          | 4.00   | 0.09        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 95     | 14.00         | 10.00  | 0.34        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 1      | 9.00          | 11.00  | 0.31        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 1      | 4.00          | 7.50   | 0.19        |
| CONF SEMINAIRES :                                | 1      | 0.00          | 3.50   | 0.07        |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 2      | 0.00          | 4.00   | 0.08        |
| INIT DE LA MISS :                                | 25     | 11.00         | 5.00   | 0.21        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 0      | 0.00          | 0.00   | 0.00        |
| DS TERRITOIRE :                                  | 0      | 0.00          | 0.00   | 0.00        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 0.00   | 0.00        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 2      | 2.00          | 1.00   | 0.04        |
| GOUV'T HOTE :                                    | 15     | 4.00          | 7.00   | 0.18        |
| AUTRES MIN. :                                    | 1      | 0.00          | 2.00   | 0.04        |
| PROV./MUN. :                                     | 0      | 1.00          | 2.00   | 0.05        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 25.00         | 15.50  | 0.56        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 0.00          | 8.00   | 0.16        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 25.00         | 8.00   | 0.41        |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 3.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 46  
DE TERRIT. : 63

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BUDAPEST

|  | NOMBRE | %TEMPS-<br>CDIENS | OFFIC.<br>ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------|------------------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                   |                  |                          |
| DU CANADA :  | 192    | 20.00             | 33.00            | 0.53                     |
| DES TERRITOIRES :  | 173    | 10.00             | 10.00            | 0.20                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 113    | 17.00             | 15.00            | 0.32                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                   |                  |                          |
| FOIRES :   | 2      | 10.00             | 5.00             | 0.15                     |
| PROJETS ET ACTIVITES                                     |        |                   |                  |                          |
| MISSIONS :   | 2      | 5.00              | 6.00             | 0.11                     |
| CONF SEMINAIRES :  | 0      | 0.00              | 0.00             | 0.00                     |
| AUTRES :   | 14     | 0.00              | 3.00             | 0.03                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                   |                  |                          |
| DEM PAR L'AC :   | 15     | 16.00             | 11.00            | 0.27                     |
| INIT DE LA MISS :  | 4      | 1.00              | 0.00             | 0.01                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 0      | 0.00              | 0.00             | 0.00                     |
| F. INVESTISSEMENT  |        |                   |                  |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                   |                  |                          |
| DU CANADA :  | 24     | 5.00              | 1.00             | 0.06                     |
| DS TERRITOIRE :  | 18     | 3.00              | 0.00             | 0.03                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                   |                  |                          |
| DEMANDES SERVICE   |        |                   |                  |                          |
| CANADA :   | 0      | 0.00              | 0.00             | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00              | 0.00             | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 0.00              | 0.00             | 0.00                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                   |                  |                          |
| ONG :  | 0      | 0.00              | 0.00             | 0.00                     |
| GOUV'T HOTE :  | 6      | 1.00              | 1.00             | 0.02                     |
| AUTRES MIN. :  | 17     | 3.00              | 0.00             | 0.03                     |
| PROV./MUN. :   | 9      | 2.00              | 0.00             | 0.02                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 5.00              | 3.00             | 0.08                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 0.00              | 12.00            | 0.12                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 2.00              | 0.00             | 0.02                     |
| ***** TOTAUX *****                                       |        | 100.00            | 100.00           | 2.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 130  
DE TERRIT. : 128

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 7

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : MOSCOU

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |             |
| DU CANADA :  | 754    | 35.00         | 60.00  | 2.25        |
| DES TERRITOIRES :  | 163    | 4.00          | 38.00  | 0.88        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 68     | 5.00          | 0.00   | 0.15        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |             |
| PROJETS ET ACTIVITES                                     |        |               |        |             |
| FOIRES :   | 1      | 2.00          | 0.00   | 0.06        |
| MISSIONS :   | 25     | 15.00         | 0.00   | 0.45        |
| CONF SEMINAIRES :  | 0      | 0.00          | 0.00   | 0.00        |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00        |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |             |
| DEM PAR L'AC :   | 34     | 5.00          | 0.00   | 0.15        |
| INIT DE LA MISS :  | 3      | 0.00          | 0.00   | 0.00        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT  |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                               |        |               |        |             |
| DU CANADA :  | 5      | 1.00          | 0.00   | 0.03        |
| DS TERRITOIRE :  | 0      | 0.00          | 0.00   | 0.00        |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |             |
| DEMANDES SERVICE   |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                                       | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 0.00          | 0.00   | 0.00        |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |               |        |             |
| ONG :  | 24     | 9.00          | 0.00   | 0.27        |
| GOUV'T HOTE :  | 18     | 3.00          | 0.00   | 0.09        |
| AUTRES MIN. :  | 27     | 3.00          | 0.00   | 0.09        |
| PROV./MUN. :   | 0      | 0.00          | 0.00   | 0.00        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 6.00          | 0.00   | 0.18        |
| CONGES, DEVELOPPEMENT PROF :                             |        | 4.00          | 2.00   | 0.16        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 8.00          | 0.00   | 0.24        |
| ***** TOTAUX *****                                       |        | 100.00        | 100.00 | 5.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 389  
DE TERRIT. : 35

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 13

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : PRAGUE

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 90     | 10.00         | 35.00  | 0.80        |
| DES TERRITOIRES :                                | 245    | 12.00         | 30.00  | 0.72        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 103    | 15.00         | 13.00  | 0.41        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 0      | 0.00          | 0.00   | 0.00        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 1      | 0.00          | 1.00   | 0.02        |
| CONF SEMINAIRES :                                | 0      | 0.00          | 0.00   | 0.00        |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 1      | 4.00          | 0.00   | 0.04        |
| INIT DE LA MISS :                                | 7      | 10.00         | 2.50   | 0.15        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 0      | 0.00          | 0.00   | 0.00        |
| DS TERRITOIRE :                                  | 2      | 0.00          | 1.00   | 0.02        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 3.00          | 1.50   | 0.06        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 4      | 2.00          | 1.00   | 0.04        |
| GOUV'T HOTE :                                    | 9      | 5.00          | 1.50   | 0.08        |
| AUTRES MIN. :                                    | 4      | 1.00          | 0.00   | 0.01        |
| PROV./MUN. :                                     | 5      | 3.00          | 1.00   | 0.05        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 8.00          | 4.00   | 0.16        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 22.00         | 7.50   | 0.37        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 5.00          | 1.00   | 0.07        |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 3.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 19  
DE TERRIT. : 65

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

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



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : VARSOVIE

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|---------------|--------|--------------------------|
|  |        | CDIENS        | ENG/SP |                          |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |                          |
| DU CANADA :  | 115    | 6.00          | 13.00  | 0.32                     |
| DES TERRITOIRES :  | 70     | 1.00          | 9.50   | 0.20                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 116    | 15.00         | 12.50  | 0.40                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |                          |
| FOIRES :   | 2      | 6.00          | 3.00   | 0.12                     |
| PROJETS ET ACTIVITES                                     |        |               |        |                          |
| MISSIONS :   | 2      | 9.00          | 0.00   | 0.09                     |
| CONF SEMINAIRES :  | 2      | 4.00          | 2.50   | 0.09                     |
| AUTRES :   | 153    | 2.00          | 26.00  | 0.54                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |                          |
| DEM PAR L'AC :   | 54     | 7.00          | 11.50  | 0.30                     |
| INIT DE LA MISS :  | 22     | 3.00          | 1.00   | 0.05                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 39     | 4.00          | 0.00   | 0.04                     |
| F. INVESTISSEMENT  |        |               |        |                          |
| DU CANADA :  | 9      | 1.00          | 1.50   | 0.04                     |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 43     | 0.00          | 6.50   | 0.13                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |                          |
| CANADA :   | 10     | 0.00          | 2.50   | 0.05                     |
| DEMANDES SERVICE CONTACTS ETABLIS :                      | 3      | 0.00          | 0.50   | 0.01                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 0.00          | 0.00   | 0.00                     |
| I. DEMANDES DE SERVICES PROVENANT                        |        |               |        |                          |
| D'AUTRES SOURCES   |        |               |        |                          |
| ONG :  | 0      | 0.00          | 0.00   | 0.00                     |
| GOUV'T HOTE :  | 0      | 0.00          | 0.00   | 0.00                     |
| AUTRES MIN. :  | 0      | 0.00          | 0.00   | 0.00                     |
| PROV./MUN. :   | 0      | 0.00          | 0.00   | 0.00                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 34.00         | 8.50   | 0.51                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 5.00          | 1.50   | 0.08                     |
| K. 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 : 32  
DE TERRIT. : 22

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : ANKARA

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
|  | -----  | -----                   | -----  | -----                    |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |                         |        |                          |
| DU CANADA :                                      | 307    | 15.00                   | 43.00  | 1.16                     |
| DES TERRITOIRES :                                | 195    | 12.00                   | 23.00  | 0.70                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 100    | 21.00                   | 4.00   | 0.50                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                         |        |                          |
| PROJETS ET ACTIVITES                             |        |                         |        |                          |
| FOIRES :   | 2      | 1.00                    | 0.00   | 0.02                     |
| MISSIONS :                                       | 1      | 1.00                    | 0.00   | 0.02                     |
| CONF SEMINAIRES :                                | 2      | 2.00                    | 0.00   | 0.04                     |
| AUTRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                         |        |                          |
| L'ECON/LES FINANANCES                            |        |                         |        |                          |
| DEM PAR L'AC :                                   | 5      | 0.00                    | 3.00   | 0.06                     |
| INIT DE LA MISS :                                | 12     | 5.00                    | 5.00   | 0.20                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 3      | 1.00                    | 0.00   | 0.02                     |
| F. INVESTISSEMENT                                |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |                         |        |                          |
| DU CANADA :                                      | 5      | 3.00                    | 1.00   | 0.08                     |
| DS TERRITOIRE :                                  | 15     | 5.00                    | 0.00   | 0.10                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                         |        |                          |
| DEMANDES SERVICE                                 |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                               | 2      | 5.00                    | 0.00   | 0.10                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00                    | 16.00  | 0.32                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |                         |        |                          |
| D'AUTRES SOURCES                                 |        |                         |        |                          |
| ONG :  | 4      | 0.00                    | 2.00   | 0.04                     |
| GOUV'T HOTE :                                    | 5      | 2.00                    | 0.00   | 0.04                     |
| AUTRES MIN. :                                    | 8      | 3.00                    | 0.00   | 0.06                     |
| PROV./MUN. :                                     | 8      | 5.00                    | 0.00   | 0.10                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 5.00                    | 0.00   | 0.10                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 12.00                   | 3.00   | 0.30                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 2.00                    | 0.00   | 0.04                     |
| ***** TOTAUX *****                               |        | 100.00                  | 100.00 | 4.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 65  
DE TERRIT. : 51

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : ATHENES

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |             |
| DU CANADA :  | 306    | 10.00         | 43.50  | 0.97        |
| DES TERRITOIRES :  | 291    | 10.00         | 18.00  | 0.46        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 114    | 12.00         | 20.00  | 0.52        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |             |
| PROJETS ET ACTIVITES                                     |        |               |        |             |
| FOIRES :   | 1      | 0.00          | 1.00   | 0.02        |
| MISSIONS :   | 1      | 0.00          | 1.00   | 0.02        |
| CONF SEMINAIRES :  | 0      | 0.00          | 0.00   | 0.00        |
| AUTRES :   | 4      | 2.00          | 1.00   | 0.04        |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |             |
| DEM PAR L'AC :   | 11     | 10.00         | 1.00   | 0.12        |
| INIT DE LA MISS :  | 0      | 0.00          | 0.00   | 0.00        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT  |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                               |        |               |        |             |
| DU CANADA :  | 2      | 2.00          | 0.00   | 0.02        |
| DS TERRITOIRE :  | 1      | 1.00          | 0.00   | 0.01        |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |             |
| DEMANDES SERVICE   |        |               |        |             |
| CANADA :   | 6      | 2.00          | 0.00   | 0.02        |
| CONTACTS ETABLIS :                                       | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 25.00         | 0.00   | 0.25        |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |               |        |             |
| ONG :  | 7      | 5.00          | 0.00   | 0.05        |
| GOUV'T HOTE :  | 2      | 2.00          | 0.00   | 0.02        |
| AUTRES MIN. :  | 0      | 0.00          | 0.00   | 0.00        |
| PROV./MUN. :   | 0      | 2.00          | 0.00   | 0.02        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 15.00         | 0.00   | 0.15        |
| CONGES, DEVELOPPEMENT PROF :                             |        | 0.00          | 14.50  | 0.29        |
| K. 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 : 32  
DE TERRIT. : 74

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BERNE

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 348    | 12.50         | 19.50  | 0.64        |
| DES TERRITOIRES :                                | 463    | 9.50          | 23.50  | 0.66        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 73     | 22.00         | 5.50   | 0.55        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 8      | 5.50          | 15.00  | 0.41        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 9      | 1.00          | 3.00   | 0.08        |
| CONF SEMINAIRES :                                | 5      | 4.00          | 0.00   | 0.08        |
| AUTRES :   | 11     | 2.50          | 5.00   | 0.15        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 4      | 2.50          | 2.00   | 0.09        |
| INIT DE LA MISS :                                | 17     | 3.50          | 0.00   | 0.07        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 11     | 3.50          | 1.50   | 0.10        |
| DS TERRITOIRE :                                  | 52     | 4.50          | 1.00   | 0.11        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 6      | 2.00          | 3.00   | 0.10        |
| CONTACTS ETABLIS :                               | 1      | 3.00          | 1.00   | 0.08        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 0.00   | 0.00        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 2      | 0.00          | 0.00   | 0.00        |
| GOUV'T HOTE :                                    | 1      | 0.00          | 0.00   | 0.00        |
| AUTRES MIN. :                                    | 4      | 0.00          | 4.00   | 0.08        |
| PROV./MUN. :                                     | 4      | 0.00          | 0.00   | 0.00        |
| J. ADMINISTRATION:                               |        |               |        |             |
| GESTION DU PROGR. & ADMIN. :                     |        | 10.50         | 1.50   | 0.24        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 8.50          | 14.50  | 0.46        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 5.00          | 0.00   | 0.10        |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 4.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 69  
DE TERRIT. : 152

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 11

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BONN

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|---------------|--------|--------------------------|
|  |        | CDIENS        | ENG/SP |                          |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |                          |
| DU CANADA :                                      | 157    | 14.80         | 11.50  | 1.20                     |
| DES TERRITOIRES :                                | 63     | 8.00          | 7.00   | 0.68                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 98     | 17.20         | 18.50  | 1.60                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |                          |
| FOIRES :   | 4      | 4.00          | 0.00   | 0.20                     |
| PROJETS ET ACTIVITES                             |        |               |        |                          |
| MISSIONS :                                       | 3      | 1.40          | 0.00   | 0.07                     |
| CONF SEMINAIRES :                                | 5      | 5.60          | 0.00   | 0.28                     |
| AUTRES :   | 3      | 1.60          | 0.00   | 0.08                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |                          |
| L'ECON/LES FINANANCES                            |        |               |        |                          |
| DEM PAR L'AC :                                   | 28     | 9.00          | 0.00   | 0.45                     |
| INIT DE LA MISS :                                | 29     | 9.00          | 0.00   | 0.45                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 5      | 0.40          | 2.00   | 0.10                     |
| F. INVESTISSEMENT                                |        |               |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |                          |
| DU CANADA :                                      | 45     | 1.00          | 5.00   | 0.25                     |
| DS TERRITOIRE :                                  | 135    | 7.00          | 22.50  | 1.25                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |                          |
| DEMANDES SERVICE                                 |        |               |        |                          |
| CANADA :   | 7      | 1.00          | 0.00   | 0.05                     |
| CONTACTS ETABLIS :                               | 21     | 1.00          | 0.00   | 0.05                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 11.50  | 0.46                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |                          |
| D'AUTRES SOURCES                                 |        |               |        |                          |
| ONG :  | 0      | 0.00          | 0.00   | 0.00                     |
| GOUV'T HOTE :                                    | 15     | 4.00          | 0.50   | 0.22                     |
| AUTRES MIN. :                                    | 27     | 8.00          | 6.50   | 0.66                     |
| PROV./MUN. :                                     | 23     | 1.80          | 6.50   | 0.35                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 4.20          | 0.00   | 0.21                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 0.60          | 8.00   | 0.35                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 0.40          | 0.50   | 0.04                     |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 9.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 47  
DE TERRIT. : 15

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BRUXELLES

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 195    | 12.33                   | 22.50  | 0.82                     |
| DES TERRITOIRES :  | 234    | 12.00                   | 18.50  | 0.73                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 30     | 10.00                   | 11.00  | 0.52                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| FOIRES :   | 6      | 4.00                    | 6.00   | 0.24                     |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| MISSIONS :   | 3      | 2.66                    | 4.00   | 0.16                     |
| CONF SEMINAIRES :  | 2      | 1.33                    | 1.50   | 0.07                     |
| AUTRES :   | 2      | 0.66                    | 1.00   | 0.04                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 12     | 6.33                    | 2.00   | 0.23                     |
| INIT DE LA MISS :  | 18     | 5.00                    | 2.00   | 0.19                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 0      | 1.33                    | 1.00   | 0.06                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 12     | 5.33                    | 2.50   | 0.21                     |
| DS TERRITOIRE :  | 9      | 3.00                    | 2.00   | 0.13                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 34     | 6.00                    | 6.00   | 0.30                     |
| CONTACTS ETABLIS :                                       | 7      | 2.66                    | 5.00   | 0.18                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 2.00                    | 1.50   | 0.09                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 4      | 2.33                    | 1.00   | 0.09                     |
| GOUV'T HOTE :  | 6      | 4.33                    | 2.50   | 0.18                     |
| AUTRES MIN. :  | 4      | 2.00                    | 1.00   | 0.08                     |
| PROV./MUN. :   | 16     | 6.66                    | 3.00   | 0.26                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 5.00                    | 0.00   | 0.15                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 5.00                    | 6.00   | 0.27                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 0.00                    | 0.00   | 0.00                     |
| ***** TOTAUX *****                                       |        | 99.95                   | 100.00 | 5.00                     |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 38  
DE TERRIT. : 74

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : COPENHAGUE

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 94     | 5.00          | 18.00  | 0.59        |
| DES TERRITOIRES :                                | 136    | 3.00          | 7.66   | 0.26        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 57     | 10.00         | 8.33   | 0.35        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 4      | 4.00          | 6.00   | 0.22        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 7      | 5.00          | 26.66  | 0.85        |
| CONF SEMINAIRES :                                | 0      | 8.00          | 0.00   | 0.08        |
| AUTRES :   | 0      | 1.00          | 0.00   | 0.01        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 20     | 8.00          | 1.33   | 0.12        |
| INIT DE LA MISS :                                | 10     | 6.00          | 1.33   | 0.10        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 3      | 0.00          | 1.66   | 0.05        |
| DS TERRITOIRE :                                  | 2      | 2.00          | 1.66   | 0.07        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 16     | 3.00          | 5.00   | 0.18        |
| CONTACTS ETABLIS :                               | 35     | 0.00          | 5.66   | 0.17        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 8.00          | 6.66   | 0.28        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 0      | 0.00          | 0.00   | 0.00        |
| GOUV'T HOTE :                                    | 2      | 1.00          | 0.00   | 0.01        |
| AUTRES MIN. :                                    | 0      | 1.00          | 0.00   | 0.01        |
| PROV./MUN. :                                     | 6      | 1.00          | 1.00   | 0.04        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 18.00         | 3.33   | 0.28        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 12.00         | 5.66   | 0.29        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 4.00          | 0.00   | 0.04        |
| ***** TOTAUX *****                               |        | 100.00        | 99.94  | 4.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 108  
DE TERRIT. : 9

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 11

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : DUBLIN

|  | NOMBRE | %TEMPS-<br>CDIENS | OFFIC.<br>ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------|------------------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                   |                  |                          |
| DU CANADA :  | 199    | 8.00              | 11.00            | 0.19                     |
| DES TERRITOIRES :  | 223    | 5.00              | 9.00             | 0.14                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 24     | 6.00              | 2.00             | 0.08                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                   |                  |                          |
| FOIRES :   | 2      | 2.00              | 2.00             | 0.04                     |
| PROJETS ET ACTIVITES                                     |        |                   |                  |                          |
| MISSIONS :   | 3      | 10.00             | 4.00             | 0.14                     |
| CONF SEMINAIRES :  | 1      | 4.00              | 1.00             | 0.05                     |
| AUTRES :   | 2      | 3.00              | 10.00            | 0.13                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                   |                  |                          |
| DEM PAR L'AC :   | 20     | 10.00             | 4.00             | 0.14                     |
| INIT DE LA MISS :  | 16     | 8.00              | 4.00             | 0.12                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 5      | 5.00              | 3.00             | 0.08                     |
| F. INVESTISSEMENT  |        |                   |                  |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                   |                  |                          |
| DU CANADA :  | 6      | 2.00              | 2.00             | 0.04                     |
| DS TERRITOIRE :  | 6      | 3.00              | 2.00             | 0.05                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                   |                  |                          |
| DEMANDES SERVICE   |        |                   |                  |                          |
| CANADA :   | 3      | 1.00              | 1.00             | 0.02                     |
| CONTACTS ETABLIS :                                       | 1      | 1.00              | 1.00             | 0.02                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 2.00              | 32.00            | 0.34                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                   |                  |                          |
| ONG :  | 4      | 2.00              | 1.00             | 0.03                     |
| GOUV'T HOTE :  | 8      | 4.00              | 3.00             | 0.07                     |
| AUTRES MIN. :  | 15     | 9.00              | 3.00             | 0.12                     |
| PROV./MUN. :   | 13     | 6.00              | 4.00             | 0.10                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 4.00              | 0.00             | 0.04                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 0.00              | 1.00             | 0.01                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 5.00              | 0.00             | 0.05                     |
| ***** TOTAUX *****                                       |        | 100.00            | 100.00           | 2.00                     |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 37  
DE TERRIT. : 252

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

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



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : DUSSELDORF

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 311    | 8.33                    | 32.00  | 1.21                     |
| DES TERRITOIRES :  | 224    | 8.33                    | 18.33  | 0.80                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 40     | 8.33                    | 4.33   | 0.38                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| FOIRES :   | 6      | 4.66                    | 14.66  | 0.58                     |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| MISSIONS :   | 6      | 4.66                    | 10.66  | 0.46                     |
| CONF SEMINAIRES :  | 1      | 2.66                    | 0.00   | 0.08                     |
| AUTRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 6      | 2.33                    | 0.33   | 0.08                     |
| INIT DE LA MISS :  | 30     | 10.33                   | 0.33   | 0.32                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 4      | 1.66                    | 0.00   | 0.05                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 3      | 0.33                    | 0.00   | 0.01                     |
| DS TERRITOIRE :  | 11     | 1.00                    | 0.33   | 0.04                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 9      | 0.00                    | 2.00   | 0.06                     |
| CONTACTS ETABLIS :                                       | 3      | 0.00                    | 0.33   | 0.01                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 5.00                    | 11.33  | 0.49                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 0      | 0.00                    | 0.00   | 0.00                     |
| GOUV'T HOTE :  | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES MIN. :  | 61     | 1.00                    | 4.00   | 0.15                     |
| PROV./MUN. :   | 29     | 1.33                    | 0.66   | 0.06                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 13.33                   | 0.00   | 0.40                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 23.33                   | 0.66   | 0.72                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 3.33                    | 0.00   | 0.10                     |
| ***** TOTAUX *****                                       |        | 99.94                   | 99.95  | 6.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 184  
DE TERRIT. : 35

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 39

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : HELSINKI

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 174    | 20.00                   | 26.00  | 0.72                     |
| DES TERRITOIRES :  | 280    | 8.00                    | 20.50  | 0.49                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 32     | 8.00                    | 4.50   | 0.17                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| FOIRES :   | 4      | 0.00                    | 4.00   | 0.08                     |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| MISSIONS :   | 4      | 10.00                   | 8.00   | 0.26                     |
| CONF SEMINAIRES :  | 1      | 10.00                   | 3.00   | 0.16                     |
| AUTRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 12     | 5.00                    | 2.00   | 0.09                     |
| INIT DE LA MISS :  | 15     | 5.00                    | 2.50   | 0.10                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 2      | 2.00                    | 0.50   | 0.03                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 8      | 4.00                    | 1.50   | 0.07                     |
| DS TERRITOIRE :  | 11     | 8.00                    | 1.50   | 0.11                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 4      | 1.00                    | 1.00   | 0.03                     |
| CONTACTS ETABLIS :                                       | 2      | 1.00                    | 0.50   | 0.02                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 0.00                    | 15.00  | 0.30                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 1      | 5.00                    | 1.50   | 0.08                     |
| GOUV'T HOTE :  | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES MIN. :  | 1      | 2.00                    | 1.50   | 0.05                     |
| PROV./MUN. :   | 2      | 5.00                    | 1.50   | 0.08                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 3.00                    | 0.00   | 0.03                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 3.00                    | 5.00   | 0.13                     |
| K. 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 : 87  
DE TERRIT. : 32

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : LA HAYE

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |             |
| DU CANADA :  | 155    | 15.66         | 12.50  | 0.97        |
| DES TERRITOIRES :  | 44     | 2.66          | 5.00   | 0.28        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 61     | 7.66          | 5.50   | 0.45        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |             |
| FOIRES :   | 2      | 0.66          | 0.00   | 0.02        |
| PROJETS ET ACTIVITES                                     |        |               |        |             |
| MISSIONS :   | 10     | 6.00          | 7.50   | 0.48        |
| CONF SEMINAIRES :  | 3      | 0.66          | 2.75   | 0.13        |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00        |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |             |
| DEM PAR L'AC :   | 19     | 7.33          | 2.00   | 0.30        |
| INIT DE LA MISS :  | 4      | 4.33          | 0.00   | 0.13        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 25     | 5.00          | 1.25   | 0.20        |
| F. INVESTISSEMENT  |        |               |        |             |
| DU CANADA :  | 12     | 0.00          | 2.00   | 0.08        |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 49     | 0.00          | 8.50   | 0.34        |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |             |
| CANADA :   | 41     | 0.00          | 12.50  | 0.50        |
| DEMANDES SERVICE CONTACTS ETABLIS :                      | 17     | 0.00          | 6.25   | 0.25        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 7.66          | 6.50   | 0.49        |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |               |        |             |
| ONG :  | 9      | 0.00          | 4.50   | 0.18        |
| GOUV'T HOTE :  | 2      | 1.66          | 0.00   | 0.05        |
| AUTRES MIN. :  | 16     | 4.33          | 2.50   | 0.23        |
| PROV./MUN. :   | 24     | 6.66          | 4.25   | 0.37        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 17.33         | 10.00  | 0.92        |
| CONGES, DEVELOPPEMENT PROF :                             |        | 9.00          | 3.50   | 0.41        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 3.33          | 3.00   | 0.22        |
| ***** TOTAUX *****                                       |        | 99.93         | 100.00 | 7.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 64  
DE TERRIT. : 43

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 16

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : LISBONNE

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 74     | 9.00          | 36.00  | 0.45        |
| DES TERRITOIRES :                                | 42     | 12.00         | 8.00   | 0.20        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 15     | 8.00          | 3.00   | 0.11        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 0      | 0.00          | 0.00   | 0.00        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 3      | 15.00         | 9.00   | 0.24        |
| CONF SEMINAIRES :                                | 3      | 5.00          | 4.00   | 0.09        |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 6      | 0.00          | 21.00  | 0.21        |
| INIT DE LA MISS :                                | 4      | 2.00          | 1.00   | 0.03        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 1      | 0.00          | 0.00   | 0.00        |
| DS TERRITOIRE :                                  | 1      | 0.00          | 0.00   | 0.00        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 0.00   | 0.00        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 8      | 2.00          | 6.00   | 0.08        |
| GOUV'T HOTE :                                    | 4      | 2.00          | 0.00   | 0.02        |
| AUTRES MIN. :                                    | 17     | 5.00          | 12.00  | 0.17        |
| PROV./MUN. :                                     | 4      | 4.00          | 0.00   | 0.04        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 4.00          | 0.00   | 0.04        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 26.00         | 0.00   | 0.26        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 6.00          | 0.00   | 0.06        |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 2.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 30  
DE TERRIT. : 43

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : LONDRES

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | TEMPS-TOTAL<br>ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|-----------------------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |                       |                          |
| DU CANADA :  | 536    | 10.55                   | 28.00                 | 2.63                     |
| DES TERRITOIRES :  | 2128   | 10.00                   | 23.00                 | 2.28                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 151    | 6.88                    | 7.83                  | 1.09                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |                       |                          |
| PROJETS ET ACTIVITES                                     |        |                         |                       |                          |
| FOIRES :   | 6      | 1.11                    | 5.83                  | 0.45                     |
| MISSIONS :   | 15     | 3.11                    | 1.16                  | 0.35                     |
| CONF SEMINAIRES :  | 39     | 4.33                    | 0.33                  | 0.41                     |
| AUTRES :   | 14     | 0.77                    | 0.33                  | 0.09                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |                       |                          |
| DEM PAR L'AC :   | 105    | 10.66                   | 0.50                  | 0.99                     |
| INIT DE LA MISS :  | 107    | 11.11                   | 2.50                  | 1.15                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 7      | 0.77                    | 0.33                  | 0.09                     |
| F. INVESTISSEMENT  |        |                         |                       |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |                       |                          |
| DU CANADA :  | 45     | 1.88                    | 0.16                  | 0.18                     |
| DS TERRITOIRE :  | 72     | 3.44                    | 0.50                  | 0.34                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |                       |                          |
| DEMANDES SERVICE   |        |                         |                       |                          |
| CANADA :   | 0      | 0.00                    | 0.00                  | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00                    | 0.00                  | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 6.11                    | 4.66                  | 0.83                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |                       |                          |
| ONG :  | 218    | 2.44                    | 3.33                  | 0.42                     |
| GOUV'T HOTE :  | 69     | 17.11                   | 1.66                  | 1.64                     |
| AUTRES MIN. :  | 77     | 2.66                    | 1.83                  | 0.35                     |
| PROV./MUN. :   | 71     | 1.44                    | 2.00                  | 0.25                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 4.44                    | 7.16                  | 0.83                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 0.55                    | 7.16                  | 0.48                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 0.55                    | 1.66                  | 0.15                     |
| ***** TOTAUX *****                                       |        | 99.91                   | 99.93                 | 15.00                    |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 257  
DE TERRIT. : 245

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 60

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 9  
-ENGAGES SUR PLACE : 6

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : MADRID

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 300    | 10.00                   | 20.00  | 1.00                     |
| DES TERRITOIRES :  | 549    | 17.50                   | 21.25  | 1.20                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 143    | 12.50                   | 16.25  | 0.90                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| FOIRES :   | 2      | 0.00                    | 2.00   | 0.08                     |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| MISSIONS :   | 2      | 0.00                    | 2.50   | 0.10                     |
| CONF SEMINAIRES :  | 2      | 2.50                    | 1.25   | 0.10                     |
| AUTRES :   | 2      | 5.00                    | 6.25   | 0.35                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 12     | 0.00                    | 2.50   | 0.10                     |
| INIT DE LA MISS :  | 0      | 0.00                    | 0.00   | 0.00                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 8      | 5.00                    | 2.50   | 0.20                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DU CANADA :  | 5      | 2.50                    | 3.00   | 0.17                     |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 9      | 2.50                    | 5.00   | 0.25                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| CANADA :   | 5      | 0.00                    | 2.00   | 0.08                     |
| DEMANDES SERVICE CONTACTS ETABLIS :                      | 0      | 0.00                    | 2.50   | 0.10                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 2.50                    | 1.25   | 0.10                     |
| I. DEMANDES DE SERVICES PROVENANT                        |        |                         |        |                          |
| D'AUTRES SOURCES   |        |                         |        |                          |
| ONG :  | 2      | 2.50                    | 1.25   | 0.10                     |
| GOUV'T HOTE :  | 9      | 0.00                    | 2.00   | 0.08                     |
| AUTRES MIN. :  | 5      | 2.50                    | 2.50   | 0.15                     |
| PROV./MUN. :   | 9      | 5.00                    | 1.00   | 0.14                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 22.50                   | 1.25   | 0.50                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 0.00                    | 2.50   | 0.10                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 7.50                    | 1.25   | 0.20                     |
| ***** TOTAUX *****                                       |        | 100.00                  | 100.00 | 6.00                     |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 78  
DE TERRIT. : 205

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 14

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : MILAN

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 252    | 3.66                    | 14.33  | 0.54                     |
| DES TERRITOIRES :  | 196    | 0.66                    | 12.66  | 0.40                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 78     | 6.33                    | 14.33  | 0.62                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| FOIRES :   | 2      | 2.66                    | 11.66  | 0.43                     |
| MISSIONS :   | 8      | 28.00                   | 7.66   | 1.07                     |
| CONF SEMINAIRES :  | 3      | 0.33                    | 0.33   | 0.02                     |
| AUTRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 6      | 2.00                    | 0.33   | 0.07                     |
| INIT DE LA MISS :  | 13     | 4.33                    | 2.66   | 0.21                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 8      | 0.33                    | 1.66   | 0.06                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 24     | 2.66                    | 0.33   | 0.09                     |
| DS TERRITOIRE :  | 29     | 5.33                    | 0.33   | 0.17                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 35     | 10.33                   | 6.66   | 0.51                     |
| CONTACTS ETABLIS :                                       | 82     | 6.33                    | 5.00   | 0.34                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 1.00                    | 10.33  | 0.34                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 5      | 1.33                    | 0.00   | 0.04                     |
| GOUV'T HOTE :  | 5      | 0.66                    | 0.00   | 0.02                     |
| AUTRES MIN. :  | 29     | 3.33                    | 0.00   | 0.10                     |
| PROV./MUN. :   | 37     | 5.66                    | 0.00   | 0.17                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 5.66                    | 0.00   | 0.17                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 7.00                    | 11.66  | 0.56                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 2.33                    | 0.00   | 0.07                     |
| ***** TOTAUX *****                                       |        | 99.92                   | 99.93  | 6.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 271  
DE TERRIT. : 72

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 19

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : MUNICH

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 188    | 8.00                    | 20.00  | 0.64                     |
| DES TERRITOIRES :  | 129    | 3.00                    | 16.00  | 0.41                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 45     | 8.00                    | 22.00  | 0.68                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| FOIRES :   | 9      | 5.00                    | 14.00  | 0.43                     |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| MISSIONS :   | 5      | 3.00                    | 0.00   | 0.09                     |
| CONF SEMINAIRES :  | 6      | 3.00                    | 5.00   | 0.19                     |
| AUTRES :   | 1      | 0.00                    | 2.00   | 0.04                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 5      | 1.00                    | 0.00   | 0.03                     |
| INIT DE LA MISS :  | 11     | 1.00                    | 6.00   | 0.15                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 2      | 0.00                    | 0.00   | 0.00                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 50     | 7.00                    | 0.00   | 0.21                     |
| DS TERRITOIRE :  | 30     | 1.00                    | 4.00   | 0.11                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 0.00                    | 0.00   | 0.00                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 0      | 0.00                    | 0.00   | 0.00                     |
| GOUV'T HOTE :  | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES MIN. :  | 5      | 0.00                    | 0.00   | 0.00                     |
| PROV./MUN. :   | 5      | 9.00                    | 8.00   | 0.43                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 26.00                   | 0.00   | 0.78                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 8.00                    | 3.00   | 0.30                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 17.00                   | 0.00   | 0.51                     |
| ***** TOTAUX *****                                       |        | 100.00                  | 100.00 | 5.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 108  
DE TERRIT. : 38

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 9

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



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : OSLO

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|---------------|--------|--------------------------|
|  |        | CDIENS        | ENG/SP |                          |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |                          |
| DU CANADA :  | 310    | 10.00         | 38.66  | 1.36                     |
| DES TERRITOIRES :  | 163    | 7.50          | 21.00  | 0.78                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 105    | 10.00         | 5.33   | 0.36                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |                          |
| FOIRES :   | 5      | 0.00          | 1.66   | 0.05                     |
| PROJETS ET ACTIVITES                                     |        |               |        |                          |
| MISSIONS :   | 5      | 17.50         | 3.33   | 0.45                     |
| CONF SEMINAIRES :  | 4      | 8.50          | 15.00  | 0.62                     |
| AUTRES :   | 5      | 2.50          | 3.66   | 0.16                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |                          |
| DEM PAR L'AC :   | 2      | 0.00          | 0.00   | 0.00                     |
| INIT DE LA MISS :  | 13     | 10.00         | 0.00   | 0.20                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 1      | 0.00          | 0.00   | 0.00                     |
| F. INVESTISSEMENT  |        |               |        |                          |
| DU CANADA :  | 4      | 2.50          | 0.33   | 0.06                     |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 6      | 2.50          | 0.66   | 0.07                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |                          |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00                     |
| DEMANDES SERVICE   |        |               |        |                          |
| CONTACTS ETABLIS :                                       | 0      | 0.00          | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 11.50         | 0.00   | 0.23                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |               |        |                          |
| ONG :  | 7      | 0.00          | 2.00   | 0.06                     |
| GOUV'T HOTE :  | 1      | 0.00          | 0.00   | 0.00                     |
| AUTRES MIN. :  | 9      | 0.00          | 4.33   | 0.13                     |
| PROV./MUN. :   | 3      | 0.00          | 0.00   | 0.00                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 10.00         | 0.00   | 0.20                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 7.50          | 4.00   | 0.27                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 0.00          | 0.00   | 0.00                     |
| ***** TOTAUX *****                                       |        | 100.00        | 99.96  | 5.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 56  
DE TERRIT. : 16

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : PARIS

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|---------------|--------|--------------------------|
|  |        | CDIENS        | ENG/SP |                          |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |                          |
| DU CANADA :                                      | 629    | 16.71         | 23.33  | 3.27                     |
| DES TERRITOIRES :                                | 589    | 5.28          | 22.22  | 2.37                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 207    | 8.85          | 6.66   | 1.22                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |                          |
| FOIRES :   | 57     | 3.85          | 6.55   | 0.86                     |
| PROJETS ET ACTIVITES                             |        |               |        |                          |
| MISSIONS :                                       | 39     | 9.00          | 3.55   | 0.95                     |
| CONF SEMINAIRES :                                | 13     | 3.14          | 0.33   | 0.25                     |
| AUTRES :   | 13     | 2.71          | 0.33   | 0.22                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |                          |
| L'ECON/LES FINANANCES                            |        |               |        |                          |
| DEM PAR L'AC :                                   | 11     | 2.28          | 1.33   | 0.28                     |
| INIT DE LA MISS :                                | 21     | 2.00          | 2.44   | 0.36                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 16     | 1.14          | 0.11   | 0.09                     |
| F. INVESTISSEMENT                                |        |               |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |                          |
| DU CANADA :                                      | 148    | 3.85          | 1.22   | 0.38                     |
| DS TERRITOIRE :                                  | 399    | 3.42          | 3.00   | 0.51                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |                          |
| DEMANDES SERVICE                                 |        |               |        |                          |
| CANADA :   | 107    | 1.28          | 3.55   | 0.41                     |
| CONTACTS ETABLIS :                               | 86     | 0.42          | 5.66   | 0.54                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.71          | 8.88   | 0.85                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |                          |
| D'AUTRES SOURCES                                 |        |               |        |                          |
| ONG :  | 19     | 1.14          | 0.66   | 0.14                     |
| GOUV'T HOTE :                                    | 26     | 1.57          | 0.33   | 0.14                     |
| AUTRES MIN. :                                    | 37     | 2.57          | 0.33   | 0.21                     |
| PROV./MUN. :                                     | 61     | 3.71          | 0.66   | 0.32                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 9.14          | 4.11   | 1.01                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 7.28          | 4.55   | 0.92                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 9.85          | 0.11   | 0.70                     |
| ***** TOTAUX *****                               |        | 99.90         | 99.91  | 16.00                    |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 646  
DE TERRIT. : 323

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 32

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 7  
-ENGAGES SUR PLACE : 9

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : ROME

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|---------------|--------|--------------------------|
|  |        | CDIENS        | ENG/SP |                          |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |                          |
| DU CANADA :                                      | 781    | 5.66          | 27.50  | 0.72                     |
| DES TERRITOIRES :                                | 327    | 7.66          | 25.00  | 0.73                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 102    | 15.00         | 10.00  | 0.65                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |                          |
| FOIRES :   | 1      | 1.66          | 0.00   | 0.05                     |
| PROJETS ET ACTIVITES                             |        |               |        |                          |
| MISSIONS :                                       | 8      | 25.00         | 10.00  | 0.95                     |
| CONF SEMINAIRES :                                | 4      | 1.66          | 0.00   | 0.05                     |
| AUTRES :   | 3      | 1.66          | 0.00   | 0.05                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |                          |
| L'ECON/LES FINANANCES                            |        |               |        |                          |
| DEM PAR L'AC :                                   | 19     | 6.66          | 7.50   | 0.35                     |
| INIT DE LA MISS :                                | 16     | 6.66          | 0.00   | 0.20                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 0      | 0.00          | 0.00   | 0.00                     |
| F. INVESTISSEMENT                                |        |               |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |                          |
| DU CANADA :                                      | 9      | 1.00          | 0.00   | 0.03                     |
| DS TERRITOIRE :                                  | 20     | 3.33          | 0.00   | 0.10                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |                          |
| DEMANDES SERVICE                                 |        |               |        |                          |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 0.00   | 0.00                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |                          |
| D'AUTRES SOURCES                                 |        |               |        |                          |
| ONG :  | 8      | 0.66          | 1.00   | 0.04                     |
| GOUV'T HOTE :                                    | 13     | 2.00          | 2.00   | 0.10                     |
| AUTRES MIN. :                                    | 63     | 4.33          | 10.00  | 0.33                     |
| PROV./MUN. :                                     | 71     | 12.00         | 0.50   | 0.37                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 3.33          | 0.00   | 0.10                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 0.00          | 6.50   | 0.13                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 1.66          | 0.00   | 0.05                     |
| ***** TOTAUX *****                               |        | 99.93         | 100.00 | 5.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 197  
DE TERRIT. : 26

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

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

STATEMENT OF FINANCIAL POSITION

31/03/02

STATEMENT OF FINANCIAL POSITION

MISSION : HOME : STAFF : MONTHS :

STATEMENT OF FINANCIAL POSITION

STATEMENT OF FINANCIAL POSITION

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STATEMENT OF FINANCIAL POSITION

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/10

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCICE 1989

REGION : AMERIQUE LATINE & CARAIBE

|  | NOMBRE | VITRES-OTIC |        | TEMPS-TOTAL |
|--|--------|-------------|--------|-------------|
|  |        | OTIC        | MSG/ST |             |
| <b><u>AMÉRIQUE LATINE ET ANTILLES</u></b>                              |        |             |        |             |
| A. DEMANDES/SERV/EXPORT/COMM   |        |             |        |             |
| DU CANADA :  | 4901   | 26.00       | 28.00  | 13.31       |
| DES TERRITOIRES :  | 3692   | 9.98        | 20.00  | 8.85        |
| B. VISITES A DES CLIENTS DE TERRITOIRE                                 | 1204   | 11.53       | 12.93  | 7.24        |
| C. POLITIQUE COMMERCIALE, IMPORTATIONS                                 |        |             |        |             |
| PROJETS ET ACTIVITES   |        |             |        |             |
| FOIRES :   | 136    | 2.31        | 1.48   | 2.24        |
| MISSIONS :   | 4      | 1.28        | 4.53   | 1.00        |
| CONF SEMINAIRES :  | 3      | 0.27        | 1.13   | 0.86        |
| BOYERS :   | 67     | 0.77        | 1.94   | 0.70        |
| D. RAPPORTS SUR LE COMMERCE  |        |             |        |             |
| L'ECOM/LES FINANCES  |        |             |        |             |
| PAR L'AC :   | 8      | 4.09        |        | 1.25        |
| DE LA SISE :   | 15     |             |        | 1.31        |
| E. ACTIVITES EN MATIERE DE NEGOCIATIONS                                |        |             |        |             |
| MEXIQUE  |        |             | 0.45   | 0.64        |
| F. INVESTISSEMENT  |        |             |        |             |
| DEMANDES DE RENSEIGNEMENTS   |        |             |        |             |
| DU CANADA :  | 6      | 0.72        |        | 0.35        |
| DE TERRITOIRES :   | 87     | 0.90        |        | 0.43        |
| G. NEG. D'APPORT TECHNOLOGIQUES  |        |             |        |             |
| DEMANDES SERVICE   |        |             |        |             |
| CANADA :   | 3      | 0.00        | 0.00   | 0.00        |
| CONTRACTS ETABLIS :  | 30     | 0.41        | 2.12   | 0.09        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS                          |        | 7.08        | 1.10   | 2.94        |
| I. DEMANDES DE SERVICES PROVENANT D'AUTRES SOURCES                     |        |             |        |             |
| GNO :  | 24     | 6.06        | 0.41   | 0.39        |
| GOVERN BOTK :  | 70     | 2.47        | 0.43   | 0.70        |
| NOTES MIN. :   | 141    | 1.95        | 1.15   | 1.19        |
| PROV./MIN. :   | 89     | 1.66        | 1.19   | 0.87        |
| J. ADMINISTRATION: GESTION DU PROG. & ADAPT CONGES, DEVELOPPEMENT PROF |        | 10.37       | 1.29   | 1.70        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA WISCONSIN                       |        | 2.11        | 0.43   | 1.27        |
| ***** TOTAUX *****   |        | 99.01       | 99.00  | 55.00       |

NOBRE/VISITES/CENS D'AFFAIRES DU CANADA : 657  
DE TERRIT. : 1092

NOBRE/DEMANDES/FORM/OBSERVATIONS : 60

NOBRE/PORTES PERMES PAR LES AGENTS-CANADIENS : 27  
- ENLACEZ SIE PLACE : 31

AMÉRIQUE LATINE ET ANTILLES

121

BOGOTA  
BRASIL  
BUENOS AIRES  
CARACAS  
LIMA  
SANTIAGO  
SAO PAULO

122

BRIDGETOWN  
GUATEMALA  
LE HAVRE  
KINGSTON  
MEXICO  
PART OF SPAIN  
SAN JOSE

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/10

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

REGION : AMERIQUE LATINE & CARAIB

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 4901   | 16.00                   | 29.06  | 13.33                    |
| DES TERRITOIRES :  | 3896   | 9.96                    | 20.00  | 8.89                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 1204   | 11.51                   | 12.93  | 7.12                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| FOIRES :   | 36     | 3.11                    | 4.48   | 2.23                     |
| MISSIONS :   | 41     | 5.85                    | 4.58   | 3.00                     |
| CONF SEMINAIRES :  | 32     | 1.07                    | 1.83   | 0.86                     |
| AUTRES :   | 63     | 0.77                    | 1.64   | 0.72                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 82     | 3.62                    | 4.09   | 2.25                     |
| INIT DE LA MISS :  | 160    | 7.33                    | 4.29   | 3.31                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 44     | 2.00                    | 0.45   | 0.68                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 63     | 0.92                    | 0.32   | 0.35                     |
| DS TERRITOIRE :  | 87     | 0.59                    | 0.90   | 0.44                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 3      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                                       | 20     | 0.03                    | 0.25   | 0.09                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 7.00                    | 3.38   | 2.94                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 24     | 0.96                    | 0.41   | 0.39                     |
| GOUV'T HOTE :  | 70     | 2.40                    | 0.41   | 0.78                     |
| AUTRES MIN. :  | 141    | 2.96                    | 1.25   | 1.19                     |
| PROV./MUN. :   | 69     | 1.66                    | 1.35   | 0.87                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 10.37                   | 1.29   | 3.20                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 6.51                    | 6.54   | 3.79                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 5.29                    | 0.45   | 1.57                     |
| ***** TOTAUX *****                                       |        | 99.91                   | 99.90  | 58.00                    |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 657  
DE TERRIT. : 1092

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 60

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 27  
-ENGAGES SUR PLACE : 31

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BRIDGETOWN

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 156    | 15.00         | 40.00  | 0.55        |
| DES TERRITOIRES :                                | 66     | 5.00          | 25.00  | 0.30        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 47     | 10.00         | 10.00  | 0.20        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| FOIRES :   | 0      | 0.00          | 0.00   | 0.00        |
| MISSIONS :                                       | 0      | 0.00          | 0.00   | 0.00        |
| CONF SEMINAIRES :                                | 3      | 10.00         | 5.00   | 0.15        |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 1      | 5.00          | 2.00   | 0.07        |
| INIT DE LA MISS :                                | 2      | 5.00          | 2.00   | 0.07        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 2      | 5.00          | 0.00   | 0.05        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 5      | 10.00         | 2.00   | 0.12        |
| DS TERRITOIRE :                                  | 0      | 0.00          | 0.00   | 0.00        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 10.00  | 0.10        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 3      | 3.00          | 1.00   | 0.04        |
| GOUV'T HOTE :                                    | 1      | 2.00          | 1.00   | 0.03        |
| AUTRES MIN. :                                    | 4      | 3.00          | 1.00   | 0.04        |
| PROV./MUN. :                                     | 1      | 2.00          | 1.00   | 0.03        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 10.00         | 0.00   | 0.10        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 0.00          | 0.00   | 0.00        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 15.00         | 0.00   | 0.15        |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 2.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 30  
DE TERRIT. : 10

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

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



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : GUATEMALA

|   | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|---|--------|-------------------------|--------|--------------------------|
|   | -----  | -----                   | -----  | -----                    |
| A.DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :   | 32     | 0.00                    | 20.00  | 0.20                     |
| DES TERRITOIRES :                                       | 125    | 0.00                    | 20.00  | 0.20                     |
| B.VISITES A DES CLIENTS DS TERRITOIRE :                 | 0      | 0.00                    | 15.00  | 0.15                     |
| C.POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| FOIRES :  | 1      | 0.00                    | 5.00   | 0.05                     |
| PROJETS ET ACTIVITES                                    |        |                         |        |                          |
| MISSIONS :  | 0      | 0.00                    | 0.00   | 0.00                     |
| CONF SEMINAIRES :                                       | 1      | 0.00                    | 5.00   | 0.05                     |
| AUTRES :  | 0      | 0.00                    | 0.00   | 0.00                     |
| D.RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :  | 0      | 0.00                    | 0.00   | 0.00                     |
| INIT DE LA MISS :                                       | 0      | 0.00                    | 0.00   | 0.00                     |
| E.ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 0      | 0.00                    | 0.00   | 0.00                     |
| F.INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                              |        |                         |        |                          |
| DU CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| DS TERRITOIRE :   | 0      | 0.00                    | 0.00   | 0.00                     |
| G.PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE  |        |                         |        |                          |
| CANADA :  | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                                      | 0      | 0.00                    | 0.00   | 0.00                     |
| H.PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 0.00                    | 0.00   | 0.00                     |
| I.DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :   | 0      | 0.00                    | 0.00   | 0.00                     |
| GOUV'T HOTE :   | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES MIN. :   | 0      | 0.00                    | 0.00   | 0.00                     |
| PROV./MUN. :  | 0      | 0.00                    | 0.00   | 0.00                     |
| J.ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 0.00                    | 5.00   | 0.05                     |
| CONGES, DEVELOPPEMENT PROF :                            |        | 0.00                    | 30.00  | 0.30                     |
| K.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 : 8  
DE TERRIT. : 42

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : KINGSTON

|  | NOMBRE | %TEMPS-<br>CDIENS | OFFIC.<br>ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------|------------------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                   |                  |                          |
| DU CANADA :  | 482    | 20.00             | 35.00            | 0.90                     |
| DES TERRITOIRES :  | 456    | 10.00             | 32.50            | 0.75                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 103    | 10.00             | 7.00             | 0.24                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                   |                  |                          |
| PROJETS ET ACTIVITES                                     |        |                   |                  |                          |
| FOIRES :   | 5      | 1.00              | 0.50             | 0.02                     |
| MISSIONS :   | 5      | 1.00              | 0.50             | 0.02                     |
| CONF SEMINAIRES :  | 3      | 1.00              | 0.50             | 0.02                     |
| AUTRES :   | 22     | 1.00              | 0.50             | 0.02                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                   |                  |                          |
| DEM PAR L'AC :   | 5      | 5.00              | 1.50             | 0.08                     |
| INIT DE LA MISS :  | 12     | 5.00              | 2.00             | 0.09                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 8      | 5.00              | 2.00             | 0.09                     |
| F. INVESTISSEMENT  |        |                   |                  |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                   |                  |                          |
| DU CANADA :  | 12     | 1.00              | 0.50             | 0.02                     |
| DS TERRITOIRE :  | 13     | 1.00              | 1.00             | 0.03                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                   |                  |                          |
| DEMANDES SERVICE   |        |                   |                  |                          |
| CANADA :   | 2      | 0.00              | 0.00             | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00              | 0.00             | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 4.00              | 1.00             | 0.06                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                   |                  |                          |
| ONG :  | 10     | 0.00              | 3.00             | 0.06                     |
| GOUV'T HOTE :  | 11     | 0.00              | 2.00             | 0.04                     |
| AUTRES MIN. :  | 14     | 4.00              | 5.00             | 0.14                     |
| PROV./MUN. :   | 8      | 4.00              | 3.00             | 0.10                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 20.00             | 1.00             | 0.22                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 4.00              | 1.50             | 0.07                     |
| K. 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'AFFAIRS DU CANADA : 28  
DE TERRIT. : 69

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : LA HAVANE

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|---------------|--------|--------------------------|
|  |        | CDIENS.       | ENG/SP |                          |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |                          |
| DU CANADA :  | 440    | 11.00         | 12.00  | 0.46                     |
| DES TERRITOIRES :  | 180    | 3.00          | 6.00   | 0.18                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE                   | 100    | 14.00         | 24.00  | 0.76                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |                          |
| PROJETS ET ACTIVITES                                     |        |               |        |                          |
| FOIRES :   | 1      | 7.00          | 7.00   | 0.28                     |
| MISSIONS :   | 2      | 2.00          | 9.00   | 0.22                     |
| CONF SEMINAIRES :  | 1      | 0.00          | 2.00   | 0.04                     |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |                          |
| DEM PAR L'AC :   | 4      | 5.00          | 10.00  | 0.30                     |
| INIT DE LA MISS :  | 18     | 10.00         | 12.00  | 0.44                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS                | 1      | 1.00          | 0.00   | 0.02                     |
| F. INVESTISSEMENT  |        |               |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |               |        |                          |
| DU CANADA :  | 0      | 0.00          | 0.00   | 0.00                     |
| DS TERRITOIRE :  | 0      | 0.00          | 0.00   | 0.00                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |                          |
| DEMANDES SERVICE   |        |               |        |                          |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00          | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS            |        | 16.00         | 2.50   | 0.37                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |               |        |                          |
| ONG :  | 3      | 0.00          | 1.50   | 0.03                     |
| GOUV'T HOTE :  | 2      | 0.50          | 0.00   | 0.01                     |
| AUTRES MIN. :  | 10     | 1.00          | 2.50   | 0.07                     |
| PROV./MUN. :   | 18     | 2.00          | 2.50   | 0.09                     |
| J. ADMINISTRATION:                                       |        |               |        |                          |
| GESTION DU PROGR. & ADMIN. :                             |        | 20.00         | 8.00   | 0.56                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 7.50          | 1.00   | 0.17                     |
| K. 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 : 26  
DE TERRIT. : 60

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/10

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : MEXICO

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 810    | 20.00                   | 36.00  | 1.88                     |
| DES TERRITOIRES :  | 839    | 16.00                   | 20.00  | 1.24                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 79     | 9.00                    | 9.00   | 0.63                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| FOIRES :   | 3      | 5.00                    | 5.00   | 0.35                     |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| MISSIONS :   | 3      | 4.00                    | 7.00   | 0.37                     |
| CONF SEMINAIRES :  | 1      | 0.00                    | 2.00   | 0.06                     |
| AUTRES :   | 17     | 2.00                    | 2.00   | 0.14                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 4      | 0.00                    | 4.00   | 0.12                     |
| INIT DE LA MISS :  | 15     | 7.00                    | 1.00   | 0.31                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 2      | 1.00                    | 0.00   | 0.04                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 3      | 0.00                    | 0.00   | 0.00                     |
| DS TERRITOIRE :  | 11     | 1.00                    | 1.00   | 0.07                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                                       | 10     | 0.00                    | 2.00   | 0.06                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 7.00                    | 0.00   | 0.28                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 0      | 0.00                    | 0.00   | 0.00                     |
| GOUV'T HOTE :  | 14     | 3.00                    | 1.00   | 0.15                     |
| AUTRES MIN. :  | 13     | 5.00                    | 1.00   | 0.23                     |
| PROV./MUN. :   | 0      | 0.00                    | 0.00   | 0.00                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 8.00                    | 3.00   | 0.41                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 5.00                    | 6.00   | 0.38                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 7.00                    | 0.00   | 0.28                     |
| ***** TOTAUX *****                                       |        | 100.00                  | 100.00 | 7.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 132  
DE TERRIT. : 405

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : PORT OF SPAIN

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |             |
| DU CANADA :  | 13     | 3.00          | 31.33  | 0.97        |
| DES TERRITOIRES :  | 138    | 3.00          | 21.66  | 0.68        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 81     | 16.00         | 15.33  | 0.62        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |             |
| FOIRES :   | 2      | 3.00          | 3.33   | 0.13        |
| PROJETS ET ACTIVITES                                     |        |               |        |             |
| MISSIONS :   | 1      | 3.00          | 0.00   | 0.03        |
| CONF SEMINAIRES :  | 2      | 3.00          | 0.00   | 0.03        |
| AUTRES :   | 7      | 0.00          | 8.66   | 0.26        |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |             |
| DEM PAR L'AC :   | 3      | 3.00          | 7.33   | 0.25        |
| INIT DE LA MISS :  | 2      | 2.00          | 0.00   | 0.02        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 0      | 0.00          | 0.00   | 0.00        |
| F. INVESTISSEMENT  |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                               |        |               |        |             |
| DU CANADA :  | 3      | 5.00          | 0.00   | 0.05        |
| DS TERRITOIRE :  | 3      | 1.00          | 1.66   | 0.06        |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |             |
| DEMANDES SERVICE   |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                                       | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 20.00         | 0.00   | 0.20        |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |               |        |             |
| ONG :  | 0      | 0.00          | 0.00   | 0.00        |
| GOUV'T HOTE :  | 4      | 2.00          | 0.00   | 0.02        |
| AUTRES MIN. :  | 14     | 2.00          | 3.33   | 0.12        |
| PROV./MUN. :   | 9      | 4.00          | 5.33   | 0.20        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 13.00         | 0.00   | 0.13        |
| CONGES, DEVELOPPEMENT PROF :                             |        | 10.00         | 2.00   | 0.16        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 7.00          | 0.00   | 0.07        |
| ***** TOTAUX *****                                       |        | 100.00        | 99.96  | 4.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 33  
DE TERRIT. : 66

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : SAN JOSE

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 132    | 15.00         | 20.00  | 0.50        |
| DES TERRITOIRES :                                | 96     | 7.50          | 15.00  | 0.30        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 95     | 8.00          | 25.00  | 0.41        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 1      | 3.50          | 20.00  | 0.27        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 3      | 7.50          | 0.00   | 0.15        |
| CONF SEMINAIRES :                                | 3      | 3.50          | 0.00   | 0.07        |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 5      | 3.50          | 10.00  | 0.17        |
| INIT DE LA MISS :                                | 7      | 7.50          | 0.00   | 0.15        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 3      | 9.00          | 0.00   | 0.18        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 27     | 1.00          | 5.00   | 0.07        |
| DS TERRITOIRE :                                  | 20     | 0.00          | 5.00   | 0.05        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                               | 4      | 0.50          | 0.00   | 0.01        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 10.00         | 0.00   | 0.20        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 1      | 0.50          | 0.00   | 0.01        |
| GOUV'T HOTE :                                    | 3      | 3.00          | 0.00   | 0.06        |
| AUTRES MIN. :                                    | 7      | 5.00          | 0.00   | 0.10        |
| PROV./MUN. :                                     | 4      | 1.50          | 0.00   | 0.03        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 8.50          | 0.00   | 0.17        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 0.00          | 0.00   | 0.00        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 5.00          | 0.00   | 0.10        |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 3.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 38  
DE TERRIT. : 21

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : CARACAS

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|---------------|--------|--------------------------|
|  |        | CDIENS        | ENG/SP |                          |
| A. DEMANDES/SERV/EXPORT/COMM                             |        |               |        |                          |
| DU CANADA :  | 411    | 18.33         | 31.33  | 1.49                     |
| DES TERRITOIRES :  | 209    | 10.00         | 19.66  | 0.89                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 112    | 11.66         | 9.66   | 0.64                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |               |        |                          |
| FOIRES :   | 7      | 2.00          | 8.00   | 0.30                     |
| PROJETS ET ACTIVITES                                     |        |               |        |                          |
| MISSIONS :   | 4      | 0.33          | 2.33   | 0.08                     |
| CONF SEMINAIRES :  | 4      | 1.00          | 0.00   | 0.03                     |
| AUTRES :   | 4      | 0.00          | 2.33   | 0.07                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |               |        |                          |
| DEM PAR L'AC :   | 6      | 6.66          | 6.66   | 0.40                     |
| INIT DE LA MISS :  | 31     | 8.66          | 15.00  | 0.71                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 0      | 0.00          | 0.00   | 0.00                     |
| F. INVESTISSEMENT  |        |               |        |                          |
| DU CANADA :  | 4      | 0.66          | 0.00   | 0.02                     |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 23     | 2.00          | 1.66   | 0.11                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |               |        |                          |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00                     |
| DEMANDES SERVICE CONTACTS ETABLIS :                      | 0      | 0.00          | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 9.66          | 0.00   | 0.29                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |               |        |                          |
| ONG :  | 0      | 0.00          | 0.00   | 0.00                     |
| GOUV'T HOTE :  | 0      | 0.00          | 0.00   | 0.00                     |
| AUTRES MIN. :  | 2      | 1.00          | 0.00   | 0.03                     |
| PROV./MUN. :   | 5      | 2.00          | 1.00   | 0.09                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 9.33          | 0.66   | 0.30                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 11.66         | 0.00   | 0.35                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 5.00          | 1.66   | 0.20                     |
| ***** TOTAUX *****                                       |        | 99.95         | 99.95  | 6.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 43  
DE TERRIT. : 84

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BOGOTA

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 371    | 13.00         | 25.66  | 1.16        |
| DES TERRITOIRES :                                | 206    | 10.33         | 29.00  | 1.18        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 48     | 7.33          | 11.33  | 0.56        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 1      | 0.00          | 2.33   | 0.07        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 3      | 7.00          | 7.66   | 0.44        |
| CONF SEMINAIRES :                                | 2      | 0.00          | 0.33   | 0.01        |
| AUTRES :   | 1      | 0.00          | 0.66   | 0.02        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 5      | 6.33          | 3.00   | 0.28        |
| INIT DE LA MISS :                                | 8      | 11.33         | 0.66   | 0.36        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 2      | 0.00          | 0.66   | 0.02        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DU CANADA :                                      | 0      | 0.00          | 0.00   | 0.00        |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :       | 2      | 0.00          | 1.33   | 0.04        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| DEMANDES SERVICE                                 |        |               |        |             |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 2.66          | 8.33   | 0.33        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 1      | 0.00          | 0.33   | 0.01        |
| GOUV'T HOTE :                                    | 3      | 3.33          | 0.33   | 0.11        |
| AUTRES MIN. :                                    | 3      | 2.33          | 0.33   | 0.08        |
| PROV./MUN. :                                     | 2      | 1.00          | 0.33   | 0.04        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 10.66         | 2.00   | 0.38        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 21.33         | 2.66   | 0.72        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 3.33          | 3.00   | 0.19        |
| ***** TOTAUX *****                               |        | 99.96         | 99.93  | 6.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 0  
DE TERRIT. : 68

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

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



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BRASILIA

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | TEMPS-TOTAL<br>ENG/SP | PERS-TRIM |
|--|--------|-------------------------|-----------------------|-----------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |                       |           |
| DU CANADA :  | 518    | 23.50                   | 26.00                 | 0.73      |
| DES TERRITOIRES :  | 108    | 7.50                    | 5.00                  | 0.20      |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 118    | 22.50                   | 2.00                  | 0.47      |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |                       |           |
| FOIRES :   | 0      | 0.00                    | 0.00                  | 0.00      |
| PROJETS ET ACTIVITES                                     |        |                         |                       |           |
| MISSIONS :   | 0      | 0.00                    | 0.00                  | 0.00      |
| CONF SEMINAIRES :  | 0      | 0.00                    | 0.00                  | 0.00      |
| AUTRES :   | 3      | 0.00                    | 2.00                  | 0.02      |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |                       |           |
| DEM PAR L'AC :   | 23     | 10.00                   | 0.00                  | 0.20      |
| INIT DE LA MISS :  | 37     | 17.50                   | 28.00                 | 0.63      |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 1      | 0.00                    | 1.00                  | 0.01      |
| F. INVESTISSEMENT  |        |                         |                       |           |
| DU CANADA :  | 0      | 0.00                    | 0.00                  | 0.00      |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 2      | 0.50                    | 0.00                  | 0.01      |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |                       |           |
| CANADA :   | 0      | 0.00                    | 0.00                  | 0.00      |
| DEMANDES SERVICE CONTACTS ETABLIS :                      | 0      | 0.00                    | 0.00                  | 0.00      |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 0.00                    | 33.00                 | 0.33      |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |                       |           |
| ONG :  | 0      | 0.00                    | 0.00                  | 0.00      |
| GOUV'T HOTE :  | 9      | 4.00                    | 1.00                  | 0.09      |
| AUTRES MIN. :  | 19     | 5.50                    | 2.00                  | 0.13      |
| PROV./MUN. :   | 1      | 1.50                    | 0.00                  | 0.03      |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 2.50                    | 0.00                  | 0.05      |
| CONGES, DEVELOPPEMENT PROF :                             |        | 4.00                    | 0.00                  | 0.08      |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 1.00                    | 0.00                  | 0.02      |
| ***** TOTAUX *****                                       |        | 100.00                  | 100.00                | 3.00      |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 28  
DE TERRIT. : 48

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BUENOS AIRES

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 235    | 17.00                   | 27.00  | 1.15                     |
| DES TERRITOIRES :  | 207    | 4.00                    | 12.00  | 0.44                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 108    | 12.00                   | 8.00   | 0.48                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| FOIRES :   | 2      | 0.00                    | 0.00   | 0.00                     |
| MISSIONS :   | 5      | 7.00                    | 7.00   | 0.35                     |
| CONF SEMINAIRES :  | 4      | 0.00                    | 1.00   | 0.03                     |
| AUTRES :   | 3      | 0.00                    | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 18     | 1.00                    | 5.00   | 0.17                     |
| INIT DE LA MISS :  | 12     | 7.00                    | 0.00   | 0.14                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 7      | 2.00                    | 1.00   | 0.07                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                               |        |                         |        |                          |
| DU CANADA :  | 3      | 0.00                    | 0.00   | 0.00                     |
| DS TERRITOIRE :  | 2      | 0.00                    | 0.00   | 0.00                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| DEMANDES SERVICE   |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                                       | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 12.00                   | 0.00   | 0.24                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                         |        |                          |
| ONG :  | 3      | 1.00                    | 0.00   | 0.02                     |
| GOUV'T HOTE :  | 17     | 1.00                    | 1.00   | 0.05                     |
| AUTRES MIN. :  | 12     | 0.00                    | 1.00   | 0.03                     |
| PROV./MUN. :   | 4      | 1.00                    | 0.00   | 0.02                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 16.00                   | 0.00   | 0.32                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 10.00                   | 37.00  | 1.31                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 9.00                    | 0.00   | 0.18                     |
| ***** TOTAUX *****                                       |        | 100.00                  | 100.00 | 5.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 84  
DE TERRIT. : 94

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : LIMA

|  |                              | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | TEMPS-TOTAL<br>ENG/SP | PERS-TRIM |
|--|------------------------------|--------|-------------------------|-----------------------|-----------|
| A. DEMANDES/SERV/EXPORT/COMM                             | DU CANADA :                  | 307    | 6.00                    | 38.00                 | 0.88      |
|  | DES TERRITOIRES :            | 338    | 13.00                   | 21.00                 | 0.68      |
| B. VISITES A DES CLIENTS DS TERRITOIRE                   | :                            | 102    | 16.00                   | 19.00                 | 0.70      |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    | FOIRES :                     | 1      | 0.00                    | 1.00                  | 0.02      |
| PROJETS ET ACTIVITES                                     | MISSIONS :                   | 2      | 27.00                   | 17.00                 | 0.88      |
|  | CONF SEMINAIRES :            | 0      | 0.00                    | 0.00                  | 0.00      |
|  | AUTRES :                     | 4      | 6.00                    | 0.00                  | 0.12      |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES | DEM PAR L'AC :               | 2      | 1.00                    | 3.00                  | 0.08      |
|  | INIT DE LA MISS :            | 0      | 0.00                    | 0.00                  | 0.00      |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS                | :                            | 0      | 0.00                    | 0.00                  | 0.00      |
| F. INVESTISSEMENT  | DU CANADA :                  | 0      | 0.00                    | 0.00                  | 0.00      |
| DEMANDES DE RENSEIGNEMENTS                               | DS TERRITOIRE :              | 7      | 1.00                    | 1.00                  | 0.04      |
| G. PROG. D'APPORT TECHNOLOGIQUES                         | CANADA :                     | 0      | 0.00                    | 0.00                  | 0.00      |
| DEMANDES SERVICE   | CONTACTS ETABLIS :           | 0      | 0.00                    | 0.00                  | 0.00      |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS            | :                            |        | 0.00                    | 0.00                  | 0.00      |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    | ONG :                        | 1      | 10.00                   | 0.00                  | 0.20      |
|  | GOUV'T HOTE :                | 5      | 9.00                    | 0.00                  | 0.18      |
|  | AUTRES MIN. :                | 0      | 0.00                    | 0.00                  | 0.00      |
|  | PROV./MUN. :                 | 0      | 0.00                    | 0.00                  | 0.00      |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN.            | :                            |        | 7.00                    | 0.00                  | 0.14      |
|  | CONGES, DEVELOPPEMENT PROF : |        | 0.00                    | 0.00                  | 0.00      |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION           | :                            |        | 4.00                    | 0.00                  | 0.08      |
| ***** TOTAUX *****                                       |                              |        | 100.00                  | 100.00                | 4.00      |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 36  
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : SANTIAGO

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 375    | 15.00         | 30.00  | 0.90        |
| DES TERRITOIRES :                                | 381    | 13.00         | 26.00  | 0.78        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 61     | 10.00         | 10.00  | 0.40        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 2      | 14.00         | 9.00   | 0.46        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 4      | 7.00          | 7.00   | 0.28        |
| CONF SEMINAIRES :                                | 2      | 0.00          | 1.00   | 0.02        |
| AUTRES :   | 0      | 0.00          | 0.00   | 0.00        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 2      | 0.00          | 4.00   | 0.08        |
| INIT DE LA MISS :                                | 6      | 3.00          | 5.00   | 0.16        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 1      | 2.00          | 0.00   | 0.04        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 1      | 0.00          | 1.00   | 0.02        |
| DS TERRITOIRE :                                  | 0      | 0.00          | 0.00   | 0.00        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 12.00         | 0.00   | 0.24        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 0      | 0.00          | 0.00   | 0.00        |
| GOUV'T HOTE :                                    | 1      | 2.00          | 0.00   | 0.04        |
| AUTRES MIN. :                                    | 8      | 3.00          | 2.00   | 0.10        |
| PROV./MUN. :                                     | 4      | 3.00          | 5.00   | 0.16        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 10.00         | 0.00   | 0.20        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 0.00          | 0.00   | 0.00        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 6.00          | 0.00   | 0.12        |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 4.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 86  
DE TERRIT. : 70

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : SAO PAULO

|   | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|---|--------|---------------|--------|-------------|
|   |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A.DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                     | 619    | 22.50         | 27.75  | 1.56        |
| DES TERRITOIRES :                               | 547    | 15.00         | 19.25  | 1.07        |
| B.VISITES A DES CLIENTS DS TERRITOIRE :         | 150    | 8.50          | 17.25  | 0.86        |
| C.POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :  | 10     | 2.50          | 5.75   | 0.28        |
| PROJETS ET ACTIVITES                            |        |               |        |             |
| MISSIONS :                                      | 9      | 7.50          | 0.75   | 0.18        |
| CONF SEMINAIRES :                               | 6      | 2.50          | 7.50   | 0.35        |
| AUTRES :  | 2      | 0.00          | 1.75   | 0.07        |
| D.RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                           |        |               |        |             |
| DEM PAR L'AC :                                  | 4      | 2.50          | 0.00   | 0.05        |
| INIT DE LA MISS :                               | 10     | 4.00          | 3.75   | 0.23        |
| E.ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 17     | 6.00          | 1.00   | 0.16        |
| F.INVESTISSEMENT                                |        |               |        |             |
| DU CANADA :                                     | 5      | 2.50          | 0.00   | 0.05        |
| DEMANDES DE RENSEIGNEMENTS                      |        |               |        |             |
| DS TERRITOIRE :                                 | 4      | 0.50          | 0.50   | 0.03        |
| G.PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| CANADA :  | 1      | 0.00          | 0.00   | 0.00        |
| DEMANDES SERVICE                                |        |               |        |             |
| CONTACTS ETABLIS :                              | 6      | 0.00          | 0.50   | 0.02        |
| H.PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 7.50   | 0.30        |
| I.DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                |        |               |        |             |
| ONG :   | 2      | 0.00          | 0.50   | 0.02        |
| GOUV'T HOTE :                                   | 0      | 0.00          | 0.00   | 0.00        |
| AUTRES MIN. :                                   | 35     | 6.00          | 0.00   | 0.12        |
| PROV./MUN. :                                    | 13     | 4.00          | 0.00   | 0.08        |
| J.ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 8.50          | 0.00   | 0.17        |
| CONGES, DEVELOPPEMENT PROF :                    |        | 0.00          | 6.25   | 0.25        |
| K.SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 7.50          | 0.00   | 0.15        |
| ***** TOTAUX *****                              |        | 100.00        | 100.00 | 6.00        |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 85  
DE TERRIT. : 55

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

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

REPORT ON THE VISITS TO THE DISTRICTS

30/07/82

REPORT ON THE VISITS TO THE DISTRICTS

MISSION : 250-PAULS

REPORT ON THE VISITS TO THE DISTRICTS

REPORT ON THE VISITS TO THE DISTRICTS

REPORT ON THE VISITS TO THE DISTRICTS

REPORT ON THE VISITS TO THE DISTRICTS

REPORT ON THE VISITS TO THE DISTRICTS

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REPORT ON THE VISITS TO THE DISTRICTS







SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

20/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCICE 1999

REGION : ETATS UNIS

|  |                            | MONSIEUR | TEMPS-COÛT<br>COTEUS | TEMPS-IC<br>PAG/SP | TEMPS-TOTAL<br>PENS-TRIN |
|--|----------------------------|----------|----------------------|--------------------|--------------------------|
| <b>ÉTATS-UNIS</b>                                  |                            |          |                      |                    |                          |
| A. DEMANDES/SERV/EXPORT/COMM                       | DU CANADA :                | 7414     | 15.27                | 22.77              | 18.33                    |
|  | DES TERRITOIRES :          | 6832     | 10.67                | 14.75              | 12.26                    |
| B. VISITES A DES CLIENTS DE TERRITOIRES            |                            | 1482     | 10.20                | 9.23               | 9.18                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS              | PROJETS ET ACTIVITES       |          |                      |                    |                          |
|  | VOIES :                    | 189      | 5.64                 | 14.75              | 10.17                    |
|  | MISSIONS :                 | 139      | 6.4                  | 9.94               | 6.04                     |
|  | COST SEMINAIRES :          | 148      | 7.4                  | 1.18               | 2.75                     |
|  | AUTRES :                   | 85       |                      | 2.30               | 2.18                     |
| D. RAPPORTS SUR LE COMM L'EXCH/LES FINANCES        | DEPAR L'AC I DE LA MISS    | 127      |                      | 1.31               | 1.46                     |
|  |                            | 288      |                      | 2.14               | 2.75                     |
| E. ACTIVITES EN MATIERE                            | TOWS :                     | 89       |                      | 1.16               | 2.34                     |
|  |                            |          |                      |                    |                          |
| F. INVESTISSEMENT                                  | DU CANADA :                | 1953     |                      | 2.27               | 2.27                     |
| DEMANDES DE REVERSEMENTS                           | DE TERRITOIRES :           | 971      |                      | 2.33               | 2.33                     |
| G. PROJ. D'APPORT TECHNOLOGIQUES                   | CANADA :                   | 76       | 0.28                 | 3.71               | 0.48                     |
| DEMANDES SERVICE                                   | CONTACTS VIABLES :         | 33       | 0.52                 | 0.11               | 0.29                     |
| H. PARTIC. A DES ACTIV. A L'EXTR. DE LA MISS       |                            |          | 0.80                 | 0.46               | 0.53                     |
| I. DEMANDES DE SERVICES PROVENANT D'AUTRES SOURCES | ONG :                      | 36       | 0.23                 | 0.31               | 0.32                     |
|  | GOV'T UNIS :               | 97       | 0.31                 | 0.71               | 0.53                     |
|  | AUTRES AIR. :              | 134      | 2.02                 | 1.51               | 1.66                     |
|  | PROP. SUB. :               | 283      | 1.55                 | 1.63               | 2.04                     |
| J. ADMINISTRATION: SECTION DE PROJ. A MONTE        |                            |          | 18.54                | 3.15               | 3.79                     |
|  | CONGRS, DEVELOPPEMENT PROJ |          | 2.96                 | 0.23               | 1.79                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION     |                            |          | 3.46                 | 0.18               | 1.79                     |

**UTE**  
ATLANTA  
\*BOSTON  
BUFFALO  
DALLAS  
NEW YORK  
WASHINGTON

**UTW**  
CHICAGO  
CLEVELAND  
DETROIT  
LOS ANGELES  
MINNEAPOLIS  
\*SAN FRANCISCO  
SEATTLE

\*Le rapport trimestriel de ces missions n'était pas disponible.

\*\*\*\*\* BUREAU \*\*\*\*\*

MONSIEUR/STAFF/CHARGE D'AFFAIRES DU CANADA : 2119

DE TRAVAIL : 2079

MONSIEUR/DEMANDES/PENS/OBSERVATIONS : 430

ACTIVITES/PROJETS REMPLIS PAR LES AGENTS-CANADIENS

- ENGAGES SUR PLACE : 33

STATISTICS

1911

CHICAGO  
CLEVELAND  
DETROIT  
LOS ANGELES  
MEMPHIS  
SAN FRANCISCO  
SPRINGFIELD

1912

ALABAMA  
ARIZONA  
CALIFORNIA  
CONNECTICUT  
DISTRICT OF COLUMBIA  
FLORIDA  
GEORGIA  
ILLINOIS  
INDIANA  
IOWA  
KANSAS  
LOUISIANA  
MAINE  
MARYLAND  
MASSACHUSETTS  
MICHIGAN  
MINNESOTA  
MISSISSIPPI  
MISSOURI  
MONTANA  
NEBRASKA  
NEVADA  
NEW HAMPSHIRE  
NEW JERSEY  
NEW YORK  
OHIO  
OKLAHOMA  
OREGON  
PENNSYLVANIA  
RHODE ISLAND  
SOUTH CAROLINA  
Tennessee  
Texas  
Vermont  
Virginia  
WASHINGTON  
WEST VIRGINIA  
WISCONSIN  
WYOMING

The figures given in this report are for the year ending December 31, 1911.

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

REGION : ETATS UNIS

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | TEMPS-TOTAL<br>ENG/SP | PERS-TRIM |
|--|--------|-------------------------|-----------------------|-----------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |                       |           |
| DU CANADA :  | 7414   | 16.37                   | 21.71                 | 18.33     |
| DES TERRITOIRES :  | 6652   | 10.67                   | 14.75                 | 12.26     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 1492   | 10.20                   | 9.23                  | 9.19      |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |                       |           |
| FOIRES :   | 166    | 5.69                    | 14.75                 | 10.12     |
| PROJETS ET ACTIVITES                                     |        |                         |                       |           |
| MISSIONS :   | 130    | 4.46                    | 7.92                  | 6.04      |
| CONF SEMINAIRES :  | 130    | 3.74                    | 2.19                  | 2.75      |
| AUTRES :   | 85     | 2.23                    | 2.30                  | 2.16      |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |                       |           |
| DEM PAR L'AC :   | 127    | 1.55                    | 1.51                  | 1.46      |
| INIT DE LA MISS :  | 280    | 3.02                    | 2.71                  | 2.71      |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 89     | 1.62                    | 0.46                  | 0.94      |
| F. INVESTISSEMENT  |        |                         |                       |           |
| DU CANADA :  | 1051   | 1.34                    | 0.57                  | 0.88      |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 973    | 3.86                    | 1.30                  | 2.34      |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |                       |           |
| CANADA :   | 75     | 0.20                    | 0.71                  | 0.46      |
| DEMANDES SERVICE CONTACTS ETABLIS :                      | 33     | 0.51                    | 0.11                  | 0.28      |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 6.20                    | 5.46                  | 5.51      |
| I. DEMANDES DE SERVICES PROVENANT                        |        |                         |                       |           |
| D'AUTRES SOURCES   |        |                         |                       |           |
| ONG :  | 56     | 0.23                    | 0.21                  | 0.21      |
| GOUV'T HOTE :  | 92     | 0.51                    | 0.71                  | 0.59      |
| AUTRES MIN. :  | 238    | 2.02                    | 1.51                  | 1.66      |
| PROV./MUN. :   | 288    | 1.55                    | 2.63                  | 2.04      |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 16.58                   | 3.19                  | 8.79      |
| CONGES, DEVELOPPEMENT PROF :                             |        | 3.88                    | 5.23                  | 4.39      |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 3.46                    | 0.76                  | 1.89      |
| ***** TOTAUX *****                                       |        | 99.89                   | 99.92                 | 95.00     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 2119  
DE TERRIT. : 3035

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 430

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 43  
-ENGAGES SUR PLACE : 52

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : ATLANTA

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                     |        |                         |        |                          |
| DU CANADA :                                      | 392    | 17.00                   | 26.00  | 2.06                     |
| DES TERRITOIRES :                                | 305    | 13.33                   | 14.00  | 1.36                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 84     | 14.16                   | 6.25   | 1.10                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                         |        |                          |
| FOIRES :   | 24     | 7.16                    | 21.25  | 1.28                     |
| PROJETS ET ACTIVITES                             |        |                         |        |                          |
| MISSIONS :                                       | 10     | 4.66                    | 5.75   | 0.51                     |
| CONF SEMINAIRES :                                | 15     | 2.66                    | 0.25   | 0.17                     |
| AUTRES :   | 0      | 0.00                    | 0.00   | 0.00                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                         |        |                          |
| L'ECON/LES FINANANCES                            |        |                         |        |                          |
| DEM PAR L'AC :                                   | 6      | 2.00                    | 0.00   | 0.12                     |
| INIT DE LA MISS :                                | 6      | 0.33                    | 4.75   | 0.21                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 8      | 1.50                    | 0.00   | 0.09                     |
| F. INVESTISSEMENT                                |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |                         |        |                          |
| DU CANADA :                                      | 7      | 0.00                    | 0.25   | 0.01                     |
| DS TERRITOIRE :                                  | 20     | 1.66                    | 0.50   | 0.12                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                         |        |                          |
| DEMANDES SERVICE                                 |        |                         |        |                          |
| CANADA :   | 14     | 0.00                    | 4.00   | 0.16                     |
| CONTACTS ETABLIS :                               | 3      | 0.00                    | 1.25   | 0.05                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 10.16                   | 8.25   | 0.94                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |                         |        |                          |
| D'AUTRES SOURCES                                 |        |                         |        |                          |
| ONG :  | 1      | 0.00                    | 1.25   | 0.05                     |
| GOUV'T HOTE :                                    | 1      | 0.33                    | 0.00   | 0.02                     |
| AUTRES MIN. :                                    | 23     | 0.33                    | 3.75   | 0.17                     |
| PROV./MUN. :                                     | 18     | 0.50                    | 1.50   | 0.09                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 20.66                   | 0.00   | 1.24                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 0.66                    | 1.00   | 0.08                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 2.83                    | 0.00   | 0.17                     |
| ***** TOTAUX *****                               |        | 99.93                   | 100.00 | 10.00                    |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 140  
DE TERRIT. : 676

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 42

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 6  
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : BUFFALO

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 510    | 19.00         | 26.25  | 1.24        |
| DES TERRITOIRES :                                | 226    | 12.00         | 12.50  | 0.62        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 31     | 5.00          | 3.50   | 0.19        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 10     | 4.00          | 13.25  | 0.57        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 14     | 1.00          | 10.50  | 0.43        |
| CONF SEMINAIRES :                                | 6      | 1.00          | 3.25   | 0.14        |
| AUTRES :   | 3      | 0.00          | 4.00   | 0.16        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 9      | 6.00          | 3.75   | 0.21        |
| INIT DE LA MISS :                                | 6      | 2.00          | 2.00   | 0.10        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 4      | 10.00         | 0.00   | 0.10        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 55     | 8.00          | 0.50   | 0.10        |
| DS TERRITOIRE :                                  | 251    | 10.00         | 0.25   | 0.11        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 0.00          | 7.50   | 0.30        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 10     | 2.00          | 0.00   | 0.02        |
| GOUV'T HOTE :                                    | 12     | 2.00          | 0.00   | 0.02        |
| AUTRES MIN. :                                    | 19     | 3.00          | 1.25   | 0.08        |
| PROV./MUN. :                                     | 29     | 3.00          | 2.00   | 0.11        |
| J. ADMINISTRATION:                               |        |               |        |             |
| GESTION DU PROGR. & ADMIN. :                     |        | 12.00         | 5.25   | 0.33        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 0.00          | 4.25   | 0.17        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 0.00          | 0.00   | 0.00        |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 5.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 69  
DE TERRIT. : 45

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1  
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : DALLAS

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                     |        |                         |        |                          |
| DU CANADA :                                      | 314    | 14.00                   | 6.80   | 1.04                     |
| DES TERRITOIRES :                                | 249    | 9.80                    | 5.60   | 0.77                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 105    | 6.20                    | 12.00  | 0.91                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                         |        |                          |
| FOIRES :   | 14     | 9.40                    | 12.20  | 1.08                     |
| PROJETS ET ACTIVITES                             |        |                         |        |                          |
| MISSIONS :                                       | 35     | 12.60                   | 26.40  | 1.95                     |
| CONF SEMINAIRES :                                | 5      | 1.40                    | 0.00   | 0.07                     |
| AUTRES :   | 9      | 4.00                    | 6.20   | 0.51                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                         |        |                          |
| L'ECON/LES FINANANCES                            |        |                         |        |                          |
| DEM PAR L'AC :                                   | 23     | 0.60                    | 1.80   | 0.12                     |
| INIT DE LA MISS :                                | 10     | 0.40                    | 2.00   | 0.12                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 11     | 0.40                    | 0.80   | 0.06                     |
| F. INVESTISSEMENT                                |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |                         |        |                          |
| DU CANADA :                                      | 4      | 0.20                    | 0.00   | 0.01                     |
| DS TERRITOIRE :                                  | 26     | 3.40                    | 1.00   | 0.22                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                         |        |                          |
| DEMANDES SERVICE                                 |        |                         |        |                          |
| CANADA :   | 0      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                               | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 6.00                    | 6.20   | 0.61                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |                         |        |                          |
| D'AUTRES SOURCES                                 |        |                         |        |                          |
| ONG :  | 0      | 0.00                    | 0.00   | 0.00                     |
| GOUV'T HOTE :                                    | 2      | 0.00                    | 2.20   | 0.11                     |
| AUTRES MIN. :                                    | 9      | 2.00                    | 0.40   | 0.12                     |
| PROV./MUN. :                                     | 39     | 1.40                    | 2.60   | 0.20                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 21.00                   | 3.60   | 1.23                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 3.20                    | 9.40   | 0.63                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 4.00                    | 0.80   | 0.24                     |
| ***** TOTAUX *****                               |        | 100.00                  | 100.00 | 10.00                    |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 291  
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 44

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : NEW YORK, CONSULAT GENERAL

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                         |        |                          |
| DU CANADA :  | 719    | 3.83                    | 23.00  | 1.61                     |
| DES TERRITOIRES :  | 518    | 6.00                    | 14.83  | 1.25                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 184    | 19.33                   | 6.00   | 1.52                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                         |        |                          |
| FOIRES :   | 18     | 4.83                    | 14.50  | 1.16                     |
| PROJETS ET ACTIVITES                                     |        |                         |        |                          |
| MISSIONS :   | 6      | 0.50                    | 5.50   | 0.36                     |
| CONF SEMINAIRES :  | 13     | 2.16                    | 3.33   | 0.33                     |
| AUTRES :   | 25     | 3.66                    | 1.83   | 0.33                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                         |        |                          |
| DEM PAR L'AC :   | 3      | 0.83                    | 0.00   | 0.05                     |
| INIT DE LA MISS :  | 51     | 7.83                    | 4.33   | 0.73                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 6      | 2.83                    | 1.16   | 0.24                     |
| F. INVESTISSEMENT  |        |                         |        |                          |
| DU CANADA :  | 889    | 3.33                    | 1.33   | 0.28                     |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 128    | 4.00                    | 4.16   | 0.49                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                         |        |                          |
| CANADA :   | 1      | 0.33                    | 0.00   | 0.02                     |
| DEMANDES SERVICE   |        |                         |        |                          |
| CONTACTS ETABLIS :                                       | 0      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 3.16                    | 6.16   | 0.56                     |
| I. DEMANDES DE SERVICES PROVENANT                        |        |                         |        |                          |
| D'AUTRES SOURCES   |        |                         |        |                          |
| ONG :  | 1      | 0.00                    | 0.00   | 0.00                     |
| GOUV'T HOTE :  | 0      | 0.00                    | 0.00   | 0.00                     |
| AUTRES MIN. :  | 36     | 7.83                    | 2.16   | 0.60                     |
| PROV./MUN. :   | 12     | 3.33                    | 2.50   | 0.35                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 16.33                   | 0.83   | 1.03                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 4.00                    | 8.33   | 0.74                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 5.83                    | 0.00   | 0.35                     |
| ***** TOTAUX *****                                       |        | 99.94                   | 99.95  | 12.00                    |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 341  
DE TERRIT. : 1160

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 84

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : WASHINGTON

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 1314   | 29.00         | 28.00  | 2.57        |
| DES TERRITOIRES :                                | 748    | 9.00          | 14.00  | 1.01        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 128    | 7.00          | 6.00   | 0.59        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 19     | 3.00          | 7.00   | 0.43        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 9      | 4.00          | 3.00   | 0.32        |
| CONF SEMINAIRES :                                | 17     | 6.00          | 3.00   | 0.42        |
| AUTRES :   | 6      | 3.00          | 1.00   | 0.19        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 32     | 2.00          | 3.00   | 0.22        |
| INIT DE LA MISS :                                | 66     | 3.00          | 9.00   | 0.51        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 10     | 1.00          | 1.00   | 0.09        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DU CANADA :                                      | 6      | 0.00          | 0.00   | 0.00        |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DS TERRITOIRE :                                  | 17     | 1.00          | 0.00   | 0.05        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| CANADA :   | 7      | 0.00          | 0.00   | 0.00        |
| DEMANDES SERVICE                                 |        |               |        |             |
| CONTACTS ETABLIS :                               | 3      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 6.00          | 11.00  | 0.74        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 24     | 1.00          | 1.00   | 0.09        |
| GOUV'T HOTE :                                    | 26     | 1.00          | 2.00   | 0.13        |
| AUTRES MIN. :                                    | 36     | 2.00          | 3.00   | 0.22        |
| PROV./MUN. :                                     | 17     | 1.00          | 3.00   | 0.17        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 16.00         | 4.00   | 0.96        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 5.00          | 1.00   | 0.29        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 0.00          | 0.00   | 0.00        |
| ***** TOTAUX *****                               |        | 100.00        | 100.00 | 9.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 121  
DE TERRIT. : 43

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 23

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



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : CHICAGO

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 143    | 9.66          | 10.25  | 0.70        |
| DES TERRITOIRES :                                | 198    | 10.00         | 14.75  | 0.89        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 51     | 11.00         | 6.75   | 0.60        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 6      | 4.66          | 26.75  | 1.21        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 5      | 7.00          | 7.00   | 0.49        |
| CONF SEMINAIRES :                                | 8      | 3.66          | 0.25   | 0.12        |
| AUTRES :   | 1      | 1.00          | 3.00   | 0.15        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 3      | 1.00          | 0.75   | 0.06        |
| INIT DE LA MISS :                                | 11     | 2.66          | 3.25   | 0.21        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 27     | 3.33          | 1.00   | 0.14        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 8      | 2.66          | 0.00   | 0.08        |
| DS TERRITOIRE :                                  | 96     | 6.33          | 0.50   | 0.21        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 1      | 0.33          | 0.00   | 0.01        |
| CONTACTS ETABLIS :                               | 2      | 0.33          | 0.00   | 0.01        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 6.33          | 9.00   | 0.55        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 0      | 0.00          | 0.00   | 0.00        |
| GOUV'T HOTE :                                    | 2      | 0.33          | 1.00   | 0.05        |
| AUTRES MIN. :                                    | 12     | 0.33          | 0.75   | 0.04        |
| PROV./MUN. :                                     | 9      | 0.33          | 0.50   | 0.03        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 14.66         | 3.50   | 0.58        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 4.00          | 4.50   | 0.30        |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 10.33         | 6.50   | 0.57        |
| ***** TOTAUX *****                               |        | 99.93         | 100.00 | 7.00        |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 83  
DE TERRIT. : 54

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 29

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : CLEVELAND

|   | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|---|--------|-------------------------|--------|--------------------------|
| A.DEMANDES/SERV/EXPORT/COMM                     |        |                         |        |                          |
| DU CANADA :                                     | 904    | 16.25                   | 19.33  | 1.81                     |
| DES TERRITOIRES :                               | 1131   | 15.25                   | 18.16  | 1.70                     |
| B.VISITES A DES CLIENTS DS TERRITOIRE :         | 95     | 5.50                    | 9.66   | 0.80                     |
| C.POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                         |        |                          |
| FOIRES :  | 15     | 11.50                   | 11.66  | 1.16                     |
| PROJETS ET ACTIVITES                            |        |                         |        |                          |
| MISSIONS :                                      | 8      | 0.00                    | 6.83   | 0.41                     |
| CONF SEMINAIRES :                               | 19     | 2.00                    | 4.00   | 0.32                     |
| AUTRES :  | 18     | 1.75                    | 5.50   | 0.40                     |
| D.RAPPORTS SUR LE COMMERCIAUX/                  |        |                         |        |                          |
| L'ECON/LES FINANANCES                           |        |                         |        |                          |
| DEM PAR L'AC :                                  | 15     | 0.00                    | 2.50   | 0.15                     |
| INIT DE LA MISS :                               | 17     | 1.00                    | 0.83   | 0.09                     |
| E.ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 4      | 1.25                    | 0.66   | 0.09                     |
| F.INVESTISSEMENT                                |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                      |        |                         |        |                          |
| DU CANADA :                                     | 1      | 1.25                    | 0.00   | 0.05                     |
| DS TERRITOIRE :                                 | 15     | 1.25                    | 1.50   | 0.14                     |
| G.PROG. D'APPORT TECHNOLOGIQUES                 |        |                         |        |                          |
| DEMANDES SERVICE                                |        |                         |        |                          |
| CANADA :  | 42     | 0.00                    | 3.16   | 0.19                     |
| CONTACTS ETABLIS :                              | 16     | 4.00                    | 0.00   | 0.16                     |
| H.PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 8.25                    | 3.00   | 0.51                     |
| I.DEMANDES DE SERVICES PROVENANT                |        |                         |        |                          |
| D'AUTRES SOURCES                                |        |                         |        |                          |
| ONG :   | 7      | 0.50                    | 0.00   | 0.02                     |
| GOUV'T HOTE :                                   | 3      | 0.25                    | 0.00   | 0.01                     |
| AUTRES MIN. :                                   | 16     | 0.75                    | 0.33   | 0.05                     |
| PROV./MUN. :                                    | 32     | 0.75                    | 5.16   | 0.34                     |
| J.ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 20.00                   | 2.50   | 0.95                     |
| CONGES, DEVELOPPEMENT PROF :                    |        | 0.00                    | 3.50   | 0.21                     |
| K.SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 8.50                    | 1.66   | 0.44                     |
| ***** TOTAUX *****                              |        | 100.00                  | 99.94  | 10.00                    |

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 128  
DE TERRIT. : 221

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 16

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 4  
-ENGAGES SUR PLACE : 6

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : DETROIT

|  | NOMBRE | %TEMPS-<br>CDIENS | OFFIC.<br>ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------|------------------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                             |        |                   |                  |                          |
| DU CANADA :  | 472    | 32.33             | 28.50            | 2.11                     |
| DES TERRITOIRES :  | 688    | 10.00             | 15.50            | 0.92                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :                 | 61     | 7.66              | 11.25            | 0.68                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS                    |        |                   |                  |                          |
| FOIRES :   | 5      | 1.00              | 11.25            | 0.48                     |
| PROJETS ET ACTIVITES                                     |        |                   |                  |                          |
| MISSIONS :   | 3      | 0.66              | 3.25             | 0.15                     |
| CONF SEMINAIRES :  | 4      | 3.00              | 2.50             | 0.19                     |
| AUTRES :   | 3      | 3.33              | 1.25             | 0.15                     |
| D. RAPPORTS SUR LE COMMERCIAUX/<br>L'ECON/LES FINANANCES |        |                   |                  |                          |
| DEM PAR L'AC :   | 6      | 0.00              | 1.25             | 0.05                     |
| INIT DE LA MISS :  | 1      | 0.00              | 1.00             | 0.04                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :              | 2      | 0.00              | 0.00             | 0.00                     |
| F. INVESTISSEMENT  |        |                   |                  |                          |
| DU CANADA :  | 26     | 1.33              | 3.00             | 0.16                     |
| DEMANDES DE RENSEIGNEMENTS DS TERRITOIRE :               | 21     | 0.00              | 3.00             | 0.12                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                         |        |                   |                  |                          |
| CANADA :   | 0      | 0.00              | 0.00             | 0.00                     |
| DEMANDES SERVICE CONTACTS ETABLIS :                      | 0      | 0.00              | 0.00             | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :          |        | 11.00             | 6.50             | 0.59                     |
| I. DEMANDES DE SERVICES PROVENANT<br>D'AUTRES SOURCES    |        |                   |                  |                          |
| ONG :  | 0      | 0.00              | 0.00             | 0.00                     |
| GOUV'T HOTE :  | 15     | 0.00              | 1.25             | 0.05                     |
| AUTRES MIN. :  | 33     | 0.00              | 3.75             | 0.15                     |
| PROV./MUN. :   | 20     | 0.00              | 1.75             | 0.07                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :          |        | 17.33             | 2.00             | 0.60                     |
| CONGES, DEVELOPPEMENT PROF :                             |        | 12.33             | 3.00             | 0.49                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :         |        | 0.00              | 0.00             | 0.00                     |
| ***** TOTAUX *****                                       |        | 99.97             | 100.00           | 7.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 196  
DE TERRIT. : 264

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 21

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : LOS ANGELES

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                     |        |                         |        |                          |
| DU CANADA :                                      | 1509   | 15.83                   | 20.85  | 2.41                     |
| DES TERRITOIRES :                                | 1740   | 12.00                   | 19.71  | 2.10                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 474    | 12.16                   | 19.28  | 2.08                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                         |        |                          |
| FOIRES :   | 23     | 3.50                    | 7.57   | 0.74                     |
| PROJETS ET ACTIVITES                             |        |                         |        |                          |
| MISSIONS :                                       | 24     | 4.50                    | 5.57   | 0.66                     |
| CONF SEMINAIRES :                                | 27     | 3.33                    | 2.85   | 0.40                     |
| AUTRES :   | 15     | 1.66                    | 0.85   | 0.16                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                         |        |                          |
| L'ECON/LES FINANANCES                            |        |                         |        |                          |
| DEM PAR L'AC :                                   | 19     | 3.83                    | 1.42   | 0.33                     |
| INIT DE LA MISS :                                | 95     | 6.66                    | 2.00   | 0.54                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 13     | 2.00                    | 0.00   | 0.12                     |
| F. INVESTISSEMENT                                |        |                         |        |                          |
| DEMANDES DE RENSEIGNEMENTS                       |        |                         |        |                          |
| DU CANADA :                                      | 36     | 1.00                    | 0.57   | 0.10                     |
| DS TERRITOIRE :                                  | 381    | 12.00                   | 1.00   | 0.79                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                         |        |                          |
| DEMANDES SERVICE                                 |        |                         |        |                          |
| CANADA :   | 9      | 1.00                    | 0.28   | 0.08                     |
| CONTACTS ETABLIS :                               | 7      | 0.83                    | 0.14   | 0.06                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 2.00                    | 0.00   | 0.12                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |                         |        |                          |
| D'AUTRES SOURCES                                 |        |                         |        |                          |
| ONG :  | 13     | 0.16                    | 0.28   | 0.03                     |
| GOUV'T HOTE :                                    | 15     | 1.33                    | 0.71   | 0.13                     |
| AUTRES MIN. :                                    | 28     | 1.33                    | 0.85   | 0.14                     |
| PROV./MUN. :                                     | 86     | 3.16                    | 4.42   | 0.50                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 8.33                    | 8.71   | 1.11                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 3.33                    | 2.85   | 0.40                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 0.00                    | 0.00   | 0.00                     |
| ***** TOTAUX *****                               |        | 99.94                   | 99.91  | 13.00                    |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 484  
DE TERRIT. : 217

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 123

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 6  
-ENGAGES SUR PLACE : 7

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : MINNEAPOLIS

|  | NOMBRE | %TEMPS-OFFIC. |        | TEMPS-TOTAL |
|--|--------|---------------|--------|-------------|
|  |        | CDIENS        | ENG/SP | PERS-TRIM   |
| A. DEMANDES/SERV/EXPORT/COMM                     |        |               |        |             |
| DU CANADA :                                      | 694    | 15.50         | 22.75  | 1.22        |
| DES TERRITOIRES :                                | 629    | 8.00          | 24.00  | 1.12        |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 147    | 5.00          | 8.00   | 0.42        |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |               |        |             |
| FOIRES :   | 10     | 7.50          | 16.50  | 0.81        |
| PROJETS ET ACTIVITES                             |        |               |        |             |
| MISSIONS :                                       | 6      | 12.50         | 4.25   | 0.42        |
| CONF SEMINAIRES :                                | 8      | 11.00         | 1.25   | 0.27        |
| AUTRES :   | 2      | 2.50          | 0.50   | 0.07        |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |               |        |             |
| L'ECON/LES FINANANCES                            |        |               |        |             |
| DEM PAR L'AC :                                   | 6      | 1.50          | 2.50   | 0.13        |
| INIT DE LA MISS :                                | 15     | 4.00          | 1.50   | 0.14        |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 1      | 0.00          | 0.25   | 0.01        |
| F. INVESTISSEMENT                                |        |               |        |             |
| DEMANDES DE RENSEIGNEMENTS                       |        |               |        |             |
| DU CANADA :                                      | 19     | 3.00          | 0.75   | 0.09        |
| DS TERRITOIRE :                                  | 14     | 1.00          | 1.25   | 0.07        |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |               |        |             |
| DEMANDES SERVICE                                 |        |               |        |             |
| CANADA :   | 0      | 0.00          | 0.00   | 0.00        |
| CONTACTS ETABLIS :                               | 0      | 0.00          | 0.00   | 0.00        |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 10.00         | 6.25   | 0.45        |
| I. DEMANDES DE SERVICES PROVENANT                |        |               |        |             |
| D'AUTRES SOURCES                                 |        |               |        |             |
| ONG :  | 0      | 0.00          | 0.00   | 0.00        |
| GOUV'T HOTE :                                    | 15     | 1.50          | 1.00   | 0.07        |
| AUTRES MIN. :                                    | 20     | 1.50          | 0.50   | 0.05        |
| PROV./MUN. :                                     | 25     | 3.00          | 3.00   | 0.18        |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 5.00          | 1.00   | 0.14        |
| CONGES, DEVELOPPEMENT PROF :                     |        | 2.50          | 4.75   | 0.24        |
| K. 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 : 125  
DE TERRIT. : 205

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 43

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

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

90/04/05

RAPPORT/CHARGE DE TRAVAIL  
DES AGENTS

TRIMESTRE 3 DE L'EXERCISE 1989

MISSION : SEATTLE

|  | NOMBRE | %TEMPS-OFFIC.<br>CDIENS | ENG/SP | TEMPS-TOTAL<br>PERS-TRIM |
|--|--------|-------------------------|--------|--------------------------|
| A. DEMANDES/SERV/EXPORT/COMM                     |        |                         |        |                          |
| DU CANADA :                                      | 443    | 14.00                   | 32.00  | 1.56                     |
| DES TERRITOIRES :                                | 220    | 14.00                   | 6.00   | 0.52                     |
| B. VISITES A DES CLIENTS DS TERRITOIRE :         | 132    | 3.00                    | 6.00   | 0.30                     |
| C. POLITIQUE COMMERCIALE/EXPORTATIONS            |        |                         |        |                          |
| FOIRES :   | 22     | 4.00                    | 28.00  | 1.20                     |
| PROJETS ET ACTIVITES                             |        |                         |        |                          |
| MISSIONS :                                       | 10     | 1.00                    | 8.00   | 0.34                     |
| CONF SEMINAIRES :                                | 8      | 12.00                   | 2.00   | 0.32                     |
| AUTRES :   | 3      | 2.00                    | 0.00   | 0.04                     |
| D. RAPPORTS SUR LE COMMERCIAUX/                  |        |                         |        |                          |
| L'ECON/LES FINANANCES                            |        |                         |        |                          |
| DEM PAR L'AC :                                   | 5      | 1.00                    | 0.00   | 0.02                     |
| INIT DE LA MISS :                                | 2      | 1.00                    | 0.00   | 0.02                     |
| E. ACTIVITES EN MATIERE DE COMMUNICATIONS :      | 3      | 0.00                    | 0.00   | 0.00                     |
| F. INVESTISSEMENT                                |        |                         |        |                          |
| DU CANADA :                                      | 0      | 0.00                    | 0.00   | 0.00                     |
| DEMANDES DE RENSEIGNEMENTS                       |        |                         |        |                          |
| DS TERRITOIRE :                                  | 4      | 1.00                    | 0.00   | 0.02                     |
| G. PROG. D'APPORT TECHNOLOGIQUES                 |        |                         |        |                          |
| DEMANDES SERVICE                                 |        |                         |        |                          |
| CANADA :   | 1      | 0.00                    | 0.00   | 0.00                     |
| CONTACTS ETABLIS :                               | 2      | 0.00                    | 0.00   | 0.00                     |
| H. PARTIC. A DES ACTIV. A L'EXTER. DE LA MISS :  |        | 5.00                    | 1.00   | 0.14                     |
| I. DEMANDES DE SERVICES PROVENANT                |        |                         |        |                          |
| D'AUTRES SOURCES                                 |        |                         |        |                          |
| ONG :  | 0      | 0.00                    | 0.00   | 0.00                     |
| GOUV'T HOTE :                                    | 1      | 0.00                    | 0.00   | 0.00                     |
| AUTRES MIN. :                                    | 6      | 0.00                    | 1.00   | 0.04                     |
| PROV./MUN. :                                     | 1      | 0.00                    | 0.00   | 0.00                     |
| J. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :  |        | 29.00                   | 1.00   | 0.62                     |
| CONGES, DEVELOPPEMENT PROF :                     |        | 12.00                   | 15.00  | 0.84                     |
| K. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION : |        | 1.00                    | 0.00   | 0.02                     |
| ***** TOTAUX *****                               |        | 100.00                  | 100.00 | 6.00                     |

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 141  
DE TERRIT. : 150

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

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



CA1  
EA676  
T71  
EXF  
1989 *Dec*  
STORAGE

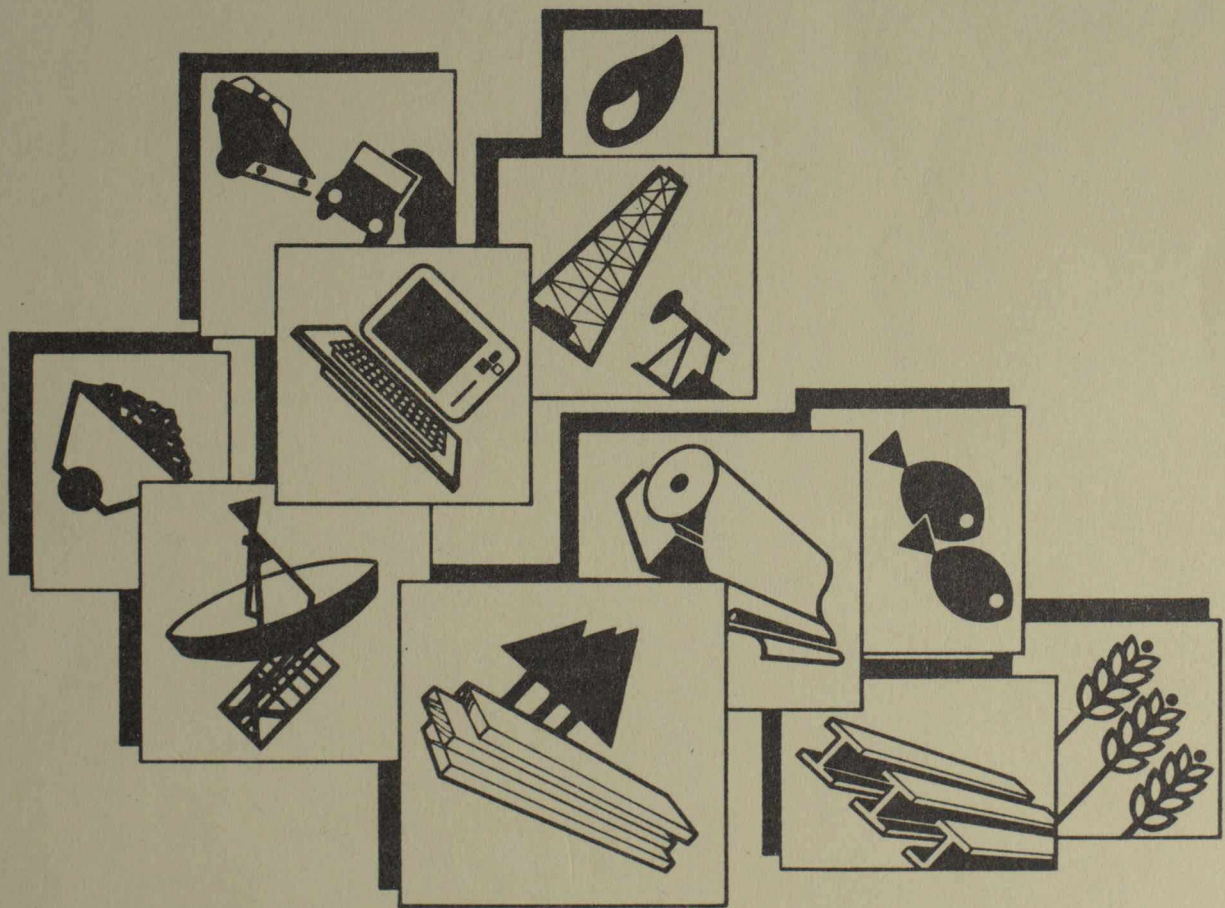
External Affairs and  
International Trade Canada

Affaires extérieures et  
Commerce extérieur Canada

## TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

# QUARTERLY RESULTS AND ACTIVITY REPORT

OCTOBER - DECEMBER 1989  
(3rd QUARTER FY 1989-90)



APRIL 1990





TABLE OF CONTENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

INTRODUCTION

I. GLOBAL AND REGIONAL SUMMARY OF PROGRAM RESULTS

OCTOBER - DECEMBER 1989 (3RD QUARTER FISCAL YEAR 1989-90)

II. ACTIVITY SUMMARY QUARTERLY RESULTS

- TOTAL TID PROGRAM (GLOBAL) AND

- AFRICA & MIDDLE EAST ACTIVITY REPORT

- ASIA & PACIFIC

- EUROPE

- LATIN AMERICA & CARIBBEAN

- UNITED STATES

OCTOBER - DECEMBER 1989  
(3rd QUARTER FY 1989-90)

Dept. of External Affairs  
Min. des Affaires extérieures  
OTTAWA

JUN  
JUN

4 1990

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TRADE PLANNING AND  
WIN EXPORTS DIVISION (TPP)

APRIL 1990  
EXTERNAL AFFAIRS AND  
INTERNATIONAL TRADE CANADA



## TABLE OF CONTENTS

This quarterly report of the Trade and Industrial Development Program covers the period of October through December 1989 and contains information drawn from the TID Program Tracking Component of the Financing and Tracking System. The report is based on the returns that were available up to March 29, 1990, from a total of ninety (90) missions in all five major regions abroad.

### INTRODUCTION

#### I. GLOBAL AND REGIONAL SUMMARY OF PROGRAM RESULTS OCTOBER - DECEMBER 1989 (3RD QUARTER FISCAL YEAR 1989-90)

#### II. ACTIVITY SUMMARIES

- TOTAL TID PROGRAM (GLOBAL)

- AFRICA & MIDDLE EAST

- ASIA & PACIFIC

- EUROPE

- LATIN AMERICA & CARIBBEAN

- UNITED STATES

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

- Africa & Middle East

- Asia & Pacific

- Europe

- Latin America & Caribbean

- United States



## INTRODUCTION

This quarterly report of the Trade and Industrial Development Program covers the period of October through December 1989 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 March 29, 1990, from a total of ninety (90) mission 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", ie., 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 is identical throughout this section, regardless of the level of geographic aggregation. "Activity" on these reports is broken down into TID program activity (items A through J) and activity relating to other mission programs (item K). For each activity there is an indication of the average time spent on the Trade Program by Canada-based and Locally-engaged 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









**BUSINESS ACTIVITY**

During the October - December 1995 period, 76-goods submitted quarterly reports about the following business activities:

- 549 EXPORT SALES WORTH \$793 MILLION
- 62 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
- 44 NEW JOINT VENTURE/LICENSING AGREEMENTS WORTH \$40 MILLION
- 15 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$109.1 MILLION
- 26 CANADIAN INVESTMENTS ABROAD WORTH \$11.4 MILLION
- 15 TECHNOLOGY TRANSFERS WORTH \$4.95 MILLION

**HIGHLIGHTS**

**SECTION I**

- \$105 million sale of wheat (Musaka)
- \$100 million sale of hotel re-construction (London)
- \$76 million worth of investments into Canada - automobile, tourist, adaptive, and industrial sector industries (Toronto)
- \$60 million worth of telephone equipment sales (Singapore, Hong Kong)
- \$50 million sale of toilet chemicals (Atlanta)
- \$42 million sale of water purifying equipment (Canada)
- \$30 million sale of aircraft (London)
- \$28 million sale of an airplane landing gear (Beijing)
- \$17 million sale of drilling equipment (Cairo)

**SUMMARY OF PROGRAM**

**RESULTS**

**KEY STATISTICS** for the seventy-six goods having submitted a quarterly report

| REGIONS IN:               | TOTAL REPORTING |      | EXPORT SALES |      | EXPORT SALES (\$M) |      |
|---------------------------|-----------------|------|--------------|------|--------------------|------|
|                           | 1995            | 1994 | 1995         | 1994 | 1995               | 1994 |
| Africa & Middle East      | 77              | 54   | 57           | 80   | 77                 | 103  |
| Asia Pacific              | 25              | 13   | 125          | 172  | 2040               | 2420 |
| Europe                    | 27              | 26   | 7            | 20   | 215                | 203  |
| Latin America & Caribbean | 14              | 14   | 84           | 87   | 144                | 130  |
| United States             | 15              | 11   | 276          | 273  | 2119               | 2020 |
|                           | 98              | 72   | 549          | 722  | 3415               | 3776 |



## PROGRAM RESULTS: ALL REGIONS

### BUSINESS ACTIVITY

During the October - December 1989 period, 76 posts submitted quarterly reports identifying the following business activities:

549 EXPORT SALES WORTH \$793 MILLION

422 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS

44 NEW JOINT VENTURE/LICENSING AGREEMENTS WORTH \$40 MILLION

23 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$109.1 MILLION

20 CANADIAN INVESTMENTS ABROAD WORTH \$12.4 MILLION

35 TECHNOLOGY TRANSFERS WORTH \$4.93 MILLION

### HIGHLIGHTS:

\$105 million sale of wheat (Manila)

\$100 million sale of hotel re-construction services (Moscow)

\$76 million worth of investments into Canada - automobile, tourist, adhesive, and industrial hose industries (Tokyo)

\$60.6 million worth of telephone equipment sales (Kingston, Bridgetown)

\$50 million sale of toilet chemicals (Atlanta)

\$45 million sale water pumping equipment (Caracas)

\$30 million sale of aircraft (London)

\$28 million sale of an ethylene oxide plant (Beijing)

\$27 million sale of drilling equipment (Oslo)

### KEY STATISTICS: for the seventy-six posts having submitted a quarterly report

| MISSIONS IN:              | MISSIONS  |           | NUMBER CONFIRMED |  | VALUE CONFIRMED    |  |
|---------------------------|-----------|-----------|------------------|--|--------------------|--|
|                           | TOTAL     | REPORTING | EXPORT SALES     |  | EXPORT SALES (\$M) |  |
| Africa & Middle East      | 17        | 14        | 57               |  | 81                 |  |
| Asia Pacific              | 19        | 13        | 125              |  | 205                |  |
| Europe                    | 27        | 24        | 75               |  | 235                |  |
| Latin America & Caribbean | 14        | 14        | 84               |  | 146                |  |
| United States             | <u>13</u> | <u>11</u> | <u>208</u>       |  | <u>126</u>         |  |
|                           | 90        | 76        | 549              |  | 793                |  |

|                           | TRADE ENQUIRIES |             | INVESTMENT ENQUIRIES |            | BUSINESS VISITORS |             |
|---------------------------|-----------------|-------------|----------------------|------------|-------------------|-------------|
|                           | Cdn             | Local       | Cdn                  | Local      | Cdn               | Local       |
| Africa Middle East        | 3708            | 3746        | 77                   | 383        | 797               | 1532        |
| Asia Pacific              | 6676            | 9766        | 161                  | 572        | 2840              | 5039        |
| Europe                    | 6675            | 7061        | 433                  | 922        | 3019              | 2093        |
| Latin America & Caribbean | 4901            | 3896        | 63                   | 87         | 657               | 1092        |
| United States             | <u>7414</u>     | <u>6652</u> | <u>1051</u>          | <u>973</u> | <u>2119</u>       | <u>3035</u> |
|                           | 29374           | 31121       | 1785                 | 2937       | 9432              | 12791       |

**PROGRAM RESULTS: AFRICA MIDDLE-EAST**

**BUSINESS ACTIVITY**

During the October - December 1989 period fourteen posts reported the following business activity:

**57 EXPORT SALES WORTH \$80.9 MILLION**

**55 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS**

**7 NEW JOINT VENTURES/LICENSING AGREEMENTS WORTH \$1.7 MILLION**

**1 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA**

**4 CANADIAN INVESTMENTS IN TERRITORY WORTH \$3 MILLION**

**20 TECHNOLOGY TRANSFERS WORTH \$1.1 MILLION**

**HIGHLIGHTS:**

\$ 12 million sale of a steel plant (Tehran)

\$ 10 million sale of oil well servicing and equipment (Amman)

\$ 7.5 million sale of project management services (Amman)

\$ 4.5 million sale of newsprint (Cairo)

\$ 3.6 million sale of project management services (Yaounde)

\$ 3 million sale of magnetic survey services (Riyadh)

\$ 1.5 million sale of consulting engineering services (Rabat)

\$ 1.4 million worth of joint venture consultancy arrangements (Rabat)

**KEY STATISTICS: for the fourteen posts reporting workload information**

|                          |       | <u>Missions Reporting To</u> |      |
|--------------------------|-------|------------------------------|------|
|                          |       | GAT                          | GMT  |
| No. Trade Enquiries      | Cdn   | 1983                         | 1725 |
|                          | Local | 1320                         | 2426 |
| No. Investment Enquiries | Cdn   | 12                           | 65   |
|                          | Local | 7                            | 376  |
| No. Business Visitors    | Cdn   | 445                          | 352  |
|                          | Local | 680                          | 852  |

**PROGRAM RESULTS: ASIA & PACIFIC**

**BUSINESS ACTIVITY**

During the October - December 1989 period thirteen posts reported the following business activity:

125 EXPORT SALES WORTH \$205.4 MILLION

62 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS

12 NEW JOINT VENTURES/LICENSING AGREEMENTS WORTH \$18 MILLION

8 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$93.9 MILLION

4 CANADIAN INVESTMENTS IN TERRITORY

1 TECHNOLOGY TRANSFER WORTH \$27 THOUSAND

**HIGHLIGHTS:**

\$ 105 million sale of wheat (Manila)

\$ 76 million worth investment in Canada - automobile, tourist, adhesive and industrial hose industries (Tokyo)

\$ 28 million sale of an ethylene oxide plant (Beijing)

\$ 6 million joint venture for yarn and denim production (New Delhi)

\$ 6 million sale of generators (Jakarta)

\$ 2.9 million sale of pleasure boats (Tokyo)

\$ 2.8 million sale of gas processing equipment (Beijing)

\$ 2 million sale of lumber handling/sawmill machinery (Tokyo)

\$ 1.17 million sale of CPM units (Tokyo)

**KEY STATISTICS: for the thirteen posts reporting workload information**

|                          |       | <u>Missions Reporting To</u> |         |
|--------------------------|-------|------------------------------|---------|
|                          |       | PST                          | PNC/PNJ |
| No. Trade Enquiries      | Cdn   | 4206                         | 2470    |
|                          | Local | 5771                         | 3995    |
| No. Investment Enquiries | Cdn   | 81                           | 80      |
|                          | Local | 461                          | 111     |
| No. Business Visitors    | Cdn   | 1445                         | 1395    |
|                          | Local | 2316                         | 2723    |

**PROGRAM RESULTS: EUROPE**

**BUSINESS ACTIVITY**

During the October - December 1989 period twenty-four posts reported the following business activity:

75 EXPORT SALES WORTH \$234.5 MILLION

71 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS

17 NEW JOINT VENTURES/LICENSING AGREEMENTS WORTH \$17.7 MILLION

13 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$15 MILLION

7 CANADIAN INVESTMENTS IN TERRITORY WORTH \$9 MILLION

9 TECHNOLOGY TRANSFERS WORTH \$2.6 MILLION

**HIGHLIGHTS:**

\$ 100 million sale of hotel re-construction services (Moscow)

\$ 30 million sale of aircraft (London)

\$ 27 million sale of drilling equipment (Oslo)

\$ 18 million sale of computers and optical filers (Madrid)

\$ 15 million sale of tennis racket production equipment (Moscow)

\$ 15 million sale of raw hides (Bucharest)

\$ 12 million joint venture for F-16 radar equipment (Ankara)

\$ 10 million investment in Canadian food catering industry (The Hague)

\$ 1 million sale of refrigeration for meat processing (Belgrade)

**KEY STATISTICS:** for the twenty-four posts reporting workload information

|                          |       | <u>Missions Reporting To</u> |      |
|--------------------------|-------|------------------------------|------|
|                          |       | RBT                          | RWT  |
| No. Trade Enquiries      | Cdn   | 1359                         | 5316 |
|                          | Local | 785                          | 6276 |
| No. Investment Enquiries | Cdn   | 40                           | 393  |
|                          | Local | 65                           | 857  |
| No. Business Visitors    | Cdn   | 645                          | 2374 |
|                          | Local | 328                          | 1765 |

**PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN**

**BUSINESS ACTIVITY**

During the October - December 1989 period fourteen posts reported the following business activity:

**84 EXPORT SALES WORTH \$146 MILLION**

**36 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS**

**3 NEW JOINT VENTURES/LICENSING AGREEMENTS WORTH \$2.4 MILLION**

**0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA**

**3 CANADIAN INVESTMENTS IN TERRITORY WORTH \$430 THOUSAND**

**0 TECHNOLOGY TRANSFERS**

**HIGHLIGHTS:**

\$ 60.6 million sale of telephone equipment (Kingston, Bridgetown)

\$ 45 million sale of water pumping equipment (Caracas)

\$ 7 million sale of consulting engineering services (Guatemala)

\$ 6.1 million sale of dairy cattle (Mexico)

\$ 5.2 million sale of plant security (Lima)

\$ 2.8 million sale of rural telephone system (San Jose)

\$ 1 million sale of heavy transporter equipment (Sao Paulo)

**KEY STATISTICS: for the fourteen posts reporting workload information**

|                          |       | <u>Missions Reporting To</u> |      |
|--------------------------|-------|------------------------------|------|
|                          |       | LCT                          | LST  |
| No. Trade Enquiries      | Cdn   | 2065                         | 2836 |
|                          | Local | 1900                         | 1996 |
| No. Investment Enquiries | Cdn   | 50                           | 13   |
|                          | Local | 47                           | 40   |
| No. Business Visitors    | Cdn   | 295                          | 362  |
|                          | Local | 673                          | 419  |



**PROGRAM RESULTS: UNITED STATES**

**BUSINESS ACTIVITY**

During the October - December 1989 period eleven posts reported the following business activities:

208 EXPORT SALES WORTH \$126.3 MILLION

198 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS

5 NEW JOINT VENTURES/LICENSING AGREEMENT \$240 THOUSAND

1 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA WORTH \$200 THOUSAND

2 CANADIAN INVESTMENTS IN TERRITORY

5 TECHNOLOGY TRANSFERS WORTH \$1.2 MILLION

**HIGHLIGHTS:**

\$ 50 million sale of toilet chemicals (Atlanta)

\$ 17 million sale of bottled water (Chicago)

\$ 5.6 million sale of machined components (New York)

\$ 3 million sale of TV monitors (Atlanta)

\$ 2.5 million sale of engine shafts (Chicago)

\$ 2.4 million sale of shock absorbers (Detroit)

\$ 2.3 million sale of LED displays (Chicago)

**KEY STATISTICS:** for the eleven posts reporting workload information

|                          |       | <u>Missions Reporting To</u> |      |
|--------------------------|-------|------------------------------|------|
|                          |       | UTE                          | UTW  |
| No. Trade Enquiries      | Cdn   | 3249                         | 4165 |
|                          | Local | 2046                         | 4606 |
| No. Investment Enquiries | Cdn   | 961                          | 90   |
|                          | Local | 442                          | 531  |
| No. Business Visitors    | Cdn   | 962                          | 1157 |
|                          | Local | 1924                         | 1111 |





TRADE TRACKING SYSTEM

80/04/10

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 1 OF FISCAL YEAR 1982

WORLD TOTALS

|  | NUMBER | % OFFICER-TIME CANADA | % OFFICER-TIME LOC-ENG | % OFFICER-TIME PERSON-OTR |
|--|--------|-----------------------|------------------------|---------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :     | 29374  | 25.59                 | 23.59                  | 82.12                     |
| FROM TERRITORIES :                                 | 31121  | 9.85                  | 18.34                  | 88.86                     |
| B. VISITS TO CLIENTS IN TERRITORY :                | 9400   | 11.10                 | 10.73                  | 45.17                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS         |        |                       |                        |                           |
| FAIRS :  | 417    | 3.79                  | 7.38                   | 33.48                     |
| CONFERENCE SEMINARS :                              | 445    | 6.07                  | 8.23                   | 33.47                     |
| OTHER :  | 560    | 1.61                  | 1.80                   | 7.10                      |
| <b>SECTION II</b>                                  |        |                       |                        |                           |
| <b>SUMMARY OF PROGRAM</b>                          |        |                       |                        |                           |
| D. COMMERCIAL* ECONOMIC REPORTS TO BE INITIATED :  | 890    | 3.73                  | 2.33                   | 13.54                     |
| POST INITIATED :                                   | 1237   | 5.23                  | 2.90                   | 16.63                     |
| <b>RESULTS</b>                                     |        |                       |                        |                           |
| E. COMMUNICATIONS ACTIVITIES :                     | 450    | 1.39                  | 6.52                   | 3.88                      |
| F. INVESTMENT ENQUIRIES FROM CANADA :              | 1785   | 1.85                  | 1.03                   | 5.24                      |
| FROM TERRITORIES :                                 | 2932   | 3.33                  | 1.54                   | 8.91                      |
| G. TECHNOLOGY INFLOW PROGRAM ENOP'S FRM CANADA :   | 485    | 4.86                  | 0.00                   | 3.83                      |
| CONNECTIONS ARRANGED :                             | 349    | 3.43                  | 0.00                   | 2.47                      |
| H. PARTICIPATION IN PROG-REL EVENTS OUTSIDE POST : |        | 4.52                  | 1.52                   | 19.65                     |
| I. SERVICE REQUESTS FRM GOV'T SOURCES              |        |                       |                        |                           |
| NGO :  | 697    | 1.37                  | 0.80                   | 3.98                      |
| HOST GOVERNMENT :                                  | 660    | 2.17                  | 0.94                   | 6.34                      |
| OTHER DEPARTMENT :                                 | 1293   | 2.78                  | 1.80                   | 9.75                      |
| PROVINCES/MUNICIPALITIES :                         | 1671   | 3.17                  | 1.62                   | 7.95                      |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :   |        | 10.48                 | 3.29                   | 26.68                     |
| LEAVE, PROFESSIONAL DEVELOP :                      |        | 4.95                  | 4.31                   | 33.08                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :             |        | 3.68                  | 6.88                   | 11.77                     |
| ***** TOTALS *****                                 |        | 99.81                 | 89.61                  | 416.00                    |

NUMBER OF BUSINESS VISITORS FROM CANADA : 9400  
FROM TERRIT : 12791

NUMBER OF PENDING APPLICATIONS COMMENTED ON: 1678

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 197  
- LOCALLY-EMPLOYED : 513



TRADE TRACKING SYSTEM

90/04/10

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

WORLD TOTALS

|  | NUMBER  | % OFFICER-TIME |         | TOTAL-TIME |
|--|---------|----------------|---------|------------|
|  |         | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA     | : 29374 | 15.69          | 23.59   | 82.12      |
| FROM TERRITORIES                                 | : 31121 | 9.85           | 18.54   | 59.66      |
| B. VISITS TO CLIENTS IN TERRITORY                | : 9400  | 11.10          | 10.73   | 45.17      |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |         |                |         |            |
| FAIRS  | : 417   | 3.79           | 7.38    | 23.49      |
| MISSIONS   | : 449   | 6.07           | 6.22    | 25.47      |
| CONFERENCE SEMINARS                              | : 365   | 2.80           | 1.76    | 9.34       |
| OTHER  | : 560   | 1.61           | 1.80    | 7.10       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED     | : 890   | 3.75           | 2.38    | 12.56      |
| POST INITIATED                                   | : 1237  | 5.23           | 2.90    | 16.61      |
| E. COMMUNICATIONS ACTIVITIES                     | : 460   | 1.39           | 0.52    | 3.88       |
| F. INVESTMENT ENQUIRIES                          |         |                |         |            |
| FROM CANADA                                      | : 1785  | 1.55           | 1.00    | 5.24       |
| FROM TERRITORIES                                 | : 2937  | 2.35           | 1.96    | 8.91       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA   | : 485   | 0.65           | 1.07    | 3.62       |
| CONNECTIONS ARRANGED                             | : 349   | 0.43           | 0.74    | 2.47       |
| H. PARTICIPATION IN PROG-REL EVENTS OUTSIDE POST | :       | 4.82           | 4.62    | 19.55      |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |         |                |         |            |
| NGO  | : 697   | 1.12           | 0.80    | 3.96       |
| HOST GOVERNMENT                                  | : 660   | 2.17           | 0.94    | 6.34       |
| OTHER DEPARTMENT                                 | : 1293  | 2.75           | 1.99    | 9.75       |
| PROVINCES/MUNICIPALITIES                         | : 1071  | 2.17           | 1.69    | 7.95       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.   | :       | 10.66          | 2.29    | 25.98      |
| LEAVE, PROFESSIONAL DEVELOP                      | :       | 4.96           | 6.11    | 23.06      |
| K. SERVICE TO OTHER MISSION PROGRAMS             | :       | 5.00           | 0.88    | 11.77      |
| ***** TOTALS *****                               |         | 99.91          | 99.91   | 414.00     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 9432  
FROM TERRIT : 12791

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1028

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 197  
- LOCALLY-ENGAGED : 217



WORKLOAD TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1990

REGION : AFRICA MIDDLE-EAST

|  | NUMBER                         | % OFFICER-TIME CANADA | LOCAL-ENG | TOTAL-TIME PERSON-QTR |
|--|--------------------------------|-----------------------|-----------|-----------------------|
| <b><u>AFRICA MIDDLE EAST</u></b>                 |                                |                       |           |                       |
| A. EXPORT/TRADE/POLICY ENQUIRIES                 | FROM CANADA : 3708             | 17.52                 | 13.61     | 10.29                 |
|  | FROM TERRITORIES : 3746        | 11.60                 | 21.72     | 8.28                  |
| B. VISITS TO CLIENTS IN TERRITORY                | 1500                           | 12.96                 | 14.58     | 5.8                   |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       | TRIPS : 18                     | 3.32                  | 4.92      | 2.06                  |
|  | MISSIONS : 37                  | 5.68                  | 5.12      | 2.95                  |
|  | CONFERENCE SEMINARS : 25       | 1.24                  | 1.64      | 0.72                  |
|  | OTHER : 60                     | 0.78                  | 2.12      | 0.73                  |
| D. COMMERCIAL/ECONOMIC                           | REQUESTED : 57                 |                       |           |                       |
|  | POST INITIATED : 95            |                       |           |                       |
| E. COMMUNICATIONS ACTIVITY                       | 134                            |                       |           |                       |
| F. INVESTMENT ENQUIRIES                          | FROM CANADA : 77               |                       |           |                       |
|  | FROM TERRITORIES : 333         |                       |           |                       |
| G. TECHNOLOGY INFLOW PROGRAMS                    | ARRANGED FROM CANADA : 37      | 0.28                  | 1.04      | 0.71                  |
|  | ARRANGED FROM TERRITORIES : 17 | 0.60                  | 0.12      | 0.08                  |
| H. PARTICIPATION IN PROG-REL EVENTS OUTSIDE POST |                                | 8.00                  | 4.28      | 3.07                  |
| I. SERVICE REQUESTS FROM GOV'T SOURCES           | NGO : 66                       | 1.18                  | 0.50      | 0.43                  |
|  | HOST GOVERNMENT : 103          | 1.84                  | 1.56      | 0.85                  |
|  | OTHER DEPARTMENT : 283         | 3.36                  | 2.20      | 1.34                  |
|  | OTHER : 52                     | 1.04                  | 0.48      | 0.38                  |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.   |                                | 7.26                  | 0.52      | 1.05                  |
|  | LEAVE, PROFESSIONAL DEVELOP :  | 3.96                  | 7.34      | 2.41                  |
| K. SERVICE TO OTHER MISSION PROGRAMS             |                                | 7.72                  | 1.84      | 2.38                  |
| ***** TOTALS *****                               |                                | 150.00                | 100.00    | 50.00                 |

**GAT**

- ABIDJAN
- \*ADDIS ABABA
- ALGIERS
- HARARE
- \*KINSHASA
- LAGOS
- \*NAIROBI
- RABAT
- TUNIS
- YAOUNDE

**GMT**

- AMMAN
- BAGHDAD
- CAIRO
- KUWAIT
- RIYADH
- TEHERAN
- TEL AVIV

\* Quarterly reports for these posts were not available.

NUMBER OF BUSINESS VISITS FROM CANADA : 797

FROM TERRIT : 1317

NUMBER OF PIMB APPLICATIONS COMMENTED ON : 71

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 25

- LOCALLY-ENGAGED : 25





TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

REGION : AFRICA MIDDLE-EAST

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME<br>PERSON-QTR |
|---|--------|----------------|---------|--------------------------|
|   |        | CANADA         | LOC-ENG |                          |
| A.EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 3708   | 17.52          | 23.64   | 10.29                    |
| FROM TERRITORIES :                              | 3746   | 11.80          | 21.72   | 8.38                     |
| B.VISITS TO CLIENTS IN TERRITORY :              | 1508   | 12.96          | 14.68   | 6.91                     |
| C.EXPORT/TRADE/POLICY FAIRS :                   | 18     | 3.32           | 4.92    | 2.06                     |
| PROJECTS AND EVENTS MISSIONS :                  | 37     | 6.68           | 5.12    | 2.95                     |
| CONFERENCE SEMINARS :                           | 25     | 1.24           | 1.64    | 0.72                     |
| OTHER :   | 60     | 0.76           | 2.12    | 0.72                     |
| D.COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 57     | 2.76           | 2.00    | 1.19                     |
| POST INITIATED :                                | 90     | 5.32           | 2.36    | 1.92                     |
| E.COMMUNICATIONS ACTIVITIES :                   | 124    | 1.00           | 0.12    | 0.28                     |
| F.INVESTMENT ENQUIRIES FROM CANADA :            | 77     | 0.92           | 0.60    | 0.38                     |
| FROM TERRITORIES :                              | 383    | 1.36           | 0.76    | 0.53                     |
| G.TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 57     | 0.20           | 1.04    | 0.31                     |
| CONNECTIONS ARRANGED :                          | 17     | 0.00           | 0.32    | 0.08                     |
| H.PARTICPT'N IN PROG-REL EVENTS OUTSIDE POST :  |        | 8.00           | 4.28    | 3.07                     |
| I.SERVICE REQUESTS FM GOV'T SOURCES NGO :       | 66     | 1.16           | 0.56    | 0.43                     |
| HOST GOVERNMENT :                               | 103    | 1.84           | 1.56    | 0.85                     |
| OTHER DEPARTMENT :                              | 183    | 3.16           | 2.20    | 1.34                     |
| PROVINCES/MUNICIPALITIES :                      | 52     | 1.04           | 0.48    | 0.38                     |
| J.ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 7.28           | 0.68    | 1.99                     |
| LEAVE, PROFESSIONAL DEVELOP :                   |        | 3.96           | 7.36    | 2.83                     |
| K.SERVICE TO OTHER MISSION PROGRAMS :           |        | 7.72           | 1.84    | 2.39                     |
| ***** TOTALS *****                              |        | 100.00         | 100.00  | 50.00                    |

NUMBER OF BUSINESS VISITORS FROM CANADA : 797  
FROM TERRIT : 1532

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 71

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

SUB-REGION: AFRICA

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 1983   | 21.50                    | 27.72   | 5.63                     |
| FROM TERRITORIES :                               | 1320   | 12.41                    | 23.90   | 4.12                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 589    | 10.33                    | 16.54   | 3.06                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 2      | 1.08                     | 2.18    | 0.37                     |
| MISSIONS :                                       | 16     | 7.08                     | 4.00    | 1.29                     |
| CONFERENCE SEMINARS :                            | 4      | 0.16                     | 0.72    | 0.10                     |
| OTHER :  | 24     | 0.00                     | 3.81    | 0.42                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 27     | 3.41                     | 1.90    | 0.62                     |
| POST INITIATED :                                 | 39     | 5.91                     | 2.54    | 0.99                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 5      | 0.41                     | 0.00    | 0.05                     |
| F. INVESTMENT ENQUIRIES FROM CANADA :            | 12     | 1.08                     | 0.90    | 0.23                     |
| FROM TERRITORIES :                               | 7      | 0.33                     | 0.00    | 0.04                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 15.75                    | 4.54    | 2.39                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 9      | 1.33                     | 0.36    | 0.20                     |
| HOST GOVERNMENT :                                | 20     | 1.50                     | 1.45    | 0.34                     |
| OTHER DEPARTMENT :                               | 36     | 3.66                     | 1.36    | 0.59                     |
| PROVINCES/MUNICIPALITIES :                       | 9      | 0.83                     | 0.00    | 0.10                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 7.75                     | 0.54    | 0.99                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 1.33                     | 5.63    | 0.78                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 4.08                     | 1.81    | 0.69                     |
| ***** TOTALS *****                               |        | 99.93                    | 99.90   | 23.00                    |

NUMBER OF BUSINESS VISITORS FROM CANADA : 445  
FROM TERRIT : 680

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 24

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 12  
- LOCALLY-ENGAGED : 11

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : ABIDJAN

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 171    | 27.50          | 33.00   | 0.88       |
| FROM TERRITORIES :                                | 90     | 8.00           | 20.00   | 0.36       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 110    | 15.00          | 25.00   | 0.55       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 0      | 0.00           | 0.00    | 0.00       |
| MISSIONS :  | 0      | 0.00           | 0.00    | 0.00       |
| CONFERENCE SEMINARS :                             | 0      | 0.00           | 0.00    | 0.00       |
| OTHER :   | 0      | 0.00           | 0.00    | 0.00       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 3      | 2.00           | 5.00    | 0.09       |
| POST INITIATED :                                  | 2      | 5.00           | 0.00    | 0.10       |
| E. COMMUNICATIONS ACTIVITIES :                    | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES                           |        |                |         |            |
| FROM CANADA :                                     | 2      | 0.50           | 0.00    | 0.01       |
| FROM TERRITORIES :                                | 0      | 0.00           | 0.00    | 0.00       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 16.50          | 0.00    | 0.33       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 2      | 0.50           | 0.00    | 0.01       |
| HOST GOVERNMENT :                                 | 3      | 0.50           | 0.00    | 0.01       |
| OTHER DEPARTMENT :                                | 6      | 3.00           | 0.00    | 0.06       |
| PROVINCES/MUNICIPALITIES :                        | 2      | 0.50           | 0.00    | 0.01       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 12.50          | 0.00    | 0.25       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 4.00           | 17.00   | 0.25       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 4.50           | 0.00    | 0.09       |
| ***** TOTALS *****                                |        | 100.00         | 100.00  | 3.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 49  
FROM TERRIT : 73

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

90/04/05

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : ALGIERS

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 685    | 21.00                    | 42.00   | 1.47                     |
| FROM TERRITORIES :                               | 145    | 13.00                    | 29.00   | 0.97                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 74     | 10.00                    | 11.00   | 0.52                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 0      | 0.00                     | 0.00    | 0.00                     |
| MISSIONS :                                       | 10     | 15.00                    | 7.00    | 0.59                     |
| CONFERENCE SEMINARS :                            | 0      | 0.00                     | 0.00    | 0.00                     |
| OTHER :  | 19     | 0.00                     | 11.00   | 0.22                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 4      | 8.00                     | 0.00    | 0.24                     |
| POST INITIATED :                                 | 11     | 11.00                    | 0.00    | 0.33                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00                     | 0.00    | 0.00                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 0      | 0.00                     | 0.00    | 0.00                     |
| FROM TERRITORIES :                               | 0      | 0.00                     | 0.00    | 0.00                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 10.00                    | 0.00    | 0.30                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 1      | 3.00                     | 0.00    | 0.09                     |
| HOST GOVERNMENT :                                | 0      | 0.00                     | 0.00    | 0.00                     |
| OTHER DEPARTMENT :                               | 3      | 4.00                     | 0.00    | 0.12                     |
| PROVINCES/MUNICIPALITIES :                       | 2      | 1.00                     | 0.00    | 0.03                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 4.00                     | 0.00    | 0.12                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 0.00                     | 0.00    | 0.00                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00                     | 0.00    | 0.00                     |
| ***** TOTALS *****                               |        | 100.00                   | 100.00  | 5.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 171  
FROM TERRIT : 157

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : HARARE

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 187    | 15.00          | 20.00   | 0.35       |
| FROM TERRITORIES :                                | 376    | 5.00           | 25.00   | 0.30       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 53     | 0.00           | 10.00   | 0.10       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 0      | 0.00           | 0.00    | 0.00       |
| MISSIONS :  | 1      | 10.00          | 5.00    | 0.15       |
| CONFERENCE SEMINARS :                             | 0      | 0.00           | 0.00    | 0.00       |
| OTHER :   | 5      | 0.00           | 5.00    | 0.05       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 2      | 0.00           | 5.00    | 0.05       |
| POST INITIATED :                                  | 6      | 5.00           | 5.00    | 0.10       |
| E. COMMUNICATIONS ACTIVITIES :                    | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES FROM CANADA :             | 4      | 5.00           | 5.00    | 0.10       |
| FROM TERRITORIES :                                | 0      | 0.00           | 0.00    | 0.00       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 40.00          | 0.00    | 0.40       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 0      | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                                 | 0      | 0.00           | 0.00    | 0.00       |
| OTHER DEPARTMENT :                                | 7      | 5.00           | 5.00    | 0.10       |
| PROVINCES/MUNICIPALITIES :                        | 0      | 0.00           | 0.00    | 0.00       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 5.00           | 0.00    | 0.05       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 0.00           | 0.00    | 0.00       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 10.00          | 15.00   | 0.25       |
| ***** TOTALS *****                                |        | 100.00         | 100.00  | 2.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 26  
FROM TERRIT : 120

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : LAGOS

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 209    | 17.50          | 18.33   | 0.90       |
| FROM TERRITORIES :                                | 356    | 15.00          | 28.33   | 1.15       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 205    | 14.00          | 16.66   | 0.78       |
| C. EXPORT/TRADE/POLICY FAIRS :                    | 0      | 0.00           | 0.00    | 0.00       |
| PROJECTS AND EVENTS MISSIONS :                    | 0      | 0.00           | 0.00    | 0.00       |
| CONFERENCE SEMINARS :                             | 2      | 1.00           | 1.00    | 0.05       |
| OTHER :   | 0      | 0.00           | 0.00    | 0.00       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 8      | 5.00           | 0.00    | 0.10       |
| POST INITIATED :                                  | 1      | 0.00           | 3.33    | 0.10       |
| E. COMMUNICATIONS ACTIVITIES :                    | 5      | 2.50           | 0.00    | 0.05       |
| F. INVESTMENT ENQUIRIES FROM CANADA :             | 6      | 1.00           | 1.66    | 0.07       |
| FROM TERRITORIES :                                | 6      | 2.00           | 0.00    | 0.04       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 17.50          | 8.33    | 0.60       |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :        | 3      | 1.50           | 0.66    | 0.05       |
| HOST GOVERNMENT :                                 | 14     | 2.50           | 3.33    | 0.15       |
| OTHER DEPARTMENT :                                | 19     | 5.00           | 1.66    | 0.15       |
| PROVINCES/MUNICIPALITIES :                        | 3      | 1.50           | 0.00    | 0.03       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 9.00           | 0.00    | 0.18       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 0.00           | 15.00   | 0.45       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 5.00           | 1.66    | 0.15       |
| ***** TOTALS *****                                |        | 100.00         | 99.95   | 5.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 49  
FROM TERRIT : 156

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : RABAT

|   | NUMBER | % OFFICER-TIME CANADA | LOC-ENG | TOTAL-TIME PERSON-QTR |
|---|--------|-----------------------|---------|-----------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 375    | 12.00                 | 22.50   | 0.57                  |
| FROM TERRITORIES :                                | 167    | 5.00                  | 15.00   | 0.35                  |
| B. VISITS TO CLIENTS IN TERRITORY :               | 76     | 6.00                  | 17.50   | 0.41                  |
| C. EXPORT/TRADE/POLICY FAIRS :                    | 1      | 13.00                 | 10.00   | 0.33                  |
| PROJECTS AND EVENTS MISSIONS :                    | 2      | 5.00                  | 5.00    | 0.15                  |
| CONFERENCE SEMINARS :                             | 2      | 0.00                  | 2.50    | 0.05                  |
| OTHER :   | 0      | 0.00                  | 7.50    | 0.15                  |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 7      | 3.00                  | 5.00    | 0.13                  |
| POST INITIATED :                                  | 13     | 4.00                  | 0.00    | 0.04                  |
| E. COMMUNICATIONS ACTIVITIES :                    | 0      | 0.00                  | 0.00    | 0.00                  |
| F. INVESTMENT ENQUIRIES FROM CANADA :             | 0      | 3.00                  | 0.00    | 0.03                  |
| FROM TERRITORIES :                                | 0      | 0.00                  | 0.00    | 0.00                  |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00                  | 0.00    | 0.00                  |
| CONNECTIONS ARRANGED :                            | 0      | 0.00                  | 0.00    | 0.00                  |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 10.00                 | 12.50   | 0.35                  |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :        | 3      | 3.00                  | 0.00    | 0.03                  |
| HOST GOVERNMENT :                                 | 2      | 4.00                  | 1.50    | 0.07                  |
| OTHER DEPARTMENT :                                | 1      | 7.00                  | 1.00    | 0.09                  |
| PROVINCES/MUNICIPALITIES :                        | 0      | 3.00                  | 0.00    | 0.03                  |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 15.00                 | 0.00    | 0.15                  |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 0.00                  | 0.00    | 0.00                  |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 7.00                  | 0.00    | 0.07                  |
| ***** TOTALS *****                                |        | 100.00                | 100.00  | 3.00                  |

NUMBER OF BUSINESS VISITORS FROM CANADA : 76  
FROM TERRIT : 59

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

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



TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : TUNIS

|   | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|---|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 117    | 28.00                    | 38.00   | 0.66                     |
| FROM TERRITORIES :                                | 104    | 24.00                    | 15.00   | 0.39                     |
| B. VISITS TO CLIENTS IN TERRITORY :               | 46     | 10.00                    | 20.00   | 0.30                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                          |         |                          |
| FAIRS :   | 1      | 0.00                     | 4.00    | 0.04                     |
| MISSIONS :  | 0      | 0.00                     | 5.00    | 0.05                     |
| CONFERENCE SEMINARS :                             | 0      | 0.00                     | 0.00    | 0.00                     |
| OTHER :   | 0      | 0.00                     | 0.00    | 0.00                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 3      | 0.00                     | 1.00    | 0.01                     |
| POST INITIATED :                                  | 0      | 4.00                     | 3.00    | 0.07                     |
| E. COMMUNICATIONS ACTIVITIES :                    | 0      | 0.00                     | 0.00    | 0.00                     |
| F. INVESTMENT ENQUIRIES                           |        |                          |         |                          |
| FROM CANADA :                                     | 0      | 2.00                     | 0.00    | 0.02                     |
| FROM TERRITORIES :                                | 0      | 0.00                     | 0.00    | 0.00                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                            | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 11.00                    | 0.00    | 0.11                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                          |         |                          |
| NGO :   | 0      | 0.00                     | 2.00    | 0.02                     |
| HOST GOVERNMENT :                                 | 0      | 3.00                     | 3.00    | 0.06                     |
| OTHER DEPARTMENT :                                | 0      | 4.00                     | 3.00    | 0.07                     |
| PROVINCES/MUNICIPALITIES :                        | 0      | 0.00                     | 0.00    | 0.00                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 3.00                     | 6.00    | 0.09                     |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 8.00                     | 0.00    | 0.08                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 3.00                     | 0.00    | 0.03                     |
| ***** TOTALS *****                                |        | 100.00                   | 100.00  | 2.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 42  
FROM TERRIT : 75

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : YAOUNDE

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 239    | 25.00                    | 30.00   | 0.80                     |
| FROM TERRITORIES :                               | 82     | 15.00                    | 30.00   | 0.60                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 25     | 10.00                    | 20.00   | 0.40                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 0      | 0.00                     | 0.00    | 0.00                     |
| MISSIONS :                                       | 3      | 12.50                    | 10.00   | 0.35                     |
| CONFERENCE SEMINARS :                            | 0      | 0.00                     | 0.00    | 0.00                     |
| OTHER :  | 0      | 0.00                     | 0.00    | 0.00                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 0      | 0.00                     | 0.00    | 0.00                     |
| POST INITIATED :                                 | 6      | 7.50                     | 10.00   | 0.25                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00                     | 0.00    | 0.00                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 0      | 0.00                     | 0.00    | 0.00                     |
| FROM TERRITORIES :                               | 1      | 0.00                     | 0.00    | 0.00                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 15.00                    | 0.00    | 0.30                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 0      | 0.00                     | 0.00    | 0.00                     |
| HOST GOVERNMENT :                                | 1      | 2.50                     | 0.00    | 0.05                     |
| OTHER DEPARTMENT :                               | 0      | 0.00                     | 0.00    | 0.00                     |
| PROVINCES/MUNICIPALITIES :                       | 2      | 0.00                     | 0.00    | 0.00                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 7.50                     | 0.00    | 0.15                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 0.00                     | 0.00    | 0.00                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 5.00                     | 0.00    | 0.10                     |
| ***** TOTALS *****                               |        | 100.00                   | 100.00  | 3.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 32  
FROM TERRIT : 40

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

SUB-REGION: MIDDLE EAST

|   | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|---|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 1725   | 13.84                    | 20.42   | 4.66                     |
| FROM TERRITORIES :                                | 2426   | 11.23                    | 20.00   | 4.26                     |
| B. VISITS TO CLIENTS IN TERRITORY :               | 919    | 15.38                    | 13.21   | 3.85                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                          |         |                          |
| FAIRS :   | 16     | 5.38                     | 7.07    | 1.69                     |
| MISSIONS :  | 21     | 6.30                     | 6.00    | 1.66                     |
| CONFERENCE SEMINARS :                             | 21     | 2.23                     | 2.35    | 0.62                     |
| OTHER :   | 36     | 1.46                     | 0.78    | 0.30                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 30     | 2.15                     | 2.07    | 0.57                     |
| POST INITIATED :                                  | 51     | 4.76                     | 2.21    | 0.93                     |
| E. COMMUNICATIONS ACTIVITIES :                    | 119    | 1.53                     | 0.21    | 0.23                     |
| F. INVESTMENT ENQUIRIES FROM CANADA :             | 65     | 0.76                     | 0.35    | 0.15                     |
| FROM TERRITORIES :                                | 376    | 2.30                     | 1.35    | 0.49                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 57     | 0.38                     | 1.85    | 0.31                     |
| CONNECTIONS ARRANGED :                            | 17     | 0.00                     | 0.57    | 0.08                     |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 0.84                     | 4.07    | 0.68                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                          |         |                          |
| NGO :   | 57     | 1.00                     | 0.71    | 0.23                     |
| HOST GOVERNMENT :                                 | 83     | 2.15                     | 1.64    | 0.51                     |
| OTHER DEPARTMENT :                                | 147    | 2.69                     | 2.85    | 0.75                     |
| PROVINCES/MUNICIPALITIES :                        | 43     | 1.23                     | 0.85    | 0.28                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 6.84                     | 0.78    | 1.00                     |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 6.38                     | 8.71    | 2.05                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 11.07                    | 1.85    | 1.70                     |
| ***** TOTALS *****                                |        | 99.90                    | 99.90   | 27.00                    |

NUMBER OF BUSINESS VISITORS FROM CANADA : 352  
FROM TERRIT : 852

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 47

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 13  
- LOCALLY-ENGAGED : 14

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : AMMAN

|   | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|---|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 237    | 3.00                     | 20.00   | 0.43                     |
| FROM TERRITORIES :                                | 262    | 3.00                     | 20.00   | 0.43                     |
| B. VISITS TO CLIENTS IN TERRITORY :               | 142    | 6.00                     | 11.50   | 0.29                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                          |         |                          |
| FAIRS :   | 1      | 0.00                     | 1.00    | 0.02                     |
| MISSIONS :  | 5      | 4.00                     | 5.00    | 0.14                     |
| CONFERENCE SEMINARS :                             | 2      | 1.00                     | 1.00    | 0.03                     |
| OTHER :   | 3      | 1.00                     | 0.00    | 0.01                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 8      | 5.00                     | 4.00    | 0.13                     |
| POST INITIATED :                                  | 13     | 10.00                    | 3.00    | 0.16                     |
| E. COMMUNICATIONS ACTIVITIES :                    | 87     | 1.00                     | 1.50    | 0.04                     |
| F. INVESTMENT ENQUIRIES                           |        |                          |         |                          |
| FROM CANADA :                                     | 12     | 1.00                     | 1.00    | 0.03                     |
| FROM TERRITORIES :                                | 16     | 1.00                     | 2.00    | 0.05                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 2      | 0.00                     | 0.50    | 0.01                     |
| CONNECTIONS ARRANGED :                            | 2      | 0.00                     | 0.50    | 0.01                     |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00                     | 0.00    | 0.00                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                          |         |                          |
| NGO :   | 5      | 2.00                     | 1.00    | 0.04                     |
| HOST GOVERNMENT :                                 | 8      | 1.00                     | 2.00    | 0.05                     |
| OTHER DEPARTMENT :                                | 46     | 4.00                     | 7.00    | 0.18                     |
| PROVINCES/MUNICIPALITIES :                        | 12     | 1.00                     | 3.00    | 0.07                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 6.00                     | 0.00    | 0.06                     |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 0.00                     | 15.00   | 0.30                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 50.00                    | 1.00    | 0.52                     |
| ***** TOTALS *****                                |        | 100.00                   | 100.00  | 3.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 74  
FROM TERRIT : 186

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

90/04/05

POST : BAGHDAD

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 166    | 18.00          | 28.00   | 0.46       |
| FROM TERRITORIES :                                | 32     | 9.00           | 5.00    | 0.14       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 59     | 14.00          | 18.00   | 0.32       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 1      | 24.00          | 31.00   | 0.55       |
| MISSIONS :  | 2      | 13.00          | 3.00    | 0.16       |
| CONFERENCE SEMINARS :                             | 2      | 2.00           | 0.00    | 0.02       |
| OTHER :   | 0      | 0.00           | 0.00    | 0.00       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 3      | 1.00           | 2.00    | 0.03       |
| POST INITIATED :                                  | 2      | 2.00           | 0.00    | 0.02       |
| E. COMMUNICATIONS ACTIVITIES :                    | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES                           |        |                |         |            |
| FROM CANADA :                                     | 0      | 0.00           | 0.00    | 0.00       |
| FROM TERRITORIES :                                | 0      | 0.00           | 0.00    | 0.00       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 0.00    | 0.00       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 3      | 0.00           | 2.00    | 0.02       |
| HOST GOVERNMENT :                                 | 1      | 1.00           | 0.00    | 0.01       |
| OTHER DEPARTMENT :                                | 3      | 1.00           | 2.00    | 0.03       |
| PROVINCES/MUNICIPALITIES :                        | 0      | 0.00           | 0.00    | 0.00       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 4.00           | 0.00    | 0.04       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 8.00           | 9.00    | 0.17       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 3.00           | 0.00    | 0.03       |
| ***** TOTALS *****                                |        | 100.00         | 100.00  | 2.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 49  
FROM TERRIT : 81

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : CAIRO

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 274    | 22.50                    | 22.50   | 0.90                     |
| FROM TERRITORIES :                               | 304    | 22.50                    | 30.50   | 1.06                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 81     | 15.00                    | 10.50   | 0.51                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 0      | 0.00                     | 0.00    | 0.00                     |
| MISSIONS :                                       | 1      | 0.00                     | 9.50    | 0.19                     |
| CONFERENCE SEMINARS :                            | 1      | 0.00                     | 1.00    | 0.02                     |
| OTHER :  | 1      | 0.00                     | 1.00    | 0.02                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 3      | 2.50                     | 1.50    | 0.08                     |
| POST INITIATED :                                 | 3      | 2.50                     | 1.50    | 0.08                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00                     | 0.00    | 0.00                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 3      | 1.50                     | 0.00    | 0.03                     |
| FROM TERRITORIES :                               | 19     | 4.50                     | 0.50    | 0.10                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIPANT IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00                     | 6.00    | 0.12                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 4      | 1.00                     | 0.00    | 0.02                     |
| HOST GOVERNMENT :                                | 18     | 3.50                     | 4.00    | 0.15                     |
| OTHER DEPARTMENT :                               | 34     | 7.50                     | 5.00    | 0.25                     |
| PROVINCES/MUNICIPALITIES :                       | 2      | 0.50                     | 0.00    | 0.01                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 10.00                    | 0.00    | 0.20                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 1.50                     | 6.50    | 0.16                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 5.00                     | 0.00    | 0.10                     |
| ***** TOTALS *****                               |        | 100.00                   | 100.00  | 4.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 43  
FROM TERRIT : 209

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : KUWAIT

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 254    | 8.00                     | 14.66   | 0.68                     |
| FROM TERRITORIES :                               | 522    | 7.33                     | 18.00   | 0.76                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 319    | 14.66                    | 9.00    | 0.71                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 9      | 7.00                     | 8.66    | 0.47                     |
| MISSIONS :                                       | 5      | 11.00                    | 8.66    | 0.59                     |
| CONFERENCE SEMINARS :                            | 10     | 2.00                     | 3.00    | 0.15                     |
| OTHER :  | 7      | 2.00                     | 2.00    | 0.12                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 1      | 2.00                     | 2.00    | 0.12                     |
| POST INITIATED :                                 | 4      | 6.00                     | 3.00    | 0.27                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 2      | 1.00                     | 0.00    | 0.03                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 44     | 2.00                     | 1.00    | 0.09                     |
| FROM TERRITORIES :                               | 286    | 3.00                     | 2.00    | 0.15                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 2.00                     | 10.00   | 0.36                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 20     | 2.00                     | 1.00    | 0.09                     |
| HOST GOVERNMENT :                                | 10     | 2.00                     | 1.00    | 0.09                     |
| OTHER DEPARTMENT :                               | 20     | 3.00                     | 2.00    | 0.15                     |
| PROVINCES/MUNICIPALITIES :                       | 16     | 3.00                     | 1.00    | 0.12                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 9.00                     | 2.00    | 0.33                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 10.00                    | 10.00   | 0.60                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 3.00                     | 1.00    | 0.12                     |
| ***** TOTALS *****                               |        | 99.99                    | 99.98   | 6.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 70  
FROM TERRIT : 75

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 10

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : RIYADH

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 541    | 20.00          | 18.00   | 1.14       |
| FROM TERRITORIES :                                | 768    | 19.00          | 20.00   | 1.17       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 205    | 12.00          | 22.00   | 1.02       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 3      | 6.00           | 10.00   | 0.48       |
| MISSIONS :  | 2      | 4.00           | 7.00    | 0.33       |
| CONFERENCE SEMINARS :                             | 1      | 6.00           | 5.00    | 0.33       |
| OTHER :   | 14     | 4.00           | 1.00    | 0.15       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 6      | 3.00           | 0.00    | 0.09       |
| POST INITIATED :                                  | 5      | 4.00           | 1.00    | 0.15       |
| E. COMMUNICATIONS ACTIVITIES :                    | 28     | 5.00           | 0.00    | 0.15       |
| F. INVESTMENT ENQUIRIES                           |        |                |         |            |
| FROM CANADA :                                     | 4      | 0.00           | 0.00    | 0.00       |
| FROM TERRITORIES :                                | 40     | 2.00           | 1.00    | 0.09       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 5.00    | 0.15       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 21     | 1.00           | 1.00    | 0.06       |
| HOST GOVERNMENT :                                 | 29     | 1.00           | 1.00    | 0.06       |
| OTHER DEPARTMENT :                                | 29     | 1.00           | 1.00    | 0.06       |
| PROVINCES/MUNICIPALITIES :                        | 0      | 0.00           | 0.00    | 0.00       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 4.00           | 0.00    | 0.12       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 4.00           | 0.00    | 0.12       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 4.00           | 7.00    | 0.33       |
| ***** TOTALS *****                                |        | 100.00         | 100.00  | 6.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 37  
FROM TERRIT : 179

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 15

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



TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : TEHRAN

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 73     | 7.50           | 35.00   | 0.50       |
| FROM TERRITORIES :                                | 363    | 2.50           | 20.00   | 0.25       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 63     | 20.00          | 10.00   | 0.50       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 1      | 0.00           | 0.00    | 0.00       |
| MISSIONS :  | 5      | 10.00          | 0.00    | 0.20       |
| CONFERENCE SEMINARS :                             | 0      | 0.00           | 0.00    | 0.00       |
| OTHER :   | 11     | 0.00           | 0.00    | 0.00       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 4      | 0.00           | 0.00    | 0.00       |
| POST INITIATED :                                  | 20     | 5.00           | 0.00    | 0.10       |
| E. COMMUNICATIONS ACTIVITIES :                    | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES                           |        |                |         |            |
| FROM CANADA :                                     | 0      | 0.00           | 0.00    | 0.00       |
| FROM TERRITORIES :                                | 0      | 0.00           | 0.00    | 0.00       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 2.50           | 0.00    | 0.05       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 4      | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                                 | 7      | 2.50           | 0.00    | 0.05       |
| OTHER DEPARTMENT :                                | 5      | 0.00           | 0.00    | 0.00       |
| PROVINCES/MUNICIPALITIES :                        | 10     | 2.50           | 0.00    | 0.05       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 5.00           | 5.00    | 0.15       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 12.50          | 30.00   | 0.55       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 30.00          | 0.00    | 0.60       |
| ***** TOTALS *****                                |        | 100.00         | 100.00  | 3.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 29  
FROM TERRIT : 47

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : TEL AVIV

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A.EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 180    | 15.00          | 20.00   | 0.55       |
| FROM TERRITORIES :                              | 175    | 5.00           | 20.00   | 0.45       |
| B.VISITS TO CLIENTS IN TERRITORY :              | 50     | 30.00          | 10.00   | 0.50       |
| C.EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :   | 1      | 7.00           | 5.00    | 0.17       |
| MISSIONS :                                      | 1      | 0.00           | 2.50    | 0.05       |
| CONFERENCE SEMINARS :                           | 5      | 2.00           | 2.50    | 0.07       |
| OTHER :   | 0      | 0.00           | 0.00    | 0.00       |
| D.COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 5      | 2.00           | 5.00    | 0.12       |
| POST INITIATED :                                | 4      | 5.00           | 5.00    | 0.15       |
| E.COMMUNICATIONS ACTIVITIES :                   | 2      | 1.00           | 0.00    | 0.01       |
| F.INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                   | 2      | 0.00           | 0.00    | 0.00       |
| FROM TERRITORIES :                              | 15     | 5.00           | 2.50    | 0.10       |
| G.TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 55     | 5.00           | 12.50   | 0.30       |
| CONNECTIONS ARRANGED :                          | 15     | 0.00           | 3.50    | 0.07       |
| H.PARTICPT'N IN PROG-REL EVENTS OUTSIDE POST :  |        | 0.00           | 0.00    | 0.00       |
| I.SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :   | 0      | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                               | 10     | 5.00           | 2.50    | 0.10       |
| OTHER DEPARTMENT :                              | 10     | 3.00           | 2.50    | 0.08       |
| PROVINCES/MUNICIPALITIES :                      | 3      | 0.00           | 1.50    | 0.03       |
| J.ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 10.00          | 0.00    | 0.10       |
| LEAVE, PROFESSIONAL DEVELOP :                   |        | 5.00           | 5.00    | 0.15       |
| K.SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00           | 0.00    | 0.00       |
| ***** TOTALS *****                              |        | 100.00         | 100.00  | 3.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 50  
FROM TERRIT : 75

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 7

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







TRADE TRACKING SYSTEM

93/04/03

DOMESTIC AND OFFICER SECURITY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1993

REGION : ASIA PACIFIC

|   | NUMBER | OFFICER-TIME<br>CANADA | LOC-ENG<br>PERSON-QTR | TOTAL-TIME<br>PERSON-QTR |
|---|--------|------------------------|-----------------------|--------------------------|
| <b>ASIA &amp; PACIFIC</b>                             |        |                        |                       |                          |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA          | 26678  | 18.04                  | 20.44                 | 38.48                    |
| FROM TERRITORIES                                      | 9788   | 11.34                  | 21.80                 | 33.14                    |
| B. VISITS TO CLIENTS IN TERRITORY                     | 3171   | 18.05                  | 10.45                 | 28.50                    |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS            |        |                        |                       |                          |
| FAIRS   | 69     | 3.95                   | 5.39                  | 9.34                     |
| MISSIONS  | 73     | 5.63                   | 9.38                  | 15.01                    |
| CONFERENCE SEMINARS                                   | 8      | 1.30                   | 2.00                  | 3.30                     |
| OTHER   | 135    | 2.25                   | 2.03                  | 4.28                     |
| <b>PST</b>  |        | <b>PNC/PNJ</b>         |                       |                          |
| *BANGKOK  |        |                        | BEIJING               |                          |
| *CANBERRA   |        |                        | HONG KONG             |                          |
| *COLOMBO  |        |                        | OSAKA                 |                          |
| DHAKA   |        |                        | *SEOUL                |                          |
| JAKARTA   |        |                        | *SHANGHAI             |                          |
| *ISLAMABAD  |        |                        | TOKYO                 |                          |
| KUALA LUMPUR  |        |                        |                       |                          |
| MANILA  |        |                        |                       |                          |
| MELBOURNE   |        |                        |                       |                          |
| NEW DELHI   |        |                        |                       |                          |
| SINGAPORE   |        |                        |                       |                          |
| SYDNEY  |        |                        |                       |                          |
| *WELLINGTON   |        |                        |                       |                          |
| D. SERVICE REQUESTS FROM GOVERNMENT                   |        |                        |                       |                          |
| FEDERAL GOVERNMENT                                    | 231    | 1.43                   | 1.30                  | 2.73                     |
| OTHER GOVERNMENT                                      | 179    | 1.28                   | 1.48                  | 2.76                     |
| OTHER DEPARTMENT                                      | 103    | 3.08                   | 1.74                  | 4.82                     |
| PROVINCES/MUNICIPALITIES                              | 260    | 1.73                   | 1.51                  | 3.24                     |
| E. ADMINISTRATION PROGRAM MANAGEMENT & ADMINISTRATION |        |                        |                       |                          |
| CANADA  | 67     | 1.00                   | 0.30                  | 1.30                     |
| ARRANGED  | 19     | 0.24                   | 0.11                  | 0.35                     |
| UNARRANGED  | 48     | 0.76                   | 0.19                  | 0.95                     |
| OVERSEAS POST   |        | 2.97                   | 2.44                  | 5.41                     |
| F. SERVICE TO OTHER MISSION PROGRAMS                  |        |                        |                       |                          |
| CANADA  |        | 5.54                   | 6.02                  | 11.56                    |
| TERRITORIES   |        |                        |                       |                          |
| <b>TOTALS</b>   |        | <b>54.59</b>           | <b>59.83</b>          | <b>114.42</b>            |

\* Quarterly reports for these posts were not available.

NUMBER OF BUSINESS VISITORS FROM CANADA : 1840  
FROM TERRITORIES : 6018

NUMBER OF PMS APPLICATIONS CONVERTED ON: 104

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-CANADIAN : 41  
LOCALLY-ENGAGED : 41

APPENDIX A

BRITAIN  
FRANCE  
GERMANY  
ITALY  
NETHERLANDS  
POLAND  
RUSSIA  
UNITED STATES

ARGENTINA  
AUSTRALIA  
CANADA  
CHINA  
INDIA  
JAPAN  
MEXICO  
NEW ZEALAND  
SOUTH AFRICA  
SWITZERLAND  
TAIWAN  
THAILAND  
UNITED KINGDOM

Source: United Nations, *World Development Report 1992*

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

REGION : ASIA PACIFIC

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 6676   | 18.04          | 20.44   | 16.19      |
| FROM TERRITORIES :                                | 9766   | 11.36          | 21.65   | 13.97      |
| B. VISITS TO CLIENTS IN TERRITORY :               | 3171   | 10.95          | 10.65   | 9.07       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 69     | 3.95           | 5.79    | 4.11       |
| MISSIONS :  | 78     | 5.63           | 8.30    | 5.88       |
| CONFERENCE SEMINARS :                             | 80     | 3.41           | 1.39    | 2.00       |
| OTHER :   | 125    | 2.75           | 1.02    | 1.57       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 210    | 4.41           | 2.67    | 2.96       |
| POST INITIATED :                                  | 296    | 5.31           | 4.27    | 4.02       |
| E. COMMUNICATIONS ACTIVITIES :                    | 78     | 1.48           | 0.81    | 0.96       |
| F. INVESTMENT ENQUIRIES                           |        |                |         |            |
| FROM CANADA :                                     | 161    | 1.43           | 1.93    | 1.42       |
| FROM TERRITORIES :                                | 572    | 1.73           | 2.16    | 1.64       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 67     | 1.00           | 0.30    | 0.54       |
| CONNECTIONS ARRANGED :                            | 19     | 0.24           | 0.11    | 0.15       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 2.97           | 2.44    | 2.27       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 221    | 1.43           | 1.30    | 1.15       |
| HOST GOVERNMENT :                                 | 179    | 1.26           | 1.48    | 1.16       |
| OTHER DEPARTMENT :                                | 302    | 3.00           | 2.74    | 2.41       |
| PROVINCES/MUNICIPALITIES :                        | 260    | 1.73           | 1.51    | 1.36       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 8.26           | 1.79    | 4.16       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 4.02           | 6.30    | 4.36       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 5.53           | 0.88    | 2.65       |
| ***** TOTALS *****                                |        | 99.89          | 99.93   | 84.00      |

NUMBER OF BUSINESS VISITORS FROM CANADA : 2840  
FROM TERRIT : 5039

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 196

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 41  
- LOCALLY-ENGAGED : 43



TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : BEIJING

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 264    | 26.37          | 20.00   | 2.31       |
| FROM TERRITORIES :                                | 187    | 13.50          | 25.00   | 1.33       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 169    | 13.12          | 30.00   | 1.35       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 2      | 0.87           | 0.00    | 0.07       |
| MISSIONS :  | 4      | 3.75           | 0.00    | 0.30       |
| CONFERENCE SEMINARS :                             | 2      | 1.37           | 0.00    | 0.11       |
| OTHER :   | 5      | 1.62           | 0.00    | 0.13       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 6      | 2.75           | 0.00    | 0.22       |
| POST INITIATED :                                  | 19     | 4.12           | 0.00    | 0.33       |
| E. COMMUNICATIONS ACTIVITIES :                    | 7      | 2.12           | 0.00    | 0.17       |
| F. INVESTMENT ENQUIRIES                           |        |                |         |            |
| FROM CANADA :                                     | 1      | 0.12           | 0.00    | 0.01       |
| FROM TERRITORIES :                                | 6      | 0.75           | 2.00    | 0.08       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 41     | 3.87           | 0.00    | 0.31       |
| CONNECTIONS ARRANGED :                            | 4      | 0.37           | 0.00    | 0.03       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 7.12           | 0.00    | 0.57       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 5      | 1.50           | 4.00    | 0.16       |
| HOST GOVERNMENT :                                 | 17     | 0.62           | 10.00   | 0.15       |
| OTHER DEPARTMENT :                                | 16     | 1.75           | 1.00    | 0.15       |
| PROVINCES/MUNICIPALITIES :                        | 2      | 0.00           | 1.00    | 0.01       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 9.00           | 4.00    | 0.76       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 1.00           | 0.00    | 0.08       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 4.25           | 3.00    | 0.37       |
| ***** TOTALS *****                                |        | 99.94          | 100.00  | 9.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 181  
FROM TERRIT : 126

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 8  
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : HONG KONG

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A.EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 629    | 9.00           | 16.00   | 0.98       |
| FROM TERRITORIES :                              | 1737   | 8.00           | 27.00   | 1.51       |
| B.VISITS TO CLIENTS IN TERRITORY :              | 258    | 17.50          | 7.40    | 0.72       |
| C.EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :   | 6      | 0.50           | 9.00    | 0.46       |
| MISSIONS :                                      | 12     | 11.50          | 8.00    | 0.63       |
| CONFERENCE SEMINARS :                           | 4      | 1.00           | 2.00    | 0.12       |
| OTHER :   | 3      | 0.00           | 0.00    | 0.00       |
| D.COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 29     | 2.50           | 2.40    | 0.17       |
| POST INITIATED :                                | 37     | 2.50           | 5.00    | 0.30       |
| E.COMMUNICATIONS ACTIVITIES :                   | 22     | 4.00           | 1.00    | 0.13       |
| F.INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                   | 35     | 4.00           | 7.00    | 0.43       |
| FROM TERRITORIES :                              | 18     | 4.00           | 6.60    | 0.41       |
| G.TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 2      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                          | 0      | 0.00           | 0.00    | 0.00       |
| H.PARTICPT'N IN PROG-REL EVENTS OUTSIDE POST :  |        | 3.00           | 1.20    | 0.12       |
| I.SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :   | 28     | 1.00           | 2.00    | 0.12       |
| HOST GOVERNMENT :                               | 63     | 2.50           | 2.40    | 0.17       |
| OTHER DEPARTMENT :                              | 38     | 1.00           | 1.00    | 0.07       |
| PROVINCES/MUNICIPALITIES :                      | 100    | 2.50           | 1.20    | 0.11       |
| J.ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 20.00          | 0.00    | 0.40       |
| LEAVE, PROFESSIONAL DEVELOP :                   |        | 5.00           | 0.80    | 0.14       |
| K.SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.50           | 0.00    | 0.01       |
| ***** TOTALS *****                              |        | 100.00         | 100.00  | 7.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 621  
FROM TERRIT : 793

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 15

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : OSAKA

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 199    | 10.00          | 15.00   | 0.50       |
| FROM TERRITORIES :                                | 619    | 7.50           | 15.00   | 0.45       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 17     | 2.50           | 5.00    | 0.15       |
| C. EXPORT/TRADE/POLICY FAIRS :                    | 4      | 5.00           | 5.00    | 0.20       |
| PROJECTS AND EVENTS MISSIONS :                    | 10     | 15.00          | 15.00   | 0.60       |
| CONFERENCE SEMINARS :                             | 8      | 0.00           | 0.00    | 0.00       |
| OTHER :   | 5      | 10.00          | 10.00   | 0.40       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 11     | 5.00           | 5.00    | 0.20       |
| POST INITIATED :                                  | 17     | 5.00           | 0.00    | 0.10       |
| E. COMMUNICATIONS ACTIVITIES :                    | 11     | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES FROM CANADA :             | 17     | 5.00           | 2.50    | 0.15       |
| FROM TERRITORIES :                                | 21     | 5.00           | 7.50    | 0.25       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 0.00    | 0.00       |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :        | 11     | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                                 | 4      | 0.00           | 0.00    | 0.00       |
| OTHER DEPARTMENT :                                | 36     | 5.00           | 5.00    | 0.20       |
| PROVINCES/MUNICIPALITIES :                        | 19     | 5.00           | 5.00    | 0.20       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 5.00           | 0.00    | 0.10       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 0.00           | 0.00    | 0.00       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 15.00          | 10.00   | 0.50       |
| ***** TOTALS *****                                |        | 100.00         | 100.00  | 4.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 157  
FROM TERRIT : 534

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : TOKYO

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 1378   | 16.12                    | 15.45   | 2.99                     |
| FROM TERRITORIES :                               | 1452   | 13.87                    | 16.90   | 2.97                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 572    | 11.87                    | 10.09   | 2.06                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 26     | 5.62                     | 7.45    | 1.27                     |
| MISSIONS :                                       | 9      | 7.12                     | 8.18    | 1.47                     |
| CONFERENCE SEMINARS :                            | 9      | 1.87                     | 1.63    | 0.33                     |
| OTHER :  | 0      | 0.00                     | 0.00    | 0.00                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 16     | 7.62                     | 4.36    | 1.09                     |
| POST INITIATED :                                 | 35     | 7.12                     | 7.81    | 1.43                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 8      | 1.12                     | 1.36    | 0.24                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 27     | 2.62                     | 3.09    | 0.55                     |
| FROM TERRITORIES :                               | 66     | 2.25                     | 2.18    | 0.42                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 8      | 0.75                     | 0.90    | 0.16                     |
| CONNECTIONS ARRANGED :                           | 2      | 0.37                     | 0.45    | 0.08                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 2.25                     | 2.27    | 0.43                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 23     | 1.12                     | 1.09    | 0.21                     |
| HOST GOVERNMENT :                                | 29     | 1.87                     | 3.45    | 0.53                     |
| OTHER DEPARTMENT :                               | 86     | 6.25                     | 6.36    | 1.20                     |
| PROVINCES/MUNICIPALITIES :                       | 65     | 2.62                     | 2.81    | 0.52                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 3.37                     | 0.00    | 0.27                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 4.12                     | 4.09    | 0.78                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00                     | 0.00    | 0.00                     |
| ***** TOTALS *****                               |        | 99.92                    | 99.92   | 19.00                    |

NUMBER OF BUSINESS VISITORS FROM CANADA : 436  
FROM TERRIT : 1270

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 45

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 8  
- LOCALLY-ENGAGED : 11

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

30120100

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : CANBERRA

|   | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|---|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 195    | 24.33                    | 10.00   | 0.83                     |
| FROM TERRITORIES :                                | 134    | 9.00                     | 6.00    | 0.33                     |
| B. VISITS TO CLIENTS IN TERRITORY :               | 31     | 6.33                     | 2.00    | 0.21                     |
| C. EXPORT/TRADE/POLICY FAIRS :                    | 4      | 6.00                     | 8.00    | 0.26                     |
| PROJECTS AND EVENTS MISSIONS :                    | 1      | 0.66                     | 0.00    | 0.02                     |
| CONFERENCE SEMINARS :                             | 7      | 4.33                     | 2.00    | 0.15                     |
| OTHER :   | 61     | 11.00                    | 2.00    | 0.35                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 9      | 2.33                     | 3.00    | 0.10                     |
| POST INITIATED :                                  | 10     | 5.66                     | 1.00    | 0.18                     |
| E. COMMUNICATIONS ACTIVITIES :                    | 1      | 2.33                     | 0.00    | 0.07                     |
| F. INVESTMENT ENQUIRIES FROM CANADA :             | 9      | 0.00                     | 1.00    | 0.01                     |
| FROM TERRITORIES :                                | 22     | 0.00                     | 2.00    | 0.02                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 8      | 0.33                     | 1.00    | 0.02                     |
| CONNECTIONS ARRANGED :                            | 9      | 0.66                     | 0.00    | 0.02                     |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 2.00                     | 0.00    | 0.06                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :        | 2      | 0.66                     | 0.00    | 0.02                     |
| HOST GOVERNMENT :                                 | 6      | 4.00                     | 0.00    | 0.12                     |
| OTHER DEPARTMENT :                                | 10     | 1.66                     | 1.00    | 0.06                     |
| PROVINCES/MUNICIPALITIES :                        | 1      | 0.33                     | 0.00    | 0.01                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 8.33                     | 37.00   | 0.62                     |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 7.00                     | 19.00   | 0.40                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 3.00                     | 5.00    | 0.14                     |
| ***** TOTALS *****                                |        | 99.94                    | 100.00  | 4.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 28  
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : DHAKA

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME<br>PERSON-QTR |
|---|--------|----------------|---------|--------------------------|
|   |        | CANADA         | LOC-ENG |                          |
| A.EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 8      | 4.00           | 10.00   | 0.24                     |
| FROM TERRITORIES :                              | 49     | 2.00           | 10.00   | 0.22                     |
| B.VISITS TO CLIENTS IN TERRITORY :              | 20     | 4.00           | 10.00   | 0.24                     |
| C.EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |                          |
| FAIRS :   | 1      | 2.00           | 10.00   | 0.22                     |
| MISSIONS :                                      | 4      | 5.00           | 10.00   | 0.25                     |
| CONFERENCE SEMINARS :                           | 0      | 0.00           | 0.00    | 0.00                     |
| OTHER :   | 0      | 0.00           | 0.00    | 0.00                     |
| D.COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 3      | 10.00          | 10.00   | 0.30                     |
| POST INITIATED :                                | 5      | 2.00           | 10.00   | 0.22                     |
| E.COMMUNICATIONS ACTIVITIES :                   | 2      | 0.00           | 2.50    | 0.05                     |
| F.INVESTMENT ENQUIRIES                          |        |                |         |                          |
| FROM CANADA :                                   | 0      | 0.00           | 0.00    | 0.00                     |
| FROM TERRITORIES :                              | 0      | 0.00           | 0.00    | 0.00                     |
| G.TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                          | 0      | 0.00           | 0.00    | 0.00                     |
| H.PARTICPT'N IN PROG-REL EVENTS OUTSIDE POST :  |        | 0.00           | 0.00    | 0.00                     |
| I.SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |                          |
| NGO :   | 10     | 2.00           | 10.00   | 0.22                     |
| HOST GOVERNMENT :                               | 0      | 0.00           | 0.00    | 0.00                     |
| OTHER DEPARTMENT :                              | 2      | 2.00           | 10.00   | 0.22                     |
| PROVINCES/MUNICIPALITIES :                      | 0      | 0.00           | 0.00    | 0.00                     |
| J.ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 0.00           | 0.00    | 0.00                     |
| LEAVE, PROFESSIONAL DEVELOP :                   |        | 25.00          | 5.00    | 0.35                     |
| K.SERVICE TO OTHER MISSION PROGRAMS :           |        | 42.00          | 2.50    | 0.47                     |
| ***** TOTALS *****                              |        | 100.00         | 100.00  | 3.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 8  
FROM TERRIT : 50

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : JAKARTA

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 665    | 15.33                    | 34.50   | 1.84                     |
| FROM TERRITORIES :                               | 373    | 12.33                    | 12.25   | 0.86                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 1282   | 8.33                     | 20.50   | 1.07                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 9      | 7.33                     | 4.75    | 0.41                     |
| MISSIONS :                                       | 12     | 8.00                     | 10.50   | 0.66                     |
| CONFERENCE SEMINARS :                            | 29     | 8.00                     | 1.00    | 0.28                     |
| OTHER :  | 34     | 2.66                     | 1.75    | 0.15                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 25     | 8.66                     | 0.00    | 0.26                     |
| POST INITIATED :                                 | 19     | 3.66                     | 0.00    | 0.11                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 5      | 1.66                     | 0.00    | 0.05                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 4      | 0.33                     | 0.25    | 0.02                     |
| FROM TERRITORIES :                               | 3      | 0.33                     | 0.00    | 0.01                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.33                     | 6.25    | 0.26                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 7      | 0.66                     | 0.50    | 0.04                     |
| HOST GOVERNMENT :                                | 3      | 0.00                     | 0.00    | 0.00                     |
| OTHER DEPARTMENT :                               | 19     | 4.00                     | 0.25    | 0.13                     |
| PROVINCES/MUNICIPALITIES :                       | 1      | 3.00                     | 0.50    | 0.11                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. : |        | 6.33                     | 0.00    | 0.19                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 3.33                     | 5.75    | 0.33                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 5.66                     | 1.25    | 0.22                     |
| ***** TOTALS *****                               |        | 99.93                    | 100.00  | 7.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 518  
FROM TERRIT : 641

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : KUALA LUMPUR

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME<br>PERSON-QTR |
|---|--------|----------------|---------|--------------------------|
|   |        | CANADA         | LOC-ENG |                          |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 455    | 17.33          | 40.00   | 0.92                     |
| FROM TERRITORIES :                                | 863    | 14.33          | 47.00   | 0.90                     |
| B. VISITS TO CLIENTS IN TERRITORY :               | 208    | 14.33          | 7.00    | 0.50                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |                          |
| FAIRS :   | 1      | 0.33           | 0.00    | 0.01                     |
| MISSIONS :  | 5      | 4.66           | 3.00    | 0.17                     |
| CONFERENCE SEMINARS :                             | 2      | 3.66           | 0.00    | 0.11                     |
| OTHER :   | 0      | 0.00           | 0.00    | 0.00                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 17     | 3.33           | 0.00    | 0.10                     |
| POST INITIATED :                                  | 18     | 3.33           | 0.00    | 0.10                     |
| E. COMMUNICATIONS ACTIVITIES :                    | 0      | 0.00           | 0.00    | 0.00                     |
| F. INVESTMENT ENQUIRIES                           |        |                |         |                          |
| FROM CANADA :                                     | 12     | 0.33           | 0.00    | 0.01                     |
| FROM TERRITORIES :                                | 106    | 1.33           | 0.00    | 0.04                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 1      | 0.00           | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00                     |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 0.00    | 0.00                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |                          |
| NGO :   | 10     | 2.00           | 0.00    | 0.06                     |
| HOST GOVERNMENT :                                 | 4      | 0.33           | 0.00    | 0.01                     |
| OTHER DEPARTMENT :                                | 25     | 3.33           | 3.00    | 0.13                     |
| PROVINCES/MUNICIPALITIES :                        | 25     | 2.66           | 0.00    | 0.08                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 2.00           | 0.00    | 0.06                     |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 6.00           | 0.00    | 0.18                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 20.66          | 0.00    | 0.62                     |
| ***** TOTALS *****                                |        | 99.94          | 100.00  | 4.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 320  
FROM TERRIT : 193

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 22

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



TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : MANILA

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :     | 714    | 22.50          | 32.00   | 1.09       |
| FROM TERRITORIES :                                 | 554    | 2.50           | 29.00   | 0.63       |
| B. VISITS TO CLIENTS IN TERRITORY :                | 119    | 13.50          | 8.00    | 0.43       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS FAIRS : | 2      | 7.50           | 11.50   | 0.38       |
| MISSIONS :   | 2      | 1.00           | 0.00    | 0.02       |
| CONFERENCE SEMINARS :                              | 5      | 3.00           | 2.50    | 0.11       |
| OTHER :  | 7      | 7.50           | 2.50    | 0.20       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :     | 2      | 0.50           | 1.50    | 0.04       |
| POST INITIATED :                                   | 19     | 11.00          | 3.00    | 0.28       |
| E. COMMUNICATIONS ACTIVITIES :                     | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES FROM CANADA :              | 3      | 1.50           | 0.00    | 0.03       |
| FROM TERRITORIES :                                 | 2      | 1.00           | 0.00    | 0.02       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :   | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                             | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST :  |        | 8.00           | 0.00    | 0.16       |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :         | 4      | 1.00           | 1.50    | 0.05       |
| HOST GOVERNMENT :                                  | 29     | 3.00           | 1.50    | 0.09       |
| OTHER DEPARTMENT :                                 | 33     | 3.50           | 1.50    | 0.10       |
| PROVINCES/MUNICIPALITIES :                         | 17     | 5.50           | 1.00    | 0.13       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:    |        | 7.00           | 0.00    | 0.14       |
| LEAVE, PROFESSIONAL DEVELOP :                      |        | 0.50           | 4.50    | 0.10       |
| K. SERVICE TO OTHER MISSION PROGRAMS :             |        | 0.00           | 0.00    | 0.00       |
| ***** TOTALS *****                                 |        | 100.00         | 100.00  | 4.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 96  
FROM TERRIT : 51

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 13

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : MELBOURNE

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 209    | 10.00          | 16.66   | 0.60       |
| FROM TERRITORIES :                                | 492    | 12.00          | 23.00   | 0.81       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 71     | 8.00           | 12.00   | 0.44       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS :      |        |                |         |            |
| FAIRS :   | 2      | 7.00           | 1.33    | 0.11       |
| MISSIONS :  | 2      | 0.00           | 2.66    | 0.08       |
| CONFERENCE SEMINARS :                             | 7      | 2.00           | 1.66    | 0.07       |
| OTHER :   | 2      | 0.00           | 1.66    | 0.05       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 12     | 1.00           | 1.66    | 0.06       |
| POST INITIATED :                                  | 15     | 4.00           | 0.66    | 0.06       |
| E. COMMUNICATIONS ACTIVITIES :                    | 1      | 1.00           | 0.00    | 0.01       |
| F. INVESTMENT ENQUIRIES :                         |        |                |         |            |
| FROM CANADA :                                     | 10     | 1.00           | 0.00    | 0.01       |
| FROM TERRITORIES :                                | 24     | 3.00           | 0.66    | 0.05       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 1      | 0.00           | 0.33    | 0.01       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 2.00           | 6.66    | 0.22       |
| I. SERVICE REQUESTS FM GOV'T SOURCES :            |        |                |         |            |
| NGO :   | 3      | 1.00           | 0.00    | 0.01       |
| HOST GOVERNMENT :                                 | 4      | 1.00           | 0.33    | 0.02       |
| OTHER DEPARTMENT :                                | 6      | 2.00           | 1.33    | 0.06       |
| PROVINCES/MUNICIPALITIES :                        | 17     | 4.00           | 2.00    | 0.10       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 20.00          | 0.66    | 0.22       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 4.00           | 26.66   | 0.84       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 17.00          | 0.00    | 0.17       |
| ***** TOTALS *****                                |        | 100.00         | 99.92   | 4.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 36  
FROM TERRIT : 171

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 13

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : NEW DELHI

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 511    | 13.00          | 18.20   | 1.43       |
| FROM TERRITORIES :                                | 1846   | 9.00           | 35.20   | 2.12       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 108    | 10.75          | 7.40    | 0.80       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 4      | 4.25           | 2.20    | 0.28       |
| MISSIONS :  | 7      | 7.75           | 12.40   | 0.93       |
| CONFERENCE SEMINARS :                             | 4      | 9.25           | 1.20    | 0.43       |
| OTHER :   | 6      | 4.25           | 0.40    | 0.19       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 69     | 5.25           | 0.60    | 0.24       |
| POST INITIATED :                                  | 78     | 7.00           | 2.00    | 0.38       |
| E. COMMUNICATIONS ACTIVITIES :                    | 7      | 2.75           | 0.40    | 0.13       |
| F. INVESTMENT ENQUIRIES                           |        |                |         |            |
| FROM CANADA :                                     | 28     | 1.75           | 0.80    | 0.11       |
| FROM TERRITORIES :                                | 29     | 0.50           | 1.80    | 0.11       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 4.00           | 0.00    | 0.16       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 115    | 5.00           | 1.00    | 0.25       |
| HOST GOVERNMENT :                                 | 14     | 1.25           | 0.00    | 0.05       |
| OTHER DEPARTMENT :                                | 25     | 1.75           | 0.00    | 0.07       |
| PROVINCES/MUNICIPALITIES :                        | 0      | 0.00           | 0.00    | 0.00       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 6.50           | 2.80    | 0.40       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 4.75           | 13.60   | 0.87       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 1.25           | 0.00    | 0.05       |
| ***** TOTALS *****                                |        | 100.00         | 100.00  | 9.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 160  
FROM TERRIT : 775

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 15

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : SINGAPORE

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 900    | 20.00          | 22.00   | 1.06       |
| FROM TERRITORIES :                               | 995    | 15.00          | 20.66   | 0.92       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 217    | 15.00          | 12.66   | 0.68       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :  | 3      | 6.00           | 8.00    | 0.36       |
| MISSIONS :                                       | 9      | 6.50           | 13.66   | 0.54       |
| CONFERENCE SEMINARS :                            | 1      | 7.00           | 3.33    | 0.24       |
| OTHER :  | 2      | 3.50           | 1.00    | 0.10       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 10     | 3.50           | 2.00    | 0.13       |
| POST INITIATED :                                 | 17     | 4.50           | 1.33    | 0.13       |
| E. COMMUNICATIONS ACTIVITIES :                   | 14     | 1.50           | 2.66    | 0.11       |
| F. INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                    | 15     | 3.00           | 1.00    | 0.09       |
| FROM TERRITORIES :                               | 265    | 5.50           | 1.33    | 0.15       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                           | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 9.66    | 0.29       |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :  | 3      | 0.50           | 0.00    | 0.01       |
| HOST GOVERNMENT :                                | 6      | 1.00           | 0.00    | 0.02       |
| OTHER DEPARTMENT :                               | 6      | 1.00           | 0.00    | 0.02       |
| PROVINCES/MUNICIPALITIES :                       | 10     | 1.00           | 0.66    | 0.04       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 2.50           | 0.00    | 0.05       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 3.00           | 0.00    | 0.06       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00           | 0.00    | 0.00       |
| ***** TOTALS *****                               |        | 100.00         | 99.95   | 5.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 242  
FROM TERRIT : 363

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 42

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : SYDNEY

|  | NUMBER | % OFFICER-TIME CANADA | LOC-ENG | TOTAL-TIME PERSON-QTR |
|--|--------|-----------------------|---------|-----------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 549    | 20.00                 | 33.33   | 1.40                  |
| FROM TERRITORIES :                               | 465    | 12.00                 | 22.66   | 0.92                  |
| B. VISITS TO CLIENTS IN TERRITORY :              | 99     | 5.00                  | 10.66   | 0.42                  |
| C. EXPORT/TRADE/POLICY FAIRS :                   | 5      | 2.50                  | 1.00    | 0.08                  |
| PROJECTS AND EVENTS MISSIONS :                   | 1      | 0.00                  | 7.00    | 0.21                  |
| CONFERENCE SEMINARS :                            | 2      | 2.50                  | 0.00    | 0.05                  |
| OTHER :  | 0      | 0.00                  | 0.00    | 0.00                  |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 1      | 0.00                  | 1.66    | 0.05                  |
| POST INITIATED :                                 | 7      | 5.00                  | 10.00   | 0.40                  |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00                  | 0.00    | 0.00                  |
| F. INVESTMENT ENQUIRIES FROM CANADA :            | 0      | 0.00                  | 0.00    | 0.00                  |
| FROM TERRITORIES :                               | 10     | 3.00                  | 0.66    | 0.08                  |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 6      | 1.50                  | 0.33    | 0.04                  |
| CONNECTIONS ARRANGED :                           | 4      | 1.00                  | 0.00    | 0.02                  |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00                  | 0.00    | 0.00                  |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :       | 0      | 0.00                  | 0.00    | 0.00                  |
| HOST GOVERNMENT :                                | 0      | 0.00                  | 0.00    | 0.00                  |
| OTHER DEPARTMENT :                               | 0      | 0.00                  | 0.00    | 0.00                  |
| PROVINCES/MUNICIPALITIES :                       | 3      | 0.00                  | 1.66    | 0.05                  |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. : |        | 37.50                 | 6.66    | 0.95                  |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 5.00                  | 4.33    | 0.23                  |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 5.00                  | 0.00    | 0.10                  |
| ***** TOTALS *****                               |        | 100.00                | 99.95   | 5.00                  |

NUMBER OF BUSINESS VISITORS FROM CANADA : 37  
FROM TERRIT : 72

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

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





TRAVEL TRACKING SYSTEM

06/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

REGION : EUROPE

EUROPE

|  | NUMBER | CANADA | LOC-390 | 1988-1989 |
|--|--------|--------|---------|-----------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :                               | 6675   | 12.75  | 24.16   | 33.98     |
| FROM TERRITORIES :   | 7681   | 7.40   | 13.83   | 25.15     |
| B. VISITS TO CLIENTS IN TERRITORY :  | 2025   | 10.95  | 9.43    | 21.58     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS :                                 |        |        |         |           |
| FAIRS :  | 128    | 2.53   | 4.00    | 4.97      |
| MISSIONS :   | 163    | 3.4    | 4.72    | 7.60      |
| CONFERENCE/SYMPOSIUMS :  | 93     | 1.1    | 1.64    | 1.01      |
| OTHER :  | 227    | 1.87   |         | 2.93      |
| D. COMMERCIAL/ECONOMIC REQUESTED :   | 414    | 2.21   |         | 4.70      |
| INITIATED :  | 411    | 1.71   |         | 2.65      |
| E. COMMUNICATIONS ACTIVITY :   | 125    | 0.98   |         | 1.03      |
| F. INVESTMENT ENQUIRIES FROM CANADA :  | 435    |        |         | 2.21      |
| FROM TERRITORIES :   | 925    | 3.31   |         | 3.95      |
| G. TECHNOLOGY INFLOW PROGRAM ENQ'S FROM CANADA :                             | 283    | 1.37   |         | 3.31      |
| CONNECTIONS ARRANGED :   | 265    | 2.03   |         | 1.87      |
| H. PARTICIP'TN IN PROG-REL. EVENTS OUTSIDE POST :                            |        | 6.15   |         | 2.78      |
| I. SERVICE REQUESTS FROM GOV'T SOURCES :                                     | 330    | 2.21   |         | 1.78      |
| HOST GOVERNMENT :  | 216    | 0.80   |         | 2.95      |
| OTHER DEPARTMENT :   | 429    | 0.15   |         | 3.13      |
| PROVINCES/MUNICIPALITIES :   | 402    | 1.58   |         | 3.30      |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. LEAVE, PROFESSIONAL DEVELOP : |        | 2.83   |         | 7.81      |
| K. SERVICE TO OTHER MISSION PROGRAMS :                                       |        | 0.01   |         | 7.63      |
|  |        | 0.60   |         | 3.27      |
| ***** TOTALS *****   |        | 83.21  | 99.90   | 127.60    |

RBT

- BELGRADE
- BUCHAREST
- BUDAPEST
- MOSCOW
- PRAGUE
- WARSAW

RWT

- ANKARA
- ATHENS
- BERNE
- BONN
- BRUSSELS
- \*BRUSSELS (NAC)
- COPENHAGEN
- DUBLIN
- DUSSELDORF
- HELSINKI
- LISBON
- LONDON
- MADRID
- MILAN
- MUNICH
- OSLO
- PARIS
- ROME
- \*STOCKHOLM
- THE HAGUE
- \*VIENNA

\*Quarterly reports for these posts were not available

NUMBER OF PENDING APPLICATIONS COMMENTED ON: 277

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 61  
- LOCALLY-ENGAGED : 66





TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

REGION : EUROPE

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME<br>PERSON-QTR |
|--|--------|----------------|---------|--------------------------|
|  |        | CANADA         | LOC-ENG |                          |
| A. EXPORT/TRADE/POLICY ENQUIRIES                 |        |                |         |                          |
| FROM CANADA :                                    | 6675   | 12.73          | 24.56   | 23.98                    |
| FROM TERRITORIES :                               | 7061   | 7.40           | 17.63   | 16.16                    |
| B. VISITS TO CLIENTS IN TERRITORY :              | 2025   | 10.90          | 9.43    | 12.88                    |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |                          |
| FAIRS :  | 128    | 2.83           | 4.90    | 4.97                     |
| MISSIONS :                                       | 163    | 7.34           | 4.72    | 7.60                     |
| CONFERENCE SEMINARS :                            | 98     | 3.13           | 1.66    | 3.01                     |
| OTHER :  | 227    | 1.13           | 1.87    | 1.93                     |
| D. COMMERCIAL* ECONOMIC REPORTS                  |        |                |         |                          |
| HQ REQUESTED :                                   | 414    | 5.31           | 2.21    | 4.70                     |
| POST INITIATED :                                 | 411    | 5.77           | 1.71    | 4.65                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 125    | 1.06           | 0.56    | 1.02                     |
| F. INVESTMENT ENQUIRIES                          |        |                |         |                          |
| FROM CANADA :                                    | 433    | 2.31           | 1.21    | 2.21                     |
| FROM TERRITORIES :                               | 922    | 2.90           | 3.31    | 3.96                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 283    | 1.21           | 2.37    | 2.31                     |
| CONNECTIONS ARRANGED :                           | 260    | 0.86           | 2.03    | 1.87                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 2.83           | 6.10    | 5.76                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |                          |
| NGO :  | 330    | 1.60           | 1.21    | 1.78                     |
| HOST GOVERNMENT :                                | 216    | 3.98           | 0.80    | 2.96                     |
| OTHER DEPARTMENT :                               | 429    | 2.83           | 2.15    | 3.15                     |
| PROVINCES/MUNICIPALITIES :                       | 402    | 3.59           | 1.68    | 3.30                     |
| J. ADMINISTRATION:                               |        |                |         |                          |
| PROGRAM MANAGEMENT & ADMIN. :                    |        | 9.62           | 2.98    | 7.84                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 6.09           | 6.01    | 7.69                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 4.49           | 0.80    | 3.27                     |
| ***** TOTALS *****                               |        | 99.91          | 99.90   | 127.00                   |

NUMBER OF BUSINESS VISITORS FROM CANADA : 3019  
FROM TERRIT : 2093

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 271

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 61  
- LOCALLY-ENGAGED : 66

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : BELGRADE

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 156    | 19.00                    | 17.50   | 0.73                     |
| FROM TERRITORIES :                               | 110    | 7.50                     | 17.50   | 0.50                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 55     | 19.00                    | 6.50    | 0.51                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 1      | 5.00                     | 2.50    | 0.15                     |
| MISSIONS :                                       | 0      | 0.00                     | 0.00    | 0.00                     |
| CONFERENCE SEMINARS :                            | 1      | 4.00                     | 3.50    | 0.15                     |
| OTHER :  | 0      | 0.00                     | 0.00    | 0.00                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 5      | 5.00                     | 2.50    | 0.15                     |
| POST INITIATED :                                 | 14     | 7.50                     | 5.00    | 0.25                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00                     | 0.00    | 0.00                     |
| F. INVESTMENT ENQUIRIES FROM CANADA :            | 2      | 1.50                     | 1.00    | 0.05                     |
| FROM TERRITORIES :                               | 2      | 0.00                     | 1.00    | 0.02                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00                     | 16.50   | 0.33                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 2      | 2.50                     | 1.50    | 0.08                     |
| HOST GOVERNMENT :                                | 0      | 0.00                     | 0.00    | 0.00                     |
| OTHER DEPARTMENT :                               | 2      | 2.50                     | 2.50    | 0.10                     |
| PROVINCES/MUNICIPALITIES :                       | 2      | 1.50                     | 2.50    | 0.08                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 10.00                    | 0.00    | 0.20                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 10.00                    | 17.50   | 0.55                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 5.00                     | 2.50    | 0.15                     |
| ***** TOTALS *****                               |        | 100.00                   | 100.00  | 4.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 29  
FROM TERRIT : 75

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

90/04/05

POST : BUCHAREST

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :     | 52     | 4.00           | 11.50   | 0.27       |
| FROM TERRITORIES :                                 | 24     | 1.00           | 4.00    | 0.09       |
| B. VISITS TO CLIENTS IN TERRITORY :                | 95     | 14.00          | 10.00   | 0.34       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS         |        |                |         |            |
| FAIRS :  | 1      | 9.00           | 11.00   | 0.31       |
| MISSIONS :   | 1      | 4.00           | 7.50    | 0.19       |
| CONFERENCE SEMINARS :                              | 1      | 0.00           | 3.50    | 0.07       |
| OTHER :  | 0      | 0.00           | 0.00    | 0.00       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :     | 2      | 0.00           | 4.00    | 0.08       |
| POST INITIATED :                                   | 25     | 11.00          | 5.00    | 0.21       |
| E. COMMUNICATIONS ACTIVITIES :                     | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES                            |        |                |         |            |
| FROM CANADA :                                      | 0      | 0.00           | 0.00    | 0.00       |
| FROM TERRITORIES :                                 | 0      | 0.00           | 0.00    | 0.00       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :   | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                             | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIPATION IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 0.00    | 0.00       |
| I. SERVICE REQUESTS FM GOV'T SOURCES               |        |                |         |            |
| NGO :  | 2      | 2.00           | 1.00    | 0.04       |
| HOST GOVERNMENT :                                  | 15     | 4.00           | 7.00    | 0.18       |
| OTHER DEPARTMENT :                                 | 1      | 0.00           | 2.00    | 0.04       |
| PROVINCES/MUNICIPALITIES :                         | 0      | 1.00           | 2.00    | 0.05       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:    |        | 25.00          | 15.50   | 0.56       |
| LEAVE, PROFESSIONAL DEVELOP :                      |        | 0.00           | 8.00    | 0.16       |
| K. SERVICE TO OTHER MISSION PROGRAMS :             |        | 25.00          | 8.00    | 0.41       |
| ***** TOTALS *****                                 |        | 100.00         | 100.00  | 3.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 46  
FROM TERRIT : 63

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : BUDAPEST

|   | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|---|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 192    | 20.00                    | 33.00   | 0.53                     |
| FROM TERRITORIES :                                | 173    | 10.00                    | 10.00   | 0.20                     |
| B. VISITS TO CLIENTS IN TERRITORY :               | 113    | 17.00                    | 15.00   | 0.32                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                          |         |                          |
| FAIRS :   | 2      | 10.00                    | 5.00    | 0.15                     |
| MISSIONS :  | 2      | 5.00                     | 6.00    | 0.11                     |
| CONFERENCE SEMINARS :                             | 0      | 0.00                     | 0.00    | 0.00                     |
| OTHER :   | 14     | 0.00                     | 3.00    | 0.03                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 15     | 16.00                    | 11.00   | 0.27                     |
| POST INITIATED :                                  | 4      | 1.00                     | 0.00    | 0.01                     |
| E. COMMUNICATIONS ACTIVITIES :                    | 0      | 0.00                     | 0.00    | 0.00                     |
| F. INVESTMENT ENQUIRIES                           |        |                          |         |                          |
| FROM CANADA :                                     | 24     | 5.00                     | 1.00    | 0.06                     |
| FROM TERRITORIES :                                | 18     | 3.00                     | 0.00    | 0.03                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                            | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00                     | 0.00    | 0.00                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                          |         |                          |
| NGO :   | 0      | 0.00                     | 0.00    | 0.00                     |
| HOST GOVERNMENT :                                 | 6      | 1.00                     | 1.00    | 0.02                     |
| OTHER DEPARTMENT :                                | 17     | 3.00                     | 0.00    | 0.03                     |
| PROVINCES/MUNICIPALITIES :                        | 9      | 2.00                     | 0.00    | 0.02                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 5.00                     | 3.00    | 0.08                     |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 0.00                     | 12.00   | 0.12                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 2.00                     | 0.00    | 0.02                     |
| ***** TOTALS *****                                |        | 100.00                   | 100.00  | 2.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 130  
FROM TERRIT : 128

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 7

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : MOSCOW

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 754    | 35.00          | 60.00   | 2.25       |
| FROM TERRITORIES :                               | 163    | 4.00           | 38.00   | 0.88       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 68     | 5.00           | 0.00    | 0.15       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :  | 1      | 2.00           | 0.00    | 0.06       |
| MISSIONS :                                       | 25     | 15.00          | 0.00    | 0.45       |
| CONFERENCE SEMINARS :                            | 0      | 0.00           | 0.00    | 0.00       |
| OTHER :  | 0      | 0.00           | 0.00    | 0.00       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 34     | 5.00           | 0.00    | 0.15       |
| POST INITIATED :                                 | 3      | 0.00           | 0.00    | 0.00       |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                    | 5      | 1.00           | 0.00    | 0.03       |
| FROM TERRITORIES :                               | 0      | 0.00           | 0.00    | 0.00       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                           | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 0.00    | 0.00       |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :  | 24     | 9.00           | 0.00    | 0.27       |
| HOST GOVERNMENT :                                | 18     | 3.00           | 0.00    | 0.09       |
| OTHER DEPARTMENT :                               | 27     | 3.00           | 0.00    | 0.09       |
| PROVINCES/MUNICIPALITIES :                       | 0      | 0.00           | 0.00    | 0.00       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 6.00           | 0.00    | 0.18       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 4.00           | 2.00    | 0.16       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 8.00           | 0.00    | 0.24       |
| ***** TOTALS *****                               |        | 100.00         | 100.00  | 5.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 389  
FROM TERRIT : 35

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 13

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : PRAGUE

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 90     | 10.00          | 35.00   | 0.80       |
| FROM TERRITORIES :                               | 245    | 12.00          | 30.00   | 0.72       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 103    | 15.00          | 13.00   | 0.41       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :  | 0      | 0.00           | 0.00    | 0.00       |
| MISSIONS :                                       | 1      | 0.00           | 1.00    | 0.02       |
| CONFERENCE SEMINARS :                            | 0      | 0.00           | 0.00    | 0.00       |
| OTHER :  | 0      | 0.00           | 0.00    | 0.00       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 1      | 4.00           | 0.00    | 0.04       |
| POST INITIATED :                                 | 7      | 10.00          | 2.50    | 0.15       |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                    | 0      | 0.00           | 0.00    | 0.00       |
| FROM TERRITORIES :                               | 2      | 0.00           | 1.00    | 0.02       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                           | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 3.00           | 1.50    | 0.06       |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :  | 4      | 2.00           | 1.00    | 0.04       |
| HOST GOVERNMENT :                                | 9      | 5.00           | 1.50    | 0.08       |
| OTHER DEPARTMENT :                               | 4      | 1.00           | 0.00    | 0.01       |
| PROVINCES/MUNICIPALITIES :                       | 5      | 3.00           | 1.00    | 0.05       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 8.00           | 4.00    | 0.16       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 22.00          | 7.50    | 0.37       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 5.00           | 1.00    | 0.07       |
| ***** TOTALS *****                               |        | 100.00         | 100.00  | 3.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 19  
FROM TERRIT : 65

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : WARSAW

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME<br>PERSON-QTR |
|--|--------|----------------|---------|--------------------------|
|  |        | CANADA         | LOC-ENG |                          |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 115    | 6.00           | 13.00   | 0.32                     |
| FROM TERRITORIES :                               | 70     | 1.00           | 9.50    | 0.20                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 116    | 15.00          | 12.50   | 0.40                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |                          |
| FAIRS :  | 2      | 6.00           | 3.00    | 0.12                     |
| MISSIONS :                                       | 2      | 9.00           | 0.00    | 0.09                     |
| CONFERENCE SEMINARS :                            | 2      | 4.00           | 2.50    | 0.09                     |
| OTHER :  | 153    | 2.00           | 26.00   | 0.54                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 54     | 7.00           | 11.50   | 0.30                     |
| POST INITIATED :                                 | 22     | 3.00           | 1.00    | 0.05                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 39     | 4.00           | 0.00    | 0.04                     |
| F. INVESTMENT ENQUIRIES                          |        |                |         |                          |
| FROM CANADA :                                    | 9      | 1.00           | 1.50    | 0.04                     |
| FROM TERRITORIES :                               | 43     | 0.00           | 6.50    | 0.13                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 10     | 0.00           | 2.50    | 0.05                     |
| CONNECTIONS ARRANGED :                           | 3      | 0.00           | 0.50    | 0.01                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 0.00    | 0.00                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |                          |
| NGO :  | 0      | 0.00           | 0.00    | 0.00                     |
| HOST GOVERNMENT :                                | 0      | 0.00           | 0.00    | 0.00                     |
| OTHER DEPARTMENT :                               | 0      | 0.00           | 0.00    | 0.00                     |
| PROVINCES/MUNICIPALITIES :                       | 0      | 0.00           | 0.00    | 0.00                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. : |        | 34.00          | 8.50    | 0.51                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 5.00           | 1.50    | 0.08                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 3.00           | 0.00    | 0.03                     |
| ***** TOTALS *****                               |        | 100.00         | 100.00  | 3.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 32  
FROM TERRIT : 22

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

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



TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : ANKARA

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME<br>PERSON-QTR |
|---|--------|----------------|---------|--------------------------|
|   |        | CANADA         | LOC-ENG |                          |
| A.EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 307    | 15.00          | 43.00   | 1.16                     |
| FROM TERRITORIES :                              | 195    | 12.00          | 23.00   | 0.70                     |
| B.VISITS TO CLIENTS IN TERRITORY :              | 100    | 21.00          | 4.00    | 0.50                     |
| C.EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |                          |
| FAIRS :   | 2      | 1.00           | 0.00    | 0.02                     |
| MISSIONS :                                      | 1      | 1.00           | 0.00    | 0.02                     |
| CONFERENCE SEMINARS :                           | 2      | 2.00           | 0.00    | 0.04                     |
| OTHER :   | 0      | 0.00           | 0.00    | 0.00                     |
| D.COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 5      | 0.00           | 3.00    | 0.06                     |
| POST INITIATED :                                | 12     | 5.00           | 5.00    | 0.20                     |
| E.COMMUNICATIONS ACTIVITIES :                   | 3      | 1.00           | 0.00    | 0.02                     |
| F.INVESTMENT ENQUIRIES                          |        |                |         |                          |
| FROM CANADA :                                   | 5      | 3.00           | 1.00    | 0.08                     |
| FROM TERRITORIES :                              | 15     | 5.00           | 0.00    | 0.10                     |
| G.TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                          | 2      | 5.00           | 0.00    | 0.10                     |
| H.PARTICPT'N IN PROG-REL EVENTS OUTSIDE POST :  |        | 0.00           | 16.00   | 0.32                     |
| I.SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |                          |
| NGO :   | 4      | 0.00           | 2.00    | 0.04                     |
| HOST GOVERNMENT :                               | 5      | 2.00           | 0.00    | 0.04                     |
| OTHER DEPARTMENT :                              | 8      | 3.00           | 0.00    | 0.06                     |
| PROVINCES/MUNICIPALITIES :                      | 8      | 5.00           | 0.00    | 0.10                     |
| J.ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 5.00           | 0.00    | 0.10                     |
| LEAVE, PROFESSIONAL DEVELOP :                   |        | 12.00          | 3.00    | 0.30                     |
| K.SERVICE TO OTHER MISSION PROGRAMS :           |        | 2.00           | 0.00    | 0.04                     |
| ***** TOTALS *****                              |        | 100.00         | 100.00  | 4.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 65  
FROM TERRIT : 51

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : ATHENS

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 306    | 10.00                    | 43.50   | 0.97                     |
| FROM TERRITORIES :                               | 291    | 10.00                    | 18.00   | 0.46                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 114    | 12.00                    | 20.00   | 0.52                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 1      | 0.00                     | 1.00    | 0.02                     |
| MISSIONS :                                       | 1      | 0.00                     | 1.00    | 0.02                     |
| CONFERENCE SEMINARS :                            | 0      | 0.00                     | 0.00    | 0.00                     |
| OTHER :  | 4      | 2.00                     | 1.00    | 0.04                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 11     | 10.00                    | 1.00    | 0.12                     |
| POST INITIATED :                                 | 0      | 0.00                     | 0.00    | 0.00                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00                     | 0.00    | 0.00                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 2      | 2.00                     | 0.00    | 0.02                     |
| FROM TERRITORIES :                               | 1      | 1.00                     | 0.00    | 0.01                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 6      | 2.00                     | 0.00    | 0.02                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 25.00                    | 0.00    | 0.25                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 7      | 5.00                     | 0.00    | 0.05                     |
| HOST GOVERNMENT :                                | 2      | 2.00                     | 0.00    | 0.02                     |
| OTHER DEPARTMENT :                               | 0      | 0.00                     | 0.00    | 0.00                     |
| PROVINCES/MUNICIPALITIES :                       | 0      | 2.00                     | 0.00    | 0.02                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 15.00                    | 0.00    | 0.15                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 0.00                     | 14.50   | 0.29                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 2.00                     | 0.00    | 0.02                     |
| ***** TOTALS *****                               |        | 100.00                   | 100.00  | 3.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 32  
FROM TERRIT : 74

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : BERNE

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 348    | 12.50          | 19.50   | 0.64       |
| FROM TERRITORIES :                               | 463    | 9.50           | 23.50   | 0.66       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 73     | 22.00          | 5.50    | 0.55       |
| C. EXPORT/TRADE/POLICY FAIRS :                   | 8      | 5.50           | 15.00   | 0.41       |
| PROJECTS AND EVENTS MISSIONS :                   | 9      | 1.00           | 3.00    | 0.08       |
| CONFERENCE SEMINARS :                            | 5      | 4.00           | 0.00    | 0.08       |
| OTHER :  | 11     | 2.50           | 5.00    | 0.15       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 4      | 2.50           | 2.00    | 0.09       |
| POST INITIATED :                                 | 17     | 3.50           | 0.00    | 0.07       |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES FROM CANADA :            | 11     | 3.50           | 1.50    | 0.10       |
| FROM TERRITORIES :                               | 52     | 4.50           | 1.00    | 0.11       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 6      | 2.00           | 3.00    | 0.10       |
| CONNECTIONS ARRANGED :                           | 1      | 3.00           | 1.00    | 0.08       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 0.00    | 0.00       |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :       | 2      | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                                | 1      | 0.00           | 0.00    | 0.00       |
| OTHER DEPARTMENT :                               | 4      | 0.00           | 4.00    | 0.08       |
| PROVINCES/MUNICIPALITIES :                       | 4      | 0.00           | 0.00    | 0.00       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. : |        | 10.50          | 1.50    | 0.24       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 8.50           | 14.50   | 0.46       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 5.00           | 0.00    | 0.10       |
| ***** TOTALS *****                               |        | 100.00         | 100.00  | 4.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 69  
FROM TERRIT : 152

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 11

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : BONN

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 157    | 14.80                    | 11.50   | 1.20                     |
| FROM TERRITORIES :                               | 63     | 8.00                     | 7.00    | 0.68                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 98     | 17.20                    | 18.50   | 1.60                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 4      | 4.00                     | 0.00    | 0.20                     |
| MISSIONS :                                       | 3      | 1.40                     | 0.00    | 0.07                     |
| CONFERENCE SEMINARS :                            | 5      | 5.60                     | 0.00    | 0.28                     |
| OTHER :  | 3      | 1.60                     | 0.00    | 0.08                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 28     | 9.00                     | 0.00    | 0.45                     |
| POST INITIATED :                                 | 29     | 9.00                     | 0.00    | 0.45                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 5      | 0.40                     | 2.00    | 0.10                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 45     | 1.00                     | 5.00    | 0.25                     |
| FROM TERRITORIES :                               | 135    | 7.00                     | 22.50   | 1.25                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 7      | 1.00                     | 0.00    | 0.05                     |
| CONNECTIONS ARRANGED :                           | 21     | 1.00                     | 0.00    | 0.05                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00                     | 11.50   | 0.46                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 0      | 0.00                     | 0.00    | 0.00                     |
| HOST GOVERNMENT :                                | 15     | 4.00                     | 0.50    | 0.22                     |
| OTHER DEPARTMENT :                               | 27     | 8.00                     | 6.50    | 0.66                     |
| PROVINCES/MUNICIPALITIES :                       | 23     | 1.80                     | 6.50    | 0.35                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. : |        | 4.20                     | 0.00    | 0.21                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 0.60                     | 8.00    | 0.35                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.40                     | 0.50    | 0.04                     |
| ***** TOTALS *****                               |        | 100.00                   | 100.00  | 9.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 47  
FROM TERRIT : 15

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : BRUSSELS

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 195    | 12.33                    | 22.50   | 0.82                     |
| FROM TERRITORIES :                               | 234    | 12.00                    | 18.50   | 0.73                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 30     | 10.00                    | 11.00   | 0.52                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 6      | 4.00                     | 6.00    | 0.24                     |
| MISSIONS :                                       | 3      | 2.66                     | 4.00    | 0.16                     |
| CONFERENCE SEMINARS :                            | 2      | 1.33                     | 1.50    | 0.07                     |
| OTHER :  | 2      | 0.66                     | 1.00    | 0.04                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 12     | 6.33                     | 2.00    | 0.23                     |
| POST INITIATED :                                 | 18     | 5.00                     | 2.00    | 0.19                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 1.33                     | 1.00    | 0.06                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 12     | 5.33                     | 2.50    | 0.21                     |
| FROM TERRITORIES :                               | 9      | 3.00                     | 2.00    | 0.13                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 34     | 6.00                     | 6.00    | 0.30                     |
| CONNECTIONS ARRANGED :                           | 7      | 2.66                     | 5.00    | 0.18                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 2.00                     | 1.50    | 0.09                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 4      | 2.33                     | 1.00    | 0.09                     |
| HOST GOVERNMENT :                                | 6      | 4.33                     | 2.50    | 0.18                     |
| OTHER DEPARTMENT :                               | 4      | 2.00                     | 1.00    | 0.08                     |
| PROVINCES/MUNICIPALITIES :                       | 16     | 6.66                     | 3.00    | 0.26                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 5.00                     | 0.00    | 0.15                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 5.00                     | 6.00    | 0.27                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00                     | 0.00    | 0.00                     |
| ***** TOTALS *****                               |        | 99.95                    | 100.00  | 5.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 38  
FROM TERRIT : 74

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : COPENHAGEN

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 94     | 5.00                     | 18.00   | 0.59                     |
| FROM TERRITORIES :                               | 136    | 3.00                     | 7.66    | 0.26                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 57     | 10.00                    | 8.33    | 0.35                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 4      | 4.00                     | 6.00    | 0.22                     |
| MISSIONS :                                       | 7      | 5.00                     | 26.66   | 0.85                     |
| CONFERENCE SEMINARS :                            | 0      | 8.00                     | 0.00    | 0.08                     |
| OTHER :  | 0      | 1.00                     | 0.00    | 0.01                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 20     | 8.00                     | 1.33    | 0.12                     |
| POST INITIATED :                                 | 10     | 6.00                     | 1.33    | 0.10                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00                     | 0.00    | 0.00                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 3      | 0.00                     | 1.66    | 0.05                     |
| FROM TERRITORIES :                               | 2      | 2.00                     | 1.66    | 0.07                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 16     | 3.00                     | 5.00    | 0.18                     |
| CONNECTIONS ARRANGED :                           | 35     | 0.00                     | 5.66    | 0.17                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 8.00                     | 6.66    | 0.28                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 0      | 0.00                     | 0.00    | 0.00                     |
| HOST GOVERNMENT :                                | 2      | 1.00                     | 0.00    | 0.01                     |
| OTHER DEPARTMENT :                               | 0      | 1.00                     | 0.00    | 0.01                     |
| PROVINCES/MUNICIPALITIES :                       | 6      | 1.00                     | 1.00    | 0.04                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 18.00                    | 3.33    | 0.28                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 12.00                    | 5.66    | 0.29                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 4.00                     | 0.00    | 0.04                     |
| ***** TOTALS *****                               |        | 100.00                   | 99.94   | 4.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 108  
FROM TERRIT : 9

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 11

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : DUBLIN

|   | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|---|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 199    | 8.00                     | 11.00   | 0.19                     |
| FROM TERRITORIES :                                | 223    | 5.00                     | 9.00    | 0.14                     |
| B. VISITS TO CLIENTS IN TERRITORY :               | 24     | 6.00                     | 2.00    | 0.08                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                          |         |                          |
| FAIRS :   | 2      | 2.00                     | 2.00    | 0.04                     |
| MISSIONS :  | 3      | 10.00                    | 4.00    | 0.14                     |
| CONFERENCE SEMINARS :                             | 1      | 4.00                     | 1.00    | 0.05                     |
| OTHER :   | 2      | 3.00                     | 10.00   | 0.13                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 20     | 10.00                    | 4.00    | 0.14                     |
| POST INITIATED :                                  | 16     | 8.00                     | 4.00    | 0.12                     |
| E. COMMUNICATIONS ACTIVITIES :                    | 5      | 5.00                     | 3.00    | 0.08                     |
| F. INVESTMENT ENQUIRIES                           |        |                          |         |                          |
| FROM CANADA :                                     | 6      | 2.00                     | 2.00    | 0.04                     |
| FROM TERRITORIES :                                | 6      | 3.00                     | 2.00    | 0.05                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 3      | 1.00                     | 1.00    | 0.02                     |
| CONNECTIONS ARRANGED :                            | 1      | 1.00                     | 1.00    | 0.02                     |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 2.00                     | 32.00   | 0.34                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                          |         |                          |
| NGO :   | 4      | 2.00                     | 1.00    | 0.03                     |
| HOST GOVERNMENT :                                 | 8      | 4.00                     | 3.00    | 0.07                     |
| OTHER DEPARTMENT :                                | 15     | 9.00                     | 3.00    | 0.12                     |
| PROVINCES/MUNICIPALITIES :                        | 13     | 6.00                     | 4.00    | 0.10                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 4.00                     | 0.00    | 0.04                     |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 0.00                     | 1.00    | 0.01                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 5.00                     | 0.00    | 0.05                     |
| ***** TOTALS *****                                |        | 100.00                   | 100.00  | 2.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 37  
FROM TERRIT : 252

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : DUSSELDORF

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME<br>PERSON-QTR |
|--|--------|----------------|---------|--------------------------|
|  |        | CANADA         | LOC-ENG |                          |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 311    | 8.33           | 32.00   | 1.21                     |
| FROM TERRITORIES :                               | 224    | 8.33           | 18.33   | 0.80                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 40     | 8.33           | 4.33    | 0.38                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |                          |
| FAIRS :  | 6      | 4.66           | 14.66   | 0.58                     |
| MISSIONS :                                       | 6      | 4.66           | 10.66   | 0.46                     |
| CONFERENCE SEMINARS :                            | 1      | 2.66           | 0.00    | 0.08                     |
| OTHER :  | 0      | 0.00           | 0.00    | 0.00                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 6      | 2.33           | 0.33    | 0.08                     |
| POST INITIATED :                                 | 30     | 10.33          | 0.33    | 0.32                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 4      | 1.66           | 0.00    | 0.05                     |
| F. INVESTMENT ENQUIRIES                          |        |                |         |                          |
| FROM CANADA :                                    | 3      | 0.33           | 0.00    | 0.01                     |
| FROM TERRITORIES :                               | 11     | 1.00           | 0.33    | 0.04                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 9      | 0.00           | 2.00    | 0.06                     |
| CONNECTIONS ARRANGED :                           | 3      | 0.00           | 0.33    | 0.01                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 5.00           | 11.33   | 0.49                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |                          |
| NGO :  | 0      | 0.00           | 0.00    | 0.00                     |
| HOST GOVERNMENT :                                | 0      | 0.00           | 0.00    | 0.00                     |
| OTHER DEPARTMENT :                               | 61     | 1.00           | 4.00    | 0.15                     |
| PROVINCES/MUNICIPALITIES :                       | 29     | 1.33           | 0.66    | 0.06                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 13.33          | 0.00    | 0.40                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 23.33          | 0.66    | 0.72                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 3.33           | 0.00    | 0.10                     |
| ***** TOTALS *****                               |        | 99.94          | 99.95   | 6.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 184  
FROM TERRIT : 35

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 39

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



TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : HELSINKI

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 174    | 20.00          | 26.00   | 0.72       |
| FROM TERRITORIES :                               | 280    | 8.00           | 20.50   | 0.49       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 32     | 8.00           | 4.50    | 0.17       |
| C. EXPORT/TRADE/POLICY FAIRS :                   | 4      | 0.00           | 4.00    | 0.08       |
| PROJECTS AND EVENTS MISSIONS :                   | 4      | 10.00          | 8.00    | 0.26       |
| CONFERENCE SEMINARS :                            | 1      | 10.00          | 3.00    | 0.16       |
| OTHER :  | 0      | 0.00           | 0.00    | 0.00       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 12     | 5.00           | 2.00    | 0.09       |
| POST INITIATED :                                 | 15     | 5.00           | 2.50    | 0.10       |
| E. COMMUNICATIONS ACTIVITIES :                   | 2      | 2.00           | 0.50    | 0.03       |
| F. INVESTMENT ENQUIRIES FROM CANADA :            | 8      | 4.00           | 1.50    | 0.07       |
| FROM TERRITORIES :                               | 11     | 8.00           | 1.50    | 0.11       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 4      | 1.00           | 1.00    | 0.03       |
| CONNECTIONS ARRANGED :                           | 2      | 1.00           | 0.50    | 0.02       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 15.00   | 0.30       |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :       | 1      | 5.00           | 1.50    | 0.08       |
| HOST GOVERNMENT :                                | 0      | 0.00           | 0.00    | 0.00       |
| OTHER DEPARTMENT :                               | 1      | 2.00           | 1.50    | 0.05       |
| PROVINCES/MUNICIPALITIES :                       | 2      | 5.00           | 1.50    | 0.08       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 3.00           | 0.00    | 0.03       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 3.00           | 5.00    | 0.13       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00           | 0.00    | 0.00       |
| ***** TOTALS *****                               |        | 100.00         | 100.00  | 3.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 87  
FROM TERRIT : 32

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : LISBON

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 74     | 9.00                     | 36.00   | 0.45                     |
| FROM TERRITORIES :                               | 42     | 12.00                    | 8.00    | 0.20                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 15     | 8.00                     | 3.00    | 0.11                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 0      | 0.00                     | 0.00    | 0.00                     |
| MISSIONS :                                       | 3      | 15.00                    | 9.00    | 0.24                     |
| CONFERENCE SEMINARS :                            | 3      | 5.00                     | 4.00    | 0.09                     |
| OTHER :  | 0      | 0.00                     | 0.00    | 0.00                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 6      | 0.00                     | 21.00   | 0.21                     |
| POST INITIATED :                                 | 4      | 2.00                     | 1.00    | 0.03                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00                     | 0.00    | 0.00                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 1      | 0.00                     | 0.00    | 0.00                     |
| FROM TERRITORIES :                               | 1      | 0.00                     | 0.00    | 0.00                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICPT'N IN PROG-REL EVENTS OUTSIDE POST :  |        | 0.00                     | 0.00    | 0.00                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 8      | 2.00                     | 6.00    | 0.08                     |
| HOST GOVERNMENT :                                | 4      | 2.00                     | 0.00    | 0.02                     |
| OTHER DEPARTMENT :                               | 17     | 5.00                     | 12.00   | 0.17                     |
| PROVINCES/MUNICIPALITIES :                       | 4      | 4.00                     | 0.00    | 0.04                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 4.00                     | 0.00    | 0.04                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 26.00                    | 0.00    | 0.26                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 6.00                     | 0.00    | 0.06                     |
| ***** TOTALS *****                               |        | 100.00                   | 100.00  | 2.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 30  
FROM TERRIT : 43

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : LONDON

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 536    | 10.55                    | 28.00   | 2.63                     |
| FROM TERRITORIES :                               | 2128   | 10.00                    | 23.00   | 2.28                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 151    | 6.88                     | 7.83    | 1.09                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 6      | 1.11                     | 5.83    | 0.45                     |
| MISSIONS :                                       | 15     | 3.11                     | 1.16    | 0.35                     |
| CONFERENCE SEMINARS :                            | 39     | 4.33                     | 0.33    | 0.41                     |
| OTHER :  | 14     | 0.77                     | 0.33    | 0.09                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 105    | 10.66                    | 0.50    | 0.99                     |
| POST INITIATED :                                 | 107    | 11.11                    | 2.50    | 1.15                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 7      | 0.77                     | 0.33    | 0.09                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 45     | 1.88                     | 0.16    | 0.18                     |
| FROM TERRITORIES :                               | 72     | 3.44                     | 0.50    | 0.34                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 6.11                     | 4.66    | 0.83                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 218    | 2.44                     | 3.33    | 0.42                     |
| HOST GOVERNMENT :                                | 69     | 17.11                    | 1.66    | 1.64                     |
| OTHER DEPARTMENT :                               | 77     | 2.66                     | 1.83    | 0.35                     |
| PROVINCES/MUNICIPALITIES :                       | 71     | 1.44                     | 2.00    | 0.25                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 4.44                     | 7.16    | 0.83                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 0.55                     | 7.16    | 0.48                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.55                     | 1.66    | 0.15                     |
| ***** TOTALS *****                               |        | 99.91                    | 99.93   | 15.00                    |

NUMBER OF BUSINESS VISITORS FROM CANADA : 257  
FROM TERRIT : 245

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 60

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 9  
- LOCALLY-ENGAGED : 6

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : MADRID

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 300    | 10.00                    | 20.00   | 1.00                     |
| FROM TERRITORIES :                               | 549    | 17.50                    | 21.25   | 1.20                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 143    | 12.50                    | 16.25   | 0.90                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 2      | 0.00                     | 2.00    | 0.08                     |
| MISSIONS :                                       | 2      | 0.00                     | 2.50    | 0.10                     |
| CONFERENCE SEMINARS :                            | 2      | 2.50                     | 1.25    | 0.10                     |
| OTHER :  | 2      | 5.00                     | 6.25    | 0.35                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 12     | 0.00                     | 2.50    | 0.10                     |
| POST INITIATED :                                 | 0      | 0.00                     | 0.00    | 0.00                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 8      | 5.00                     | 2.50    | 0.20                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 5      | 2.50                     | 3.00    | 0.17                     |
| FROM TERRITORIES :                               | 9      | 2.50                     | 5.00    | 0.25                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 5      | 0.00                     | 2.00    | 0.08                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 2.50    | 0.10                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 2.50                     | 1.25    | 0.10                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 2      | 2.50                     | 1.25    | 0.10                     |
| HOST GOVERNMENT :                                | 9      | 0.00                     | 2.00    | 0.08                     |
| OTHER DEPARTMENT :                               | 5      | 2.50                     | 2.50    | 0.15                     |
| PROVINCES/MUNICIPALITIES :                       | 9      | 5.00                     | 1.00    | 0.14                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 22.50                    | 1.25    | 0.50                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 0.00                     | 2.50    | 0.10                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 7.50                     | 1.25    | 0.20                     |
| ***** TOTALS *****                               |        | 100.00                   | 100.00  | 6.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 78  
FROM TERRIT : 205

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 14

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

90/04/05

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : MILAN

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME<br>PERSON-QTR |
|--|--------|----------------|---------|--------------------------|
|  |        | CANADA         | LOC-ENG |                          |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 252    | 3.66           | 14.33   | 0.54                     |
| FROM TERRITORIES :                               | 196    | 0.66           | 12.66   | 0.40                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 78     | 6.33           | 14.33   | 0.62                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |                          |
| FAIRS :  | 2      | 2.66           | 11.66   | 0.43                     |
| MISSIONS :                                       | 8      | 28.00          | 7.66    | 1.07                     |
| CONFERENCE SEMINARS :                            | 3      | 0.33           | 0.33    | 0.02                     |
| OTHER :  | 0      | 0.00           | 0.00    | 0.00                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 6      | 2.00           | 0.33    | 0.07                     |
| POST INITIATED :                                 | 13     | 4.33           | 2.66    | 0.21                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 8      | 0.33           | 1.66    | 0.06                     |
| F. INVESTMENT ENQUIRIES                          |        |                |         |                          |
| FROM CANADA :                                    | 24     | 2.66           | 0.33    | 0.09                     |
| FROM TERRITORIES :                               | 29     | 5.33           | 0.33    | 0.17                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 35     | 10.33          | 6.66    | 0.51                     |
| CONNECTIONS ARRANGED :                           | 82     | 6.33           | 5.00    | 0.34                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 1.00           | 10.33   | 0.34                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |                          |
| NGO :  | 5      | 1.33           | 0.00    | 0.04                     |
| HOST GOVERNMENT :                                | 5      | 0.66           | 0.00    | 0.02                     |
| OTHER DEPARTMENT :                               | 29     | 3.33           | 0.00    | 0.10                     |
| PROVINCES/MUNICIPALITIES :                       | 37     | 5.66           | 0.00    | 0.17                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 5.66           | 0.00    | 0.17                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 7.00           | 11.66   | 0.56                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 2.33           | 0.00    | 0.07                     |
| ***** TOTALS *****                               |        | 99.92          | 99.93   | 6.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 271  
FROM TERRIT : 72

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 19

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : MUNICH

|   | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|---|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 188    | 8.00                     | 20.00   | 0.64                     |
| FROM TERRITORIES :                                | 129    | 3.00                     | 16.00   | 0.41                     |
| B. VISITS TO CLIENTS IN TERRITORY :               | 45     | 8.00                     | 22.00   | 0.68                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                          |         |                          |
| FAIRS :   | 9      | 5.00                     | 14.00   | 0.43                     |
| MISSIONS :  | 5      | 3.00                     | 0.00    | 0.09                     |
| CONFERENCE SEMINARS :                             | 6      | 3.00                     | 5.00    | 0.19                     |
| OTHER :   | 1      | 0.00                     | 2.00    | 0.04                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 5      | 1.00                     | 0.00    | 0.03                     |
| POST INITIATED :                                  | 11     | 1.00                     | 6.00    | 0.15                     |
| E. COMMUNICATIONS ACTIVITIES :                    | 2      | 0.00                     | 0.00    | 0.00                     |
| F. INVESTMENT ENQUIRIES                           |        |                          |         |                          |
| FROM CANADA :                                     | 50     | 7.00                     | 0.00    | 0.21                     |
| FROM TERRITORIES :                                | 30     | 1.00                     | 4.00    | 0.11                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                            | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00                     | 0.00    | 0.00                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                          |         |                          |
| NGO :   | 0      | 0.00                     | 0.00    | 0.00                     |
| HOST GOVERNMENT :                                 | 0      | 0.00                     | 0.00    | 0.00                     |
| OTHER DEPARTMENT :                                | 5      | 0.00                     | 0.00    | 0.00                     |
| PROVINCES/MUNICIPALITIES :                        | 5      | 9.00                     | 8.00    | 0.43                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 26.00                    | 0.00    | 0.78                     |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 8.00                     | 3.00    | 0.30                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 17.00                    | 0.00    | 0.51                     |
| ***** TOTALS *****                                |        | 100.00                   | 100.00  | 5.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 108  
FROM TERRIT : 38

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 9

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : OSLO

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 310    | 10.00          | 38.66   | 1.36       |
| FROM TERRITORIES :                               | 163    | 7.50           | 21.00   | 0.78       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 105    | 10.00          | 5.33    | 0.36       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :  | 5      | 0.00           | 1.66    | 0.05       |
| MISSIONS :                                       | 5      | 17.50          | 3.33    | 0.45       |
| CONFERENCE SEMINARS :                            | 4      | 8.50           | 15.00   | 0.62       |
| OTHER :  | 5      | 2.50           | 3.66    | 0.16       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 2      | 0.00           | 0.00    | 0.00       |
| POST INITIATED :                                 | 13     | 10.00          | 0.00    | 0.20       |
| E. COMMUNICATIONS ACTIVITIES :                   | 1      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                    | 4      | 2.50           | 0.33    | 0.06       |
| FROM TERRITORIES :                               | 6      | 2.50           | 0.66    | 0.07       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                           | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 11.50          | 0.00    | 0.23       |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :  | 7      | 0.00           | 2.00    | 0.06       |
| HOST GOVERNMENT :                                | 1      | 0.00           | 0.00    | 0.00       |
| OTHER DEPARTMENT :                               | 9      | 0.00           | 4.33    | 0.13       |
| PROVINCES/MUNICIPALITIES :                       | 3      | 0.00           | 0.00    | 0.00       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 10.00          | 0.00    | 0.20       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 7.50           | 4.00    | 0.27       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00           | 0.00    | 0.00       |
| ***** TOTALS *****                               |        | 100.00         | 99.96   | 5.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 56  
FROM TERRIT : 16

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : PARIS

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES                 |        |                |         |            |
| FROM CANADA :                                    | 629    | 16.71          | 23.33   | 3.27       |
| FROM TERRITORIES :                               | 589    | 5.28           | 22.22   | 2.37       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 207    | 8.85           | 6.66    | 1.22       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :  | 57     | 3.85           | 6.55    | 0.86       |
| MISSIONS :                                       | 39     | 9.00           | 3.55    | 0.95       |
| CONFERENCE SEMINARS :                            | 13     | 3.14           | 0.33    | 0.25       |
| OTHER :  | 13     | 2.71           | 0.33    | 0.22       |
| D. COMMERCIAL* ECONOMIC REPORTS                  |        |                |         |            |
| HQ REQUESTED :                                   | 11     | 2.28           | 1.33    | 0.28       |
| POST INITIATED :                                 | 21     | 2.00           | 2.44    | 0.36       |
| E. COMMUNICATIONS ACTIVITIES :                   | 16     | 1.14           | 0.11    | 0.09       |
| F. INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                    | 148    | 3.85           | 1.22    | 0.38       |
| FROM TERRITORIES :                               | 399    | 3.42           | 3.00    | 0.51       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA   |        |                |         |            |
| CONNECTIONS ARRANGED :                           | 107    | 1.28           | 3.55    | 0.41       |
| CONNECTIONS ARRANGED :                           | 86     | 0.42           | 5.66    | 0.54       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.71           | 8.88    | 0.85       |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :  | 19     | 1.14           | 0.66    | 0.14       |
| HOST GOVERNMENT :                                | 26     | 1.57           | 0.33    | 0.14       |
| OTHER DEPARTMENT :                               | 37     | 2.57           | 0.33    | 0.21       |
| PROVINCES/MUNICIPALITIES :                       | 61     | 3.71           | 0.66    | 0.32       |
| J. ADMINISTRATION:                               |        |                |         |            |
| PROGRAM MANAGEMENT & ADMIN.:                     |        | 9.14           | 4.11    | 1.01       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 7.28           | 4.55    | 0.92       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 9.85           | 0.11    | 0.70       |
| ***** TOTALS *****                               |        | 99.90          | 99.91   | 16.00      |

NUMBER OF BUSINESS VISITORS FROM CANADA : 646  
FROM TERRIT : 323

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 32

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 7  
- LOCALLY-ENGAGED : 9



TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

90/04/05

POST : ROME

|  | NUMBER | % OFFICER-TIME CANADA | LOC-ENG | TOTAL-TIME PERSON-QTR |
|--|--------|-----------------------|---------|-----------------------|
| A.EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 781    | 5.66                  | 27.50   | 0.72                  |
| FROM TERRITORIES :                               | 327    | 7.66                  | 25.00   | 0.73                  |
| B.VISITS TO CLIENTS IN TERRITORY :               | 102    | 15.00                 | 10.00   | 0.65                  |
| C.EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                       |         |                       |
| FAIRS :  | 1      | 1.66                  | 0.00    | 0.05                  |
| MISSIONS :                                       | 8      | 25.00                 | 10.00   | 0.95                  |
| CONFERENCE SEMINARS :                            | 4      | 1.66                  | 0.00    | 0.05                  |
| OTHER :  | 3      | 1.66                  | 0.00    | 0.05                  |
| D.COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 19     | 6.66                  | 7.50    | 0.35                  |
| POST INITIATED :                                 | 16     | 6.66                  | 0.00    | 0.20                  |
| E.COMMUNICATIONS ACTIVITIES :                    | 0      | 0.00                  | 0.00    | 0.00                  |
| F.INVESTMENT ENQUIRIES FROM CANADA :             | 9      | 1.00                  | 0.00    | 0.03                  |
| FROM TERRITORIES :                               | 20     | 3.33                  | 0.00    | 0.10                  |
| G.TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00                  | 0.00    | 0.00                  |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                  | 0.00    | 0.00                  |
| H.PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00                  | 0.00    | 0.00                  |
| I.SERVICE REQUESTS FM GOV'T SOURCES              |        |                       |         |                       |
| NGO :  | 8      | 0.66                  | 1.00    | 0.04                  |
| HOST GOVERNMENT :                                | 13     | 2.00                  | 2.00    | 0.10                  |
| OTHER DEPARTMENT :                               | 63     | 4.33                  | 10.00   | 0.33                  |
| PROVINCES/MUNICIPALITIES :                       | 71     | 12.00                 | 0.50    | 0.37                  |
| J.ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 3.33                  | 0.00    | 0.10                  |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 0.00                  | 6.50    | 0.13                  |
| K.SERVICE TO OTHER MISSION PROGRAMS :            |        | 1.66                  | 0.00    | 0.05                  |
| ***** TOTALS *****                               |        | 99.93                 | 100.00  | 5.00                  |

NUMBER OF BUSINESS VISITORS FROM CANADA : 197  
FROM TERRIT : 26

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : HAGUE, THE

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A.EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :     | 155    | 15.66          | 12.50   | 0.97       |
| FROM TERRITORIES :                                | 44     | 2.66           | 5.00    | 0.28       |
| B.VISITS TO CLIENTS IN TERRITORY :                | 61     | 7.66           | 5.50    | 0.45       |
| C.EXPORT/TRADE/POLICY FAIRS :                     | 2      | 0.66           | 0.00    | 0.02       |
| PROJECTS AND EVENTS MISSIONS :                    | 10     | 6.00           | 7.50    | 0.48       |
| CONFERENCE SEMINARS :                             | 3      | 0.66           | 2.75    | 0.13       |
| OTHER :   | 0      | 0.00           | 0.00    | 0.00       |
| D.COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :     | 19     | 7.33           | 2.00    | 0.30       |
| POST INITIATED :                                  | 4      | 4.33           | 0.00    | 0.13       |
| E.COMMUNICATIONS ACTIVITIES :                     | 25     | 5.00           | 1.25    | 0.20       |
| F.INVESTMENT ENQUIRIES FROM CANADA :              | 12     | 0.00           | 2.00    | 0.08       |
| FROM TERRITORIES :                                | 49     | 0.00           | 8.50    | 0.34       |
| G.TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :   | 41     | 0.00           | 12.50   | 0.50       |
| CONNECTIONS ARRANGED :                            | 17     | 0.00           | 6.25    | 0.25       |
| H.PARTICIPATION IN PROG-REL EVENTS OUTSIDE POST : |        | 7.66           | 6.50    | 0.49       |
| I.SERVICE REQUESTS FM GOV'T SOURCES NGO :         | 9      | 0.00           | 4.50    | 0.18       |
| HOST GOVERNMENT :                                 | 2      | 1.66           | 0.00    | 0.05       |
| OTHER DEPARTMENT :                                | 16     | 4.33           | 2.50    | 0.23       |
| PROVINCES/MUNICIPALITIES :                        | 24     | 6.66           | 4.25    | 0.37       |
| J.ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:    |        | 17.33          | 10.00   | 0.92       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 9.00           | 3.50    | 0.41       |
| K.SERVICE TO OTHER MISSION PROGRAMS :             |        | 3.33           | 3.00    | 0.22       |
| ***** TOTALS *****                                |        | 99.93          | 100.00  | 7.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 64  
FROM TERRIT : 43

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 16

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







TRADE TRACKING SYSTEM

98/03/10

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1998

REGION : LATIN AMERICA & CARIBBEAN

LATIN AMERICA & CARIBBEAN

|  | NUMBER | CANADA | LOC-TERR | PERSON-DAY |
|--|--------|--------|----------|------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES                 | 4792   | 16.90  | 23.08    | 13.13      |
| FROM TERRITORIES :                               | 3826   | 9.96   | 26.98    | 8.89       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 4204   | 11.51  | 12.93    | 7.12       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |        |          |            |
| FAINS :  | 36     | 3.13   | 4.48     | 2.23       |
| MISSIONS :                                       | 41     | 5.85   | 4.58     | 3.00       |
| CONFERENCE SEMINARS :                            | 32     | 1.07   | 1.83     | 8.86       |
| OTHER :  | 63     | 0.77   | 1.64     | 8.72       |
| D. COMMERCIAL/ECONOMIC                           |        |        |          |            |
| REQUESTED :                                      | 92     |        | 4.09     | 2.25       |
| INITIATED :                                      | 160    |        | 2.29     | 3.31       |
| E. COMMUNICATIONS ACTIVITY                       |        |        |          |            |
| BRIDGETOWN                                       |        |        |          |            |
| GUATEMALA  |        |        |          |            |
| HAVANA   |        |        |          |            |
| KINGSTON   |        |        |          |            |
| MEXICO   |        |        |          |            |
| PORT OF SPAIN                                    |        |        |          |            |
| SAN JOSE   |        |        |          |            |
| BOGOTA   |        |        | 0.45     | 0.60       |
| BRASILIA   |        |        |          |            |
| BUENOS AIRES                                     |        |        |          |            |
| CARACAS  |        |        |          |            |
| LIMA   |        |        |          |            |
| SANTIAGO   |        |        | 0.32     | 0.38       |
| SAO PAULO  |        |        | 0.20     | 0.44       |
| F. INVESTMENT ENQUIRIES                          |        |        |          |            |
| CANADA :   | 61     |        |          |            |
| TERRITORIES :                                    | 87     |        |          |            |
| G. TECHNOLOGY INFLOW PROGRAM ENQ'S               |        |        |          |            |
| FROM CANADA :                                    | 3      | 0.00   | 0.00     | 0.00       |
| CONNECTIONS ARRANGED :                           | 20     | 0.01   | 0.23     | 0.69       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 3.00   | 3.38     | 3.95       |
| I. SERVICE REQUESTS FROM GOV'T SOURCES           |        |        |          |            |
| HGO :  | 14     | 0.96   | 0.41     | 0.28       |
| HOST GOVERNMENT :                                | 70     | 2.40   | 0.41     | 0.78       |
| OTHER DEPARTMENT :                               | 141    | 2.96   | 1.79     | 0.18       |
| PROVINCES/MUNICIPALITIES :                       | 69     | 1.66   | 1.35     | 0.87       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.   |        | 10.37  | 1.25     | 1.00       |
| LEAVE, PROFESSIONAL DEVELOP.                     |        | 6.81   | 8.54     | 1.72       |
| K. SERVICE TO OTHER MISSION PROGRAMS             |        | 5.28   | 0.45     | 1.87       |
| ***** TOTALS *****                               |        | 88.91  | 39.98    | 53.00      |

NUMBER OF BUSINESS VISITORS FROM CANADA : 657  
FROM TERRIT : 1042

NUMBER OF BENS APPLICATIONS COMPLETED : 60

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 21  
- LOCALLY-ENGAGED : 11

LATIN AMERICA & CENTRAL

LET

BOGOTA  
BRASIA  
BUENOS AIRES  
CARACAS  
LIMA  
SANTIAGO  
SAO PAULO

NET

BRIDGETOWN  
GUATEMALA  
PANAMA  
REYNOLDS  
MEXICO  
PORT AU PRINCE  
SAO PAULO

TRADE TRACKING SYSTEM

90/04/10

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

REGION : LATIN AMERICA & CARIBBEAN

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 4901   | 16.00          | 29.06   | 13.33      |
| FROM TERRITORIES :                               | 3896   | 9.96           | 20.00   | 8.89       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 1204   | 11.51          | 12.93   | 7.12       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :  | 36     | 3.11           | 4.48    | 2.23       |
| MISSIONS :                                       | 41     | 5.85           | 4.58    | 3.00       |
| CONFERENCE SEMINARS :                            | 32     | 1.07           | 1.83    | 0.86       |
| OTHER :  | 63     | 0.77           | 1.64    | 0.72       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 82     | 3.62           | 4.09    | 2.25       |
| POST INITIATED :                                 | 160    | 7.33           | 4.29    | 3.31       |
| E. COMMUNICATIONS ACTIVITIES :                   | 44     | 2.00           | 0.45    | 0.68       |
| F. INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                    | 63     | 0.92           | 0.32    | 0.35       |
| FROM TERRITORIES :                               | 87     | 0.59           | 0.90    | 0.44       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 3      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                           | 20     | 0.03           | 0.25    | 0.09       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 7.00           | 3.38    | 2.94       |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :  | 24     | 0.96           | 0.41    | 0.39       |
| HOST GOVERNMENT :                                | 70     | 2.40           | 0.41    | 0.78       |
| OTHER DEPARTMENT :                               | 141    | 2.96           | 1.25    | 1.19       |
| PROVINCES/MUNICIPALITIES :                       | 69     | 1.66           | 1.35    | 0.87       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 10.37          | 1.29    | 3.20       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 6.51           | 6.54    | 3.79       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 5.29           | 0.45    | 1.57       |
| ***** TOTALS *****                               |        | 99.91          | 99.90   | 58.00      |

NUMBER OF BUSINESS VISITORS FROM CANADA : 657  
FROM TERRIT : 1092

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 60

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 27  
- LOCALLY-ENGAGED : 31



TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : BRIDGETOWN

|  | NUMBER | % OFFICER-TIME CANADA | LOC-ENG | TOTAL-TIME PERSON-QTR |
|--|--------|-----------------------|---------|-----------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 156    | 15.00                 | 40.00   | 0.55                  |
| FROM TERRITORIES :                               | 66     | 5.00                  | 25.00   | 0.30                  |
| B. VISITS TO CLIENTS IN TERRITORY :              | 47     | 10.00                 | 10.00   | 0.20                  |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                       |         |                       |
| FAIRS :  | 0      | 0.00                  | 0.00    | 0.00                  |
| MISSIONS :                                       | 0      | 0.00                  | 0.00    | 0.00                  |
| CONFERENCE SEMINARS :                            | 3      | 10.00                 | 5.00    | 0.15                  |
| OTHER :  | 0      | 0.00                  | 0.00    | 0.00                  |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 1      | 5.00                  | 2.00    | 0.07                  |
| POST INITIATED :                                 | 2      | 5.00                  | 2.00    | 0.07                  |
| E. COMMUNICATIONS ACTIVITIES :                   | 2      | 5.00                  | 0.00    | 0.05                  |
| F. INVESTMENT ENQUIRIES FROM CANADA :            | 5      | 10.00                 | 2.00    | 0.12                  |
| FROM TERRITORIES :                               | 0      | 0.00                  | 0.00    | 0.00                  |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                  | 0.00    | 0.00                  |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                  | 0.00    | 0.00                  |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00                  | 10.00   | 0.10                  |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                       |         |                       |
| NGO :  | 3      | 3.00                  | 1.00    | 0.04                  |
| HOST GOVERNMENT :                                | 1      | 2.00                  | 1.00    | 0.03                  |
| OTHER DEPARTMENT :                               | 4      | 3.00                  | 1.00    | 0.04                  |
| PROVINCES/MUNICIPALITIES :                       | 1      | 2.00                  | 1.00    | 0.03                  |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 10.00                 | 0.00    | 0.10                  |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 0.00                  | 0.00    | 0.00                  |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 15.00                 | 0.00    | 0.15                  |
| ***** TOTALS *****                               |        | 100.00                | 100.00  | 2.00                  |

NUMBER OF BUSINESS VISITORS FROM CANADA : 30  
FROM TERRIT : 10

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : GUATEMALA

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 32     | 0.00           | 20.00   | 0.20       |
| FROM TERRITORIES :                               | 125    | 0.00           | 20.00   | 0.20       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 0      | 0.00           | 15.00   | 0.15       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :  | 1      | 0.00           | 5.00    | 0.05       |
| MISSIONS :                                       | 0      | 0.00           | 0.00    | 0.00       |
| CONFERENCE SEMINARS :                            | 1      | 0.00           | 5.00    | 0.05       |
| OTHER :  | 0      | 0.00           | 0.00    | 0.00       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 0      | 0.00           | 0.00    | 0.00       |
| POST INITIATED :                                 | 0      | 0.00           | 0.00    | 0.00       |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                    | 0      | 0.00           | 0.00    | 0.00       |
| FROM TERRITORIES :                               | 0      | 0.00           | 0.00    | 0.00       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                           | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 0.00    | 0.00       |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :  | 0      | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                                | 0      | 0.00           | 0.00    | 0.00       |
| OTHER DEPARTMENT :                               | 0      | 0.00           | 0.00    | 0.00       |
| PROVINCES/MUNICIPALITIES :                       | 0      | 0.00           | 0.00    | 0.00       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 0.00           | 5.00    | 0.05       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 0.00           | 30.00   | 0.30       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00           | 0.00    | 0.00       |
| ***** TOTALS *****                               |        | 0.00           | 100.00  | 1.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 8  
FROM TERRIT : 42

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : HAVANA

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 440    | 11.00          | 12.00   | 0.46       |
| FROM TERRITORIES :                               | 180    | 3.00           | 6.00    | 0.18       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 100    | 14.00          | 24.00   | 0.76       |
| C. EXPORT/TRADE/POLICY FAIRS :                   | 1      | 7.00           | 7.00    | 0.28       |
| PROJECTS AND EVENTS MISSIONS :                   | 2      | 2.00           | 9.00    | 0.22       |
| CONFERENCE SEMINARS :                            | 1      | 0.00           | 2.00    | 0.04       |
| OTHER :  | 0      | 0.00           | 0.00    | 0.00       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 4      | 5.00           | 10.00   | 0.30       |
| POST INITIATED :                                 | 18     | 10.00          | 12.00   | 0.44       |
| E. COMMUNICATIONS ACTIVITIES :                   | 1      | 1.00           | 0.00    | 0.02       |
| F. INVESTMENT ENQUIRIES FROM CANADA :            | 0      | 0.00           | 0.00    | 0.00       |
| FROM TERRITORIES :                               | 0      | 0.00           | 0.00    | 0.00       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                           | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 16.00          | 2.50    | 0.37       |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :       | 3      | 0.00           | 1.50    | 0.03       |
| HOST GOVERNMENT :                                | 2      | 0.50           | 0.00    | 0.01       |
| OTHER DEPARTMENT :                               | 10     | 1.00           | 2.50    | 0.07       |
| PROVINCES/MUNICIPALITIES :                       | 18     | 2.00           | 2.50    | 0.09       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 20.00          | 8.00    | 0.56       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 7.50           | 1.00    | 0.17       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00           | 0.00    | 0.00       |
| ***** TOTALS *****                               |        | 100.00         | 100.00  | 4.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 26  
FROM TERRIT : 60

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : KINGSTON

|   | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|---|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 482    | 20.00                    | 35.00   | 0.90                     |
| FROM TERRITORIES :                                | 456    | 10.00                    | 32.50   | 0.75                     |
| B. VISITS TO CLIENTS IN TERRITORY :               | 103    | 10.00                    | 7.00    | 0.24                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                          |         |                          |
| FAIRS :   | 5      | 1.00                     | 0.50    | 0.02                     |
| MISSIONS :  | 5      | 1.00                     | 0.50    | 0.02                     |
| CONFERENCE SEMINARS :                             | 3      | 1.00                     | 0.50    | 0.02                     |
| OTHER :   | 22     | 1.00                     | 0.50    | 0.02                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 5      | 5.00                     | 1.50    | 0.08                     |
| POST INITIATED :                                  | 12     | 5.00                     | 2.00    | 0.09                     |
| E. COMMUNICATIONS ACTIVITIES :                    | 8      | 5.00                     | 2.00    | 0.09                     |
| F. INVESTMENT ENQUIRIES FROM CANADA :             | 12     | 1.00                     | 0.50    | 0.02                     |
| FROM TERRITORIES :                                | 13     | 1.00                     | 1.00    | 0.03                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 2      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                            | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 4.00                     | 1.00    | 0.06                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                          |         |                          |
| NGO :   | 10     | 0.00                     | 3.00    | 0.06                     |
| HOST GOVERNMENT :                                 | 11     | 0.00                     | 2.00    | 0.04                     |
| OTHER DEPARTMENT :                                | 14     | 4.00                     | 5.00    | 0.14                     |
| PROVINCES/MUNICIPALITIES :                        | 8      | 4.00                     | 3.00    | 0.10                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 20.00                    | 1.00    | 0.22                     |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 4.00                     | 1.50    | 0.07                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 3.00                     | 0.00    | 0.03                     |
| ***** TOTALS *****                                |        | 100.00                   | 100.00  | 3.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 28  
FROM TERRIT : 69

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

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

TRADE TRACKING SYSTEM

90/04/10

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : MEXICO

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 810    | 20.00                    | 36.00   | 1.88                     |
| FROM TERRITORIES :                               | 839    | 16.00                    | 20.00   | 1.24                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 79     | 9.00                     | 9.00    | 0.63                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 3      | 5.00                     | 5.00    | 0.35                     |
| MISSIONS :                                       | 3      | 4.00                     | 7.00    | 0.37                     |
| CONFERENCE SEMINARS :                            | 1      | 0.00                     | 2.00    | 0.06                     |
| OTHER :  | 17     | 2.00                     | 2.00    | 0.14                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 4      | 0.00                     | 4.00    | 0.12                     |
| POST INITIATED :                                 | 15     | 7.00                     | 1.00    | 0.31                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 2      | 1.00                     | 0.00    | 0.04                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 3      | 0.00                     | 0.00    | 0.00                     |
| FROM TERRITORIES :                               | 11     | 1.00                     | 1.00    | 0.07                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 10     | 0.00                     | 2.00    | 0.06                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 7.00                     | 0.00    | 0.28                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 0      | 0.00                     | 0.00    | 0.00                     |
| HOST GOVERNMENT :                                | 14     | 3.00                     | 1.00    | 0.15                     |
| OTHER DEPARTMENT :                               | 13     | 5.00                     | 1.00    | 0.23                     |
| PROVINCES/MUNICIPALITIES :                       | 0      | 0.00                     | 0.00    | 0.00                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 8.00                     | 3.00    | 0.41                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 5.00                     | 6.00    | 0.38                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 7.00                     | 0.00    | 0.28                     |
| ***** TOTALS *****                               |        | 100.00                   | 100.00  | 7.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 132  
FROM TERRIT : 405

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

90/04/05

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : PORT-OF-SPAIN

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME<br>PERSON-QTR |
|--|--------|----------------|---------|--------------------------|
|  |        | CANADA         | LOC-ENG |                          |
| A.EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 13     | 3.00           | 31.33   | 0.97                     |
| FROM TERRITORIES :                               | 138    | 3.00           | 21.66   | 0.68                     |
| B.VISITS TO CLIENTS IN TERRITORY :               | 81     | 16.00          | 15.33   | 0.62                     |
| C.EXPORT/TRADE/POLICY FAIRS :                    | 2      | 3.00           | 3.33    | 0.13                     |
| PROJECTS AND EVENTS MISSIONS :                   | 1      | 3.00           | 0.00    | 0.03                     |
| CONFERENCE SEMINARS :                            | 2      | 3.00           | 0.00    | 0.03                     |
| OTHER :  | 7      | 0.00           | 8.66    | 0.26                     |
| D.COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 3      | 3.00           | 7.33    | 0.25                     |
| POST INITIATED :                                 | 2      | 2.00           | 0.00    | 0.02                     |
| E.COMMUNICATIONS ACTIVITIES :                    | 0      | 0.00           | 0.00    | 0.00                     |
| F.INVESTMENT ENQUIRIES FROM CANADA :             | 3      | 5.00           | 0.00    | 0.05                     |
| FROM TERRITORIES :                               | 3      | 1.00           | 1.66    | 0.06                     |
| G.TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00           | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00           | 0.00    | 0.00                     |
| H.PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 20.00          | 0.00    | 0.20                     |
| I.SERVICE REQUESTS FM GOV'T SOURCES NGO :        | 0      | 0.00           | 0.00    | 0.00                     |
| HOST GOVERNMENT :                                | 4      | 2.00           | 0.00    | 0.02                     |
| OTHER DEPARTMENT :                               | 14     | 2.00           | 3.33    | 0.12                     |
| PROVINCES/MUNICIPALITIES :                       | 9      | 4.00           | 5.33    | 0.20                     |
| J.ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 13.00          | 0.00    | 0.13                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 10.00          | 2.00    | 0.16                     |
| K.SERVICE TO OTHER MISSION PROGRAMS :            |        | 7.00           | 0.00    | 0.07                     |
| ***** TOTALS *****                               |        | 100.00         | 99.96   | 4.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 33  
FROM TERRIT : 66

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : SAN JOSE

|   | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|---|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 132    | 15.00                    | 20.00   | 0.50                     |
| FROM TERRITORIES :                                | 96     | 7.50                     | 15.00   | 0.30                     |
| B. VISITS TO CLIENTS IN TERRITORY :               | 95     | 8.00                     | 25.00   | 0.41                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                          |         |                          |
| FAIRS :   | 1      | 3.50                     | 20.00   | 0.27                     |
| MISSIONS :  | 3      | 7.50                     | 0.00    | 0.15                     |
| CONFERENCE SEMINARS :                             | 3      | 3.50                     | 0.00    | 0.07                     |
| OTHER :   | 0      | 0.00                     | 0.00    | 0.00                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 5      | 3.50                     | 10.00   | 0.17                     |
| POST INITIATED :                                  | 7      | 7.50                     | 0.00    | 0.15                     |
| E. COMMUNICATIONS ACTIVITIES :                    | 3      | 9.00                     | 0.00    | 0.18                     |
| F. INVESTMENT ENQUIRIES                           |        |                          |         |                          |
| FROM CANADA :                                     | 27     | 1.00                     | 5.00    | 0.07                     |
| FROM TERRITORIES :                                | 20     | 0.00                     | 5.00    | 0.05                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                            | 4      | 0.50                     | 0.00    | 0.01                     |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 10.00                    | 0.00    | 0.20                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                          |         |                          |
| NGO :   | 1      | 0.50                     | 0.00    | 0.01                     |
| HOST GOVERNMENT :                                 | 3      | 3.00                     | 0.00    | 0.06                     |
| OTHER DEPARTMENT :                                | 7      | 5.00                     | 0.00    | 0.10                     |
| PROVINCES/MUNICIPALITIES :                        | 4      | 1.50                     | 0.00    | 0.03                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 8.50                     | 0.00    | 0.17                     |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 0.00                     | 0.00    | 0.00                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 5.00                     | 0.00    | 0.10                     |
| ***** TOTALS *****                                |        | 100.00                   | 100.00  | 3.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 38  
FROM TERRIT : 21

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : BOGOTA

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 371    | 13.00                    | 25.66   | 1.16                     |
| FROM TERRITORIES :                               | 206    | 10.33                    | 29.00   | 1.18                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 48     | 7.33                     | 11.33   | 0.56                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 1      | 0.00                     | 2.33    | 0.07                     |
| MISSIONS :                                       | 3      | 7.00                     | 7.66    | 0.44                     |
| CONFERENCE SEMINARS :                            | 2      | 0.00                     | 0.33    | 0.01                     |
| OTHER :  | 1      | 0.00                     | 0.66    | 0.02                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 5      | 6.33                     | 3.00    | 0.28                     |
| POST INITIATED :                                 | 8      | 11.33                    | 0.66    | 0.36                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 2      | 0.00                     | 0.66    | 0.02                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 0      | 0.00                     | 0.00    | 0.00                     |
| FROM TERRITORIES :                               | 2      | 0.00                     | 1.33    | 0.04                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 2.66                     | 8.33    | 0.33                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 1      | 0.00                     | 0.33    | 0.01                     |
| HOST GOVERNMENT :                                | 3      | 3.33                     | 0.33    | 0.11                     |
| OTHER DEPARTMENT :                               | 3      | 2.33                     | 0.33    | 0.08                     |
| PROVINCES/MUNICIPALITIES :                       | 2      | 1.00                     | 0.33    | 0.04                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 10.66                    | 2.00    | 0.38                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 21.33                    | 2.66    | 0.72                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 3.33                     | 3.00    | 0.19                     |
| ***** TOTALS *****                               |        | 99.96                    | 99.93   | 6.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 0  
FROM TERRIT : 68

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

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



TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : BRASILIA

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 518    | 23.50                    | 26.00   | 0.73                     |
| FROM TERRITORIES :                               | 108    | 7.50                     | 5.00    | 0.20                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 118    | 22.50                    | 2.00    | 0.47                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 0      | 0.00                     | 0.00    | 0.00                     |
| MISSIONS :                                       | 0      | 0.00                     | 0.00    | 0.00                     |
| CONFERENCE SEMINARS :                            | 0      | 0.00                     | 0.00    | 0.00                     |
| OTHER :  | 3      | 0.00                     | 2.00    | 0.02                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 23     | 10.00                    | 0.00    | 0.20                     |
| POST INITIATED :                                 | 37     | 17.50                    | 28.00   | 0.63                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 1      | 0.00                     | 1.00    | 0.01                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 0      | 0.00                     | 0.00    | 0.00                     |
| FROM TERRITORIES :                               | 2      | 0.50                     | 0.00    | 0.01                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00                     | 33.00   | 0.33                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 0      | 0.00                     | 0.00    | 0.00                     |
| HOST GOVERNMENT :                                | 9      | 4.00                     | 1.00    | 0.09                     |
| OTHER DEPARTMENT :                               | 19     | 5.50                     | 2.00    | 0.13                     |
| PROVINCES/MUNICIPALITIES :                       | 1      | 1.50                     | 0.00    | 0.03                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 2.50                     | 0.00    | 0.05                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 4.00                     | 0.00    | 0.08                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 1.00                     | 0.00    | 0.02                     |
| ***** TOTALS *****                               |        | 100.00                   | 100.00  | 3.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 28  
FROM TERRIT : 48

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : BUENOS AIRES

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 235    | 17.00          | 27.00   | 1.15       |
| FROM TERRITORIES :                                | 207    | 4.00           | 12.00   | 0.44       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 108    | 12.00          | 8.00    | 0.48       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 2      | 0.00           | 0.00    | 0.00       |
| MISSIONS :  | 5      | 7.00           | 7.00    | 0.35       |
| CONFERENCE SEMINARS :                             | 4      | 0.00           | 1.00    | 0.03       |
| OTHER :   | 3      | 0.00           | 0.00    | 0.00       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 18     | 1.00           | 5.00    | 0.17       |
| POST INITIATED :                                  | 12     | 7.00           | 0.00    | 0.14       |
| E. COMMUNICATIONS ACTIVITIES :                    | 7      | 2.00           | 1.00    | 0.07       |
| F. INVESTMENT ENQUIRIES                           |        |                |         |            |
| FROM CANADA :                                     | 3      | 0.00           | 0.00    | 0.00       |
| FROM TERRITORIES :                                | 2      | 0.00           | 0.00    | 0.00       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 12.00          | 0.00    | 0.24       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 3      | 1.00           | 0.00    | 0.02       |
| HOST GOVERNMENT :                                 | 17     | 1.00           | 1.00    | 0.05       |
| OTHER DEPARTMENT :                                | 12     | 0.00           | 1.00    | 0.03       |
| PROVINCES/MUNICIPALITIES :                        | 4      | 1.00           | 0.00    | 0.02       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 16.00          | 0.00    | 0.32       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 10.00          | 37.00   | 1.31       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 9.00           | 0.00    | 0.18       |
| ***** TOTALS *****                                |        | 100.00         | 100.00  | 5.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 84  
FROM TERRIT : 94

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : CARACAS

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 411    | 18.33          | 31.33   | 1.49       |
| FROM TERRITORIES :                               | 209    | 10.00          | 19.66   | 0.89       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 112    | 11.66          | 9.66    | 0.64       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :  | 7      | 2.00           | 8.00    | 0.30       |
| MISSIONS :                                       | 4      | 0.33           | 2.33    | 0.08       |
| CONFERENCE SEMINARS :                            | 4      | 1.00           | 0.00    | 0.03       |
| OTHER :  | 4      | 0.00           | 2.33    | 0.07       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 6      | 6.66           | 6.66    | 0.40       |
| POST INITIATED :                                 | 31     | 8.66           | 15.00   | 0.71       |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES FROM CANADA :            | 4      | 0.66           | 0.00    | 0.02       |
| FROM TERRITORIES :                               | 23     | 2.00           | 1.66    | 0.11       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                           | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 9.66           | 0.00    | 0.29       |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :  | 0      | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                                | 0      | 0.00           | 0.00    | 0.00       |
| OTHER DEPARTMENT :                               | 2      | 1.00           | 0.00    | 0.03       |
| PROVINCES/MUNICIPALITIES :                       | 5      | 2.00           | 1.00    | 0.09       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. : |        | 9.33           | 0.66    | 0.30       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 11.66          | 0.00    | 0.35       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 5.00           | 1.66    | 0.20       |
| ***** TOTALS *****                               |        | 99.95          | 99.95   | 6.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 43  
FROM TERRIT : 84

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : LIMA

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 307    | 6.00           | 38.00   | 0.88       |
| FROM TERRITORIES :                               | 338    | 13.00          | 21.00   | 0.68       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 102    | 16.00          | 19.00   | 0.70       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :  | 1      | 0.00           | 1.00    | 0.02       |
| MISSIONS :                                       | 2      | 27.00          | 17.00   | 0.88       |
| CONFERENCE SEMINARS :                            | 0      | 0.00           | 0.00    | 0.00       |
| OTHER :  | 4      | 6.00           | 0.00    | 0.12       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 2      | 1.00           | 3.00    | 0.08       |
| POST INITIATED :                                 | 0      | 0.00           | 0.00    | 0.00       |
| E. COMMUNICATIONS ACTIVITIES :                   | 0      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                    | 0      | 0.00           | 0.00    | 0.00       |
| FROM TERRITORIES :                               | 7      | 1.00           | 1.00    | 0.04       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                           | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 0.00    | 0.00       |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :  | 1      | 10.00          | 0.00    | 0.20       |
| HOST GOVERNMENT :                                | 5      | 9.00           | 0.00    | 0.18       |
| OTHER DEPARTMENT :                               | 0      | 0.00           | 0.00    | 0.00       |
| PROVINCES/MUNICIPALITIES :                       | 0      | 0.00           | 0.00    | 0.00       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 7.00           | 0.00    | 0.14       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 0.00           | 0.00    | 0.00       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 4.00           | 0.00    | 0.08       |
| ***** TOTALS *****                               |        | 100.00         | 100.00  | 4.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 36  
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : SANTIAGO

|   | NUMBER | % OFFICER-TIME CANADA | LOC-ENG | TOTAL-TIME PERSON-QTR |
|---|--------|-----------------------|---------|-----------------------|
|   | -----  | -----                 | -----   | -----                 |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 375    | 15.00                 | 30.00   | 0.90                  |
| FROM TERRITORIES :                                | 381    | 13.00                 | 26.00   | 0.78                  |
| B. VISITS TO CLIENTS IN TERRITORY :               | 61     | 10.00                 | 10.00   | 0.40                  |
| C. EXPORT/TRADE/POLICY FAIRS :                    | 2      | 14.00                 | 9.00    | 0.46                  |
| PROJECTS AND EVENTS MISSIONS :                    | 4      | 7.00                  | 7.00    | 0.28                  |
| CONFERENCE SEMINARS :                             | 2      | 0.00                  | 1.00    | 0.02                  |
| OTHER :   | 0      | 0.00                  | 0.00    | 0.00                  |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 2      | 0.00                  | 4.00    | 0.08                  |
| POST INITIATED :                                  | 6      | 3.00                  | 5.00    | 0.16                  |
| E. COMMUNICATIONS ACTIVITIES :                    | 1      | 2.00                  | 0.00    | 0.04                  |
| F. INVESTMENT ENQUIRIES FROM CANADA :             | 1      | 0.00                  | 1.00    | 0.02                  |
| FROM TERRITORIES :                                | 0      | 0.00                  | 0.00    | 0.00                  |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00                  | 0.00    | 0.00                  |
| CONNECTIONS ARRANGED :                            | 0      | 0.00                  | 0.00    | 0.00                  |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 12.00                 | 0.00    | 0.24                  |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :        | 0      | 0.00                  | 0.00    | 0.00                  |
| HOST GOVERNMENT :                                 | 1      | 2.00                  | 0.00    | 0.04                  |
| OTHER DEPARTMENT :                                | 8      | 3.00                  | 2.00    | 0.10                  |
| PROVINCES/MUNICIPALITIES :                        | 4      | 3.00                  | 5.00    | 0.16                  |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 10.00                 | 0.00    | 0.20                  |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 0.00                  | 0.00    | 0.00                  |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 6.00                  | 0.00    | 0.12                  |
|   |        | -----                 | -----   | -----                 |
| ***** TOTALS *****                                |        | 100.00                | 100.00  | 4.00                  |

NUMBER OF BUSINESS VISITORS FROM CANADA : 86  
FROM TERRIT : 70

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : SAO PAULO

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A.EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 619    | 22.50          | 27.75   | 1.56       |
| FROM TERRITORIES :                              | 547    | 15.00          | 19.25   | 1.07       |
| B.VISITS TO CLIENTS IN TERRITORY :              | 150    | 8.50           | 17.25   | 0.86       |
| C.EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :   | 10     | 2.50           | 5.75    | 0.28       |
| MISSIONS :                                      | 9      | 7.50           | 0.75    | 0.18       |
| CONFERENCE SEMINARS :                           | 6      | 2.50           | 7.50    | 0.35       |
| OTHER :   | 2      | 0.00           | 1.75    | 0.07       |
| D.COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 4      | 2.50           | 0.00    | 0.05       |
| POST INITIATED :                                | 10     | 4.00           | 3.75    | 0.23       |
| E.COMMUNICATIONS ACTIVITIES :                   | 17     | 6.00           | 1.00    | 0.16       |
| F.INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                   | 5      | 2.50           | 0.00    | 0.05       |
| FROM TERRITORIES :                              | 4      | 0.50           | 0.50    | 0.03       |
| G.TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 1      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                          | 6      | 0.00           | 0.50    | 0.02       |
| H.PARTICPT'N IN PROG-REL EVENTS OUTSIDE POST :  |        | 0.00           | 7.50    | 0.30       |
| I.SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :   | 2      | 0.00           | 0.50    | 0.02       |
| HOST GOVERNMENT :                               | 0      | 0.00           | 0.00    | 0.00       |
| OTHER DEPARTMENT :                              | 35     | 6.00           | 0.00    | 0.12       |
| PROVINCES/MUNICIPALITIES :                      | 13     | 4.00           | 0.00    | 0.08       |
| J.ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 8.50           | 0.00    | 0.17       |
| LEAVE, PROFESSIONAL DEVELOP :                   |        | 0.00           | 6.25    | 0.25       |
| K.SERVICE TO OTHER MISSION PROGRAMS :           |        | 7.50           | 0.00    | 0.15       |
| ***** TOTALS *****                              |        | 100.00         | 100.00  | 6.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 85  
FROM TERRIT : 55

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

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

TRADE TRACKING SYSTEM  
 REPORT FOR THE QUARTER ENDING 31 MARCH 1988  
 FOR QUARTER 3 OF FISCAL YEAR 1988

| POST   | NO. OF VISITS TO CLIENTS IN TERRITORY | NO. OF EXPORT POLICY ENQUIRIES FROM TERRITORIES | NO. OF EXPORT POLICY ENQUIRIES FROM CANADA | NO. OF EXPORT POLICY ENQUIRIES FROM OTHER COUNTRIES | NO. OF EXPORT POLICY ENQUIRIES FROM LOCAL OFFICES |
|--------|---------------------------------------|---|--|---|---|
| 1.00   | 10                                    | 10  | 10   | 10  | 10  |
| 2.00   | 10                                    | 10  | 10   | 10  | 10  |
| 3.00   | 10                                    | 10  | 10   | 10  | 10  |
| 4.00   | 10                                    | 10  | 10   | 10  | 10  |
| 5.00   | 10                                    | 10  | 10   | 10  | 10  |
| 6.00   | 10                                    | 10  | 10   | 10  | 10  |
| 7.00   | 10                                    | 10  | 10   | 10  | 10  |
| 8.00   | 10                                    | 10  | 10   | 10  | 10  |
| 9.00   | 10                                    | 10  | 10   | 10  | 10  |
| 10.00  | 10                                    | 10  | 10   | 10  | 10  |
| 11.00  | 10                                    | 10  | 10   | 10  | 10  |
| 12.00  | 10                                    | 10  | 10   | 10  | 10  |
| 13.00  | 10                                    | 10  | 10   | 10  | 10  |
| 14.00  | 10                                    | 10  | 10   | 10  | 10  |
| 15.00  | 10                                    | 10  | 10   | 10  | 10  |
| 16.00  | 10                                    | 10  | 10   | 10  | 10  |
| 17.00  | 10                                    | 10  | 10   | 10  | 10  |
| 18.00  | 10                                    | 10  | 10   | 10  | 10  |
| 19.00  | 10                                    | 10  | 10   | 10  | 10  |
| 20.00  | 10                                    | 10  | 10   | 10  | 10  |
| 21.00  | 10                                    | 10  | 10   | 10  | 10  |
| 22.00  | 10                                    | 10  | 10   | 10  | 10  |
| 23.00  | 10                                    | 10  | 10   | 10  | 10  |
| 24.00  | 10                                    | 10  | 10   | 10  | 10  |
| 25.00  | 10                                    | 10  | 10   | 10  | 10  |
| 26.00  | 10                                    | 10  | 10   | 10  | 10  |
| 27.00  | 10                                    | 10  | 10   | 10  | 10  |
| 28.00  | 10                                    | 10  | 10   | 10  | 10  |
| 29.00  | 10                                    | 10  | 10   | 10  | 10  |
| 30.00  | 10                                    | 10  | 10   | 10  | 10  |
| 31.00  | 10                                    | 10  | 10   | 10  | 10  |
| 32.00  | 10                                    | 10  | 10   | 10  | 10  |
| 33.00  | 10                                    | 10  | 10   | 10  | 10  |
| 34.00  | 10                                    | 10  | 10   | 10  | 10  |
| 35.00  | 10                                    | 10  | 10   | 10  | 10  |
| 36.00  | 10                                    | 10  | 10   | 10  | 10  |
| 37.00  | 10                                    | 10  | 10   | 10  | 10  |
| 38.00  | 10                                    | 10  | 10   | 10  | 10  |
| 39.00  | 10                                    | 10  | 10   | 10  | 10  |
| 40.00  | 10                                    | 10  | 10   | 10  | 10  |
| 41.00  | 10                                    | 10  | 10   | 10  | 10  |
| 42.00  | 10                                    | 10  | 10   | 10  | 10  |
| 43.00  | 10                                    | 10  | 10   | 10  | 10  |
| 44.00  | 10                                    | 10  | 10   | 10  | 10  |
| 45.00  | 10                                    | 10  | 10   | 10  | 10  |
| 46.00  | 10                                    | 10  | 10   | 10  | 10  |
| 47.00  | 10                                    | 10  | 10   | 10  | 10  |
| 48.00  | 10                                    | 10  | 10   | 10  | 10  |
| 49.00  | 10                                    | 10  | 10   | 10  | 10  |
| 50.00  | 10                                    | 10  | 10   | 10  | 10  |
| 51.00  | 10                                    | 10  | 10   | 10  | 10  |
| 52.00  | 10                                    | 10  | 10   | 10  | 10  |
| 53.00  | 10                                    | 10  | 10   | 10  | 10  |
| 54.00  | 10                                    | 10  | 10   | 10  | 10  |
| 55.00  | 10                                    | 10  | 10   | 10  | 10  |
| 56.00  | 10                                    | 10  | 10   | 10  | 10  |
| 57.00  | 10                                    | 10  | 10   | 10  | 10  |
| 58.00  | 10                                    | 10  | 10   | 10  | 10  |
| 59.00  | 10                                    | 10  | 10   | 10  | 10  |
| 60.00  | 10                                    | 10  | 10   | 10  | 10  |
| 61.00  | 10                                    | 10  | 10   | 10  | 10  |
| 62.00  | 10                                    | 10  | 10   | 10  | 10  |
| 63.00  | 10                                    | 10  | 10   | 10  | 10  |
| 64.00  | 10                                    | 10  | 10   | 10  | 10  |
| 65.00  | 10                                    | 10  | 10   | 10  | 10  |
| 66.00  | 10                                    | 10  | 10   | 10  | 10  |
| 67.00  | 10                                    | 10  | 10   | 10  | 10  |
| 68.00  | 10                                    | 10  | 10   | 10  | 10  |
| 69.00  | 10                                    | 10  | 10   | 10  | 10  |
| 70.00  | 10                                    | 10  | 10   | 10  | 10  |
| 71.00  | 10                                    | 10  | 10   | 10  | 10  |
| 72.00  | 10                                    | 10  | 10   | 10  | 10  |
| 73.00  | 10                                    | 10  | 10   | 10  | 10  |
| 74.00  | 10                                    | 10  | 10   | 10  | 10  |
| 75.00  | 10                                    | 10  | 10   | 10  | 10  |
| 76.00  | 10                                    | 10  | 10   | 10  | 10  |
| 77.00  | 10                                    | 10  | 10   | 10  | 10  |
| 78.00  | 10                                    | 10  | 10   | 10  | 10  |
| 79.00  | 10                                    | 10  | 10   | 10  | 10  |
| 80.00  | 10                                    | 10  | 10   | 10  | 10  |
| 81.00  | 10                                    | 10  | 10   | 10  | 10  |
| 82.00  | 10                                    | 10  | 10   | 10  | 10  |
| 83.00  | 10                                    | 10  | 10   | 10  | 10  |
| 84.00  | 10                                    | 10  | 10   | 10  | 10  |
| 85.00  | 10                                    | 10  | 10   | 10  | 10  |
| 86.00  | 10                                    | 10  | 10   | 10  | 10  |
| 87.00  | 10                                    | 10  | 10   | 10  | 10  |
| 88.00  | 10                                    | 10  | 10   | 10  | 10  |
| 89.00  | 10                                    | 10  | 10   | 10  | 10  |
| 90.00  | 10                                    | 10  | 10   | 10  | 10  |
| 91.00  | 10                                    | 10  | 10   | 10  | 10  |
| 92.00  | 10                                    | 10  | 10   | 10  | 10  |
| 93.00  | 10                                    | 10  | 10   | 10  | 10  |
| 94.00  | 10                                    | 10  | 10   | 10  | 10  |
| 95.00  | 10                                    | 10  | 10   | 10  | 10  |
| 96.00  | 10                                    | 10  | 10   | 10  | 10  |
| 97.00  | 10                                    | 10  | 10   | 10  | 10  |
| 98.00  | 10                                    | 10  | 10   | 10  | 10  |
| 99.00  | 10                                    | 10  | 10   | 10  | 10  |
| 100.00 | 10                                    | 10  | 10   | 10  | 10  |

NUMBER OF BUSINESS VISITS FROM CANADA: 100  
 NUMBER OF BUSINESS VISITS FROM TERRITORIES: 100  
 NUMBER OF BUSINESS VISITS FROM OTHER COUNTRIES: 100  
 NUMBER OF BUSINESS VISITS FROM LOCAL OFFICES: 100  
 TOTAL: 400







TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

REGION UNITED STATES

|  | NUMBER | CANADA       | UTW          | UTL          |
|--|--------|--------------|--------------|--------------|
| <b>UNITED STATES</b>                                 |        |              |              |              |
| A. EXPORT/TRADE/POLICY ENQUIRIES                     |        |              |              |              |
| FROM CANADA  | 7414   | 16.37        | 22.21        | 16.21        |
| FROM TERRITORIES                                     | 6652   | 12.67        | 14.75        | 12.25        |
| B. VISITS TO CLIENTS IN TERRITORY                    | 1492   | 10.20        | 9.33         | 9.10         |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS           |        |              |              |              |
| PAIRS  | 156    | 5.69         | 14.75        | 10.12        |
| MISSIONS   | 130    | 4.46         | 3.92         | 4.06         |
| CONFERENCE SEMINARS                                  | 130    | 7.74         | 2.13         | 2.75         |
| OTHER  | 85     | 2.33         | 1.50         | 2.16         |
| D. COMMERCIAL & ECONOMIC                             |        |              |              |              |
| NO REQUESTED   | 127    |              | 1.51         | 2.46         |
| BY INITIATED   | 290    |              | 2.71         | 2.71         |
| E. COMMUNICATIONS ACTIVITY                           | 89     |              | 0.46         | 0.94         |
| F. INVESTMENT ENQUIRIES                              |        |              |              |              |
| FROM CANADA  | 1091   |              |              | 0.88         |
| FROM TERRITORIES                                     | 971    |              | 1.30         | 2.34         |
| G. TECHNOLOGY INFLOW PROGRAM                         |        |              |              |              |
| FROM CANADA  | 75     | 0.32         | 0.71         | 0.66         |
| CONNECTIONS ARRANGED                                 | 33     | 0.51         | 0.51         | 0.38         |
| H. PARTICIPATION IN PROM-RELATED EVENTS OUTSIDE POST |        | 5.29         | 5.40         | 5.31         |
| I. SERVICE REQUESTS FROM GOVT SOURCES                |        |              |              |              |
| NO GOVT  | 56     | 0.23         | 0.21         | 0.21         |
| HQ GOVERNMENT  | 63     | 0.53         | 0.71         | 0.59         |
| OTHER DEPARTMENT                                     | 138    | 2.02         | 1.51         | 1.85         |
| PROVINCES/MUNICIPALITIES                             | 1009   | 1.85         | 2.43         | 2.04         |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.       |        | 14.98        | 3.17         | 6.79         |
| LEAVE, PROFESSIONAL DEVELOP                          |        | 3.88         | 5.23         | 4.33         |
| K. SERVICE TO OTHER MISSION PROGRAMS                 |        | 3.45         | 0.74         | 1.85         |
| <b>TOTALS</b>  |        | <b>99.49</b> | <b>99.02</b> | <b>79.00</b> |

**UTE**  
ATLANTA  
\*BOSTON  
BUFFALO  
DALLAS  
NEW YORK  
WASHINGTON

**UTW**  
CHICAGO  
CLEVELAND  
DETROIT  
LOS ANGELES  
MINNEAPOLIS  
\*SAN FRANCISCO  
SEATTLE

\* Quarterly reports for these posts were not available.

NUMBER OF BUSINESS VISITORS FROM CANADA : 2113  
FROM TERRITORY : 3050

NUMBER OF FIMO APPLICATIONS COMMENTED ON : 1030

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 43  
- LOCALLY-ENGAGED : 52



TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

REGION : UNITED STATES

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 7414   | 16.37          | 21.71   | 18.33      |
| FROM TERRITORIES :                               | 6652   | 10.67          | 14.75   | 12.26      |
| B. VISITS TO CLIENTS IN TERRITORY :              | 1492   | 10.20          | 9.23    | 9.19       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :  | 166    | 5.69           | 14.75   | 10.12      |
| MISSIONS :                                       | 130    | 4.46           | 7.92    | 6.04       |
| CONFERENCE SEMINARS :                            | 130    | 3.74           | 2.19    | 2.75       |
| OTHER :  | 85     | 2.23           | 2.30    | 2.16       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 127    | 1.55           | 1.51    | 1.46       |
| POST INITIATED :                                 | 280    | 3.02           | 2.71    | 2.71       |
| E. COMMUNICATIONS ACTIVITIES :                   | 89     | 1.62           | 0.46    | 0.94       |
| F. INVESTMENT ENQUIRIES                          |        |                |         |            |
| FROM CANADA :                                    | 1051   | 1.34           | 0.57    | 0.88       |
| FROM TERRITORIES :                               | 973    | 3.86           | 1.30    | 2.34       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 75     | 0.20           | 0.71    | 0.46       |
| CONNECTIONS ARRANGED :                           | 33     | 0.51           | 0.11    | 0.28       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 6.20           | 5.46    | 5.51       |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :  | 56     | 0.23           | 0.21    | 0.21       |
| HOST GOVERNMENT :                                | 92     | 0.51           | 0.71    | 0.59       |
| OTHER DEPARTMENT :                               | 238    | 2.02           | 1.51    | 1.66       |
| PROVINCES/MUNICIPALITIES :                       | 288    | 1.55           | 2.63    | 2.04       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 16.58          | 3.19    | 8.79       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 3.88           | 5.23    | 4.39       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 3.46           | 0.76    | 1.89       |
| ***** TOTALS *****                               |        | 99.89          | 99.92   | 95.00      |

NUMBER OF BUSINESS VISITORS FROM CANADA : 2119  
FROM TERRIT : 3035

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 430

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 43  
- LOCALLY-ENGAGED : 52

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : ATLANTA

|   | NUMBER | % OFFICER-TIME CANADA | LOC-ENG | TOTAL-TIME PERSON-QTR |
|---|--------|-----------------------|---------|-----------------------|
| A.EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :     | 392    | 17.00                 | 26.00   | 2.06                  |
| FROM TERRITORIES :                                | 305    | 13.33                 | 14.00   | 1.36                  |
| B.VISITS TO CLIENTS IN TERRITORY :                | 84     | 14.16                 | 6.25    | 1.10                  |
| C.EXPORT/TRADE/POLICY FAIRS :                     | 24     | 7.16                  | 21.25   | 1.28                  |
| PROJECTS AND EVENTS MISSIONS :                    | 10     | 4.66                  | 5.75    | 0.51                  |
| CONFERENCE SEMINARS :                             | 15     | 2.66                  | 0.25    | 0.17                  |
| OTHER :   | 0      | 0.00                  | 0.00    | 0.00                  |
| D.COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :     | 6      | 2.00                  | 0.00    | 0.12                  |
| POST INITIATED :                                  | 6      | 0.33                  | 4.75    | 0.21                  |
| E.COMMUNICATIONS ACTIVITIES :                     | 8      | 1.50                  | 0.00    | 0.09                  |
| F.INVESTMENT ENQUIRIES FROM CANADA :              | 7      | 0.00                  | 0.25    | 0.01                  |
| FROM TERRITORIES :                                | 20     | 1.66                  | 0.50    | 0.12                  |
| G.TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :   | 14     | 0.00                  | 4.00    | 0.16                  |
| CONNECTIONS ARRANGED :                            | 3      | 0.00                  | 1.25    | 0.05                  |
| H.PARTICIPATION IN PROG-REL EVENTS OUTSIDE POST : |        | 10.16                 | 8.25    | 0.94                  |
| I.SERVICE REQUESTS FM GOV'T SOURCES NGO :         | 1      | 0.00                  | 1.25    | 0.05                  |
| HOST GOVERNMENT :                                 | 1      | 0.33                  | 0.00    | 0.02                  |
| OTHER DEPARTMENT :                                | 23     | 0.33                  | 3.75    | 0.17                  |
| PROVINCES/MUNICIPALITIES :                        | 18     | 0.50                  | 1.50    | 0.09                  |
| J.ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:    |        | 20.66                 | 0.00    | 1.24                  |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 0.66                  | 1.00    | 0.08                  |
| K.SERVICE TO OTHER MISSION PROGRAMS :             |        | 2.83                  | 0.00    | 0.17                  |
| ***** TOTALS *****                                |        | 99.93                 | 100.00  | 10.00                 |

NUMBER OF BUSINESS VISITORS FROM CANADA : 140  
FROM TERRIT : 676

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 42

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 6  
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : BUFFALO

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME<br>PERSON-QTR |
|--|--------|----------------|---------|--------------------------|
|  |        | CANADA         | LOC-ENG |                          |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 510    | 19.00          | 26.25   | 1.24                     |
| FROM TERRITORIES :                               | 226    | 12.00          | 12.50   | 0.62                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 31     | 5.00           | 3.50    | 0.19                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |                          |
| FAIRS :  | 10     | 4.00           | 13.25   | 0.57                     |
| MISSIONS :                                       | 14     | 1.00           | 10.50   | 0.43                     |
| CONFERENCE SEMINARS :                            | 6      | 1.00           | 3.25    | 0.14                     |
| OTHER :  | 3      | 0.00           | 4.00    | 0.16                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 9      | 6.00           | 3.75    | 0.21                     |
| POST INITIATED :                                 | 6      | 2.00           | 2.00    | 0.10                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 4      | 10.00          | 0.00    | 0.10                     |
| F. INVESTMENT ENQUIRIES                          |        |                |         |                          |
| FROM CANADA :                                    | 55     | 8.00           | 0.50    | 0.10                     |
| FROM TERRITORIES :                               | 251    | 10.00          | 0.25    | 0.11                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 0      | 0.00           | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 0.00           | 7.50    | 0.30                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |                          |
| NGO :  | 10     | 2.00           | 0.00    | 0.02                     |
| HOST GOVERNMENT :                                | 12     | 2.00           | 0.00    | 0.02                     |
| OTHER DEPARTMENT :                               | 19     | 3.00           | 1.25    | 0.08                     |
| PROVINCES/MUNICIPALITIES :                       | 29     | 3.00           | 2.00    | 0.11                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 12.00          | 5.25    | 0.33                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 0.00           | 4.25    | 0.17                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00           | 0.00    | 0.00                     |
| ***** TOTALS *****                               |        | 100.00         | 100.00  | 5.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 69  
FROM TERRIT : 45

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1  
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

20130108

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : DALLAS

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :     | 314    | 14.00          | 6.80    | 1.04       |
| FROM TERRITORIES :                                 | 249    | 9.80           | 5.60    | 0.77       |
| B. VISITS TO CLIENTS IN TERRITORY :                | 105    | 6.20           | 12.00   | 0.91       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS FAIRS : | 14     | 9.40           | 12.20   | 1.08       |
| MISSIONS :   | 35     | 12.60          | 26.40   | 1.95       |
| CONFERENCE SEMINARS :                              | 5      | 1.40           | 0.00    | 0.07       |
| OTHER :  | 9      | 4.00           | 6.20    | 0.51       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :     | 23     | 0.60           | 1.80    | 0.12       |
| POST INITIATED :                                   | 10     | 0.40           | 2.00    | 0.12       |
| E. COMMUNICATIONS ACTIVITIES :                     | 11     | 0.40           | 0.80    | 0.06       |
| F. INVESTMENT ENQUIRIES FROM CANADA :              | 4      | 0.20           | 0.00    | 0.01       |
| FROM TERRITORIES :                                 | 26     | 3.40           | 1.00    | 0.22       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :   | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                             | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST :   |        | 6.00           | 6.20    | 0.61       |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :         | 0      | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                                  | 2      | 0.00           | 2.20    | 0.11       |
| OTHER DEPARTMENT :                                 | 9      | 2.00           | 0.40    | 0.12       |
| PROVINCES/MUNICIPALITIES :                         | 39     | 1.40           | 2.60    | 0.20       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :   |        | 21.00          | 3.60    | 1.23       |
| LEAVE, PROFESSIONAL DEVELOP :                      |        | 3.20           | 9.40    | 0.63       |
| K. SERVICE TO OTHER MISSION PROGRAMS :             |        | 4.00           | 0.80    | 0.24       |
| ***** TOTALS *****                                 |        | 100.00         | 100.00  | 10.00      |

NUMBER OF BUSINESS VISITORS FROM CANADA : 291  
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 44

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

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

90/04/05

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : NEW YORK, CONSULATE GENERAL

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 719    | 3.83           | 23.00   | 1.61       |
| FROM TERRITORIES :                                | 518    | 6.00           | 14.83   | 1.25       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 184    | 19.33          | 6.00    | 1.52       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 18     | 4.83           | 14.50   | 1.16       |
| MISSIONS :  | 6      | 0.50           | 5.50    | 0.36       |
| CONFERENCE SEMINARS :                             | 13     | 2.16           | 3.33    | 0.33       |
| OTHER :   | 25     | 3.66           | 1.83    | 0.33       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 3      | 0.83           | 0.00    | 0.05       |
| POST INITIATED :                                  | 51     | 7.83           | 4.33    | 0.73       |
| E. COMMUNICATIONS ACTIVITIES :                    | 6      | 2.83           | 1.16    | 0.24       |
| F. INVESTMENT ENQUIRIES                           |        |                |         |            |
| FROM CANADA :                                     | 889    | 3.33           | 1.33    | 0.28       |
| FROM TERRITORIES :                                | 128    | 4.00           | 4.16    | 0.49       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 1      | 0.33           | 0.00    | 0.02       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 3.16           | 6.16    | 0.56       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 1      | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                                 | 0      | 0.00           | 0.00    | 0.00       |
| OTHER DEPARTMENT :                                | 36     | 7.83           | 2.16    | 0.60       |
| PROVINCES/MUNICIPALITIES :                        | 12     | 3.33           | 2.50    | 0.35       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 16.33          | 0.83    | 1.03       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 4.00           | 8.33    | 0.74       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 5.83           | 0.00    | 0.35       |
| ***** TOTALS *****                                |        | 99.94          | 99.95   | 12.00      |

NUMBER OF BUSINESS VISITORS FROM CANADA : 341  
FROM TERRIT : 1160

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 84

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



TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : WASHINGTON

|  | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|--|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 1314   | 29.00                    | 28.00   | 2.57                     |
| FROM TERRITORIES :                               | 748    | 9.00                     | 14.00   | 1.01                     |
| B. VISITS TO CLIENTS IN TERRITORY :              | 128    | 7.00                     | 6.00    | 0.59                     |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                          |         |                          |
| FAIRS :  | 19     | 3.00                     | 7.00    | 0.43                     |
| MISSIONS :                                       | 9      | 4.00                     | 3.00    | 0.32                     |
| CONFERENCE SEMINARS :                            | 17     | 6.00                     | 3.00    | 0.42                     |
| OTHER :  | 6      | 3.00                     | 1.00    | 0.19                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 32     | 2.00                     | 3.00    | 0.22                     |
| POST INITIATED :                                 | 66     | 3.00                     | 9.00    | 0.51                     |
| E. COMMUNICATIONS ACTIVITIES :                   | 10     | 1.00                     | 1.00    | 0.09                     |
| F. INVESTMENT ENQUIRIES                          |        |                          |         |                          |
| FROM CANADA :                                    | 6      | 0.00                     | 0.00    | 0.00                     |
| FROM TERRITORIES :                               | 17     | 1.00                     | 0.00    | 0.05                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 7      | 0.00                     | 0.00    | 0.00                     |
| CONNECTIONS ARRANGED :                           | 3      | 0.00                     | 0.00    | 0.00                     |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 6.00                     | 11.00   | 0.74                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                          |         |                          |
| NGO :  | 24     | 1.00                     | 1.00    | 0.09                     |
| HOST GOVERNMENT :                                | 26     | 1.00                     | 2.00    | 0.13                     |
| OTHER DEPARTMENT :                               | 36     | 2.00                     | 3.00    | 0.22                     |
| PROVINCES/MUNICIPALITIES :                       | 17     | 1.00                     | 3.00    | 0.17                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:  |        | 16.00                    | 4.00    | 0.96                     |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 5.00                     | 1.00    | 0.29                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00                     | 0.00    | 0.00                     |
| ***** TOTALS *****                               |        | 100.00                   | 100.00  | 9.00                     |

NUMBER OF BUSINESS VISITORS FROM CANADA : 121  
FROM TERRIT : 43

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 23

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : CHICAGO

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 143    | 9.66           | 10.25   | 0.70       |
| FROM TERRITORIES :                                | 198    | 10.00          | 14.75   | 0.89       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 51     | 11.00          | 6.75    | 0.60       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 6      | 4.66           | 26.75   | 1.21       |
| MISSIONS :  | 5      | 7.00           | 7.00    | 0.49       |
| CONFERENCE SEMINARS :                             | 8      | 3.66           | 0.25    | 0.12       |
| OTHER :   | 1      | 1.00           | 3.00    | 0.15       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 3      | 1.00           | 0.75    | 0.06       |
| POST INITIATED :                                  | 11     | 2.66           | 3.25    | 0.21       |
| E. COMMUNICATIONS ACTIVITIES :                    | 27     | 3.33           | 1.00    | 0.14       |
| F. INVESTMENT ENQUIRIES                           |        |                |         |            |
| FROM CANADA :                                     | 8      | 2.66           | 0.00    | 0.08       |
| FROM TERRITORIES :                                | 96     | 6.33           | 0.50    | 0.21       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 1      | 0.33           | 0.00    | 0.01       |
| CONNECTIONS ARRANGED :                            | 2      | 0.33           | 0.00    | 0.01       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 6.33           | 9.00    | 0.55       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 0      | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                                 | 2      | 0.33           | 1.00    | 0.05       |
| OTHER DEPARTMENT :                                | 12     | 0.33           | 0.75    | 0.04       |
| PROVINCES/MUNICIPALITIES :                        | 9      | 0.33           | 0.50    | 0.03       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 14.66          | 3.50    | 0.58       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 4.00           | 4.50    | 0.30       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 10.33          | 6.50    | 0.57       |
| ***** TOTALS *****                                |        | 99.93          | 100.00  | 7.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 83  
FROM TERRIT : 54

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 29

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : CLEVELAND

|   | NUMBER | % OFFICER-TIME<br>CANADA | LOC-ENG | TOTAL-TIME<br>PERSON-QTR |
|---|--------|--------------------------|---------|--------------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 904    | 16.25                    | 19.33   | 1.81                     |
| FROM TERRITORIES :                                | 1131   | 15.25                    | 18.16   | 1.70                     |
| B. VISITS TO CLIENTS IN TERRITORY :               | 95     | 5.50                     | 9.66    | 0.80                     |
| C. EXPORT/TRADE/POLICY FAIRS :                    | 15     | 11.50                    | 11.66   | 1.16                     |
| PROJECTS AND EVENTS MISSIONS :                    | 8      | 0.00                     | 6.83    | 0.41                     |
| CONFERENCE SEMINARS :                             | 19     | 2.00                     | 4.00    | 0.32                     |
| OTHER :   | 18     | 1.75                     | 5.50    | 0.40                     |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 15     | 0.00                     | 2.50    | 0.15                     |
| POST INITIATED :                                  | 17     | 1.00                     | 0.83    | 0.09                     |
| E. COMMUNICATIONS ACTIVITIES :                    | 4      | 1.25                     | 0.66    | 0.09                     |
| F. INVESTMENT ENQUIRIES FROM CANADA :             | 1      | 1.25                     | 0.00    | 0.05                     |
| FROM TERRITORIES :                                | 15     | 1.25                     | 1.50    | 0.14                     |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 42     | 0.00                     | 3.16    | 0.19                     |
| CONNECTIONS ARRANGED :                            | 16     | 4.00                     | 0.00    | 0.16                     |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 8.25                     | 3.00    | 0.51                     |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :        | 7      | 0.50                     | 0.00    | 0.02                     |
| HOST GOVERNMENT :                                 | 3      | 0.25                     | 0.00    | 0.01                     |
| OTHER DEPARTMENT :                                | 16     | 0.75                     | 0.33    | 0.05                     |
| PROVINCES/MUNICIPALITIES :                        | 32     | 0.75                     | 5.16    | 0.34                     |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 20.00                    | 2.50    | 0.95                     |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 0.00                     | 3.50    | 0.21                     |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 8.50                     | 1.66    | 0.44                     |
| ***** TOTALS *****                                |        | 100.00                   | 99.94   | 10.00                    |

NUMBER OF BUSINESS VISITORS FROM CANADA : 128  
FROM TERRIT : 221

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 16

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 4  
- LOCALLY-ENGAGED : 6

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : DETROIT

|  | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|--|--------|----------------|---------|------------|
|  |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :   | 472    | 32.33          | 28.50   | 2.11       |
| FROM TERRITORIES :                               | 688    | 10.00          | 15.50   | 0.92       |
| B. VISITS TO CLIENTS IN TERRITORY :              | 61     | 7.66           | 11.25   | 0.68       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS       |        |                |         |            |
| FAIRS :  | 5      | 1.00           | 11.25   | 0.48       |
| MISSIONS :                                       | 3      | 0.66           | 3.25    | 0.15       |
| CONFERENCE SEMINARS :                            | 4      | 3.00           | 2.50    | 0.19       |
| OTHER :  | 3      | 3.33           | 1.25    | 0.15       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :   | 6      | 0.00           | 1.25    | 0.05       |
| POST INITIATED :                                 | 1      | 0.00           | 1.00    | 0.04       |
| E. COMMUNICATIONS ACTIVITIES :                   | 2      | 0.00           | 0.00    | 0.00       |
| F. INVESTMENT ENQUIRIES FROM CANADA :            | 26     | 1.33           | 3.00    | 0.16       |
| FROM TERRITORIES :                               | 21     | 0.00           | 3.00    | 0.12       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA : | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                           | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'TN IN PROG-REL EVENTS OUTSIDE POST : |        | 11.00          | 6.50    | 0.59       |
| I. SERVICE REQUESTS FM GOV'T SOURCES             |        |                |         |            |
| NGO :  | 0      | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                                | 15     | 0.00           | 1.25    | 0.05       |
| OTHER DEPARTMENT :                               | 33     | 0.00           | 3.75    | 0.15       |
| PROVINCES/MUNICIPALITIES :                       | 20     | 0.00           | 1.75    | 0.07       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. : |        | 17.33          | 2.00    | 0.60       |
| LEAVE, PROFESSIONAL DEVELOP :                    |        | 12.33          | 3.00    | 0.49       |
| K. SERVICE TO OTHER MISSION PROGRAMS :           |        | 0.00           | 0.00    | 0.00       |
| ***** TOTALS *****                               |        | 99.97          | 100.00  | 7.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 196  
FROM TERRIT : 264

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 21

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : LOS ANGELES

|   | NUMBER | % OFFICER-TIME CANADA | LOC-ENG | TOTAL-TIME PERSON-QTR |
|---|--------|-----------------------|---------|-----------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 1509   | 15.83                 | 20.85   | 2.41                  |
| FROM TERRITORIES :                                | 1740   | 12.00                 | 19.71   | 2.10                  |
| B. VISITS TO CLIENTS IN TERRITORY :               | 474    | 12.16                 | 19.28   | 2.08                  |
| C. EXPORT/TRADE/POLICY FAIRS :                    | 23     | 3.50                  | 7.57    | 0.74                  |
| PROJECTS AND EVENTS MISSIONS :                    | 24     | 4.50                  | 5.57    | 0.66                  |
| CONFERENCE SEMINARS :                             | 27     | 3.33                  | 2.85    | 0.40                  |
| OTHER :   | 15     | 1.66                  | 0.85    | 0.16                  |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 19     | 3.83                  | 1.42    | 0.33                  |
| POST INITIATED :                                  | 95     | 6.66                  | 2.00    | 0.54                  |
| E. COMMUNICATIONS ACTIVITIES :                    | 13     | 2.00                  | 0.00    | 0.12                  |
| F. INVESTMENT ENQUIRIES FROM CANADA :             | 36     | 1.00                  | 0.57    | 0.10                  |
| FROM TERRITORIES :                                | 381    | 12.00                 | 1.00    | 0.79                  |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 9      | 1.00                  | 0.28    | 0.08                  |
| CONNECTIONS ARRANGED :                            | 7      | 0.83                  | 0.14    | 0.06                  |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 2.00                  | 0.00    | 0.12                  |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :        | 13     | 0.16                  | 0.28    | 0.03                  |
| HOST GOVERNMENT :                                 | 15     | 1.33                  | 0.71    | 0.13                  |
| OTHER DEPARTMENT :                                | 28     | 1.33                  | 0.85    | 0.14                  |
| PROVINCES/MUNICIPALITIES :                        | 86     | 3.16                  | 4.42    | 0.50                  |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 8.33                  | 8.71    | 1.11                  |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 3.33                  | 2.85    | 0.40                  |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 0.00                  | 0.00    | 0.00                  |
| ***** TOTALS *****                                |        | 99.94                 | 99.91   | 13.00                 |

NUMBER OF BUSINESS VISITORS FROM CANADA : 484  
FROM TERRIT : 217

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 123

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 6  
- LOCALLY-ENGAGED : 7

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : MINNEAPOLIS

|   | NUMBER | % OFFICER-TIME |         | TOTAL-TIME |
|---|--------|----------------|---------|------------|
|   |        | CANADA         | LOC-ENG | PERSON-QTR |
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 694    | 15.50          | 22.75   | 1.22       |
| FROM TERRITORIES :                                | 629    | 8.00           | 24.00   | 1.12       |
| B. VISITS TO CLIENTS IN TERRITORY :               | 147    | 5.00           | 8.00    | 0.42       |
| C. EXPORT/TRADE/POLICY PROJECTS AND EVENTS        |        |                |         |            |
| FAIRS :   | 10     | 7.50           | 16.50   | 0.81       |
| MISSIONS :  | 6      | 12.50          | 4.25    | 0.42       |
| CONFERENCE SEMINARS :                             | 8      | 11.00          | 1.25    | 0.27       |
| OTHER :   | 2      | 2.50           | 0.50    | 0.07       |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 6      | 1.50           | 2.50    | 0.13       |
| POST INITIATED :                                  | 15     | 4.00           | 1.50    | 0.14       |
| E. COMMUNICATIONS ACTIVITIES :                    | 1      | 0.00           | 0.25    | 0.01       |
| F. INVESTMENT ENQUIRIES                           |        |                |         |            |
| FROM CANADA :                                     | 19     | 3.00           | 0.75    | 0.09       |
| FROM TERRITORIES :                                | 14     | 1.00           | 1.25    | 0.07       |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 0      | 0.00           | 0.00    | 0.00       |
| CONNECTIONS ARRANGED :                            | 0      | 0.00           | 0.00    | 0.00       |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 10.00          | 6.25    | 0.45       |
| I. SERVICE REQUESTS FM GOV'T SOURCES              |        |                |         |            |
| NGO :   | 0      | 0.00           | 0.00    | 0.00       |
| HOST GOVERNMENT :                                 | 15     | 1.50           | 1.00    | 0.07       |
| OTHER DEPARTMENT :                                | 20     | 1.50           | 0.50    | 0.05       |
| PROVINCES/MUNICIPALITIES :                        | 25     | 3.00           | 3.00    | 0.18       |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 5.00           | 1.00    | 0.14       |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 2.50           | 4.75    | 0.24       |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 5.00           | 0.00    | 0.10       |
| ***** TOTALS *****                                |        | 100.00         | 100.00  | 6.00       |

NUMBER OF BUSINESS VISITORS FROM CANADA : 125  
FROM TERRIT : 205

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 43

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

TRADE TRACKING SYSTEM

90/04/05

WORKLOAD AND OFFICER SUMMARY  
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1989

POST : SEATTLE

|   | NUMBER | % OFFICER-TIME CANADA | LOC-ENG | TOTAL-TIME PERSON-QTR |
|---|--------|-----------------------|---------|-----------------------|
| A. EXPORT/TRADE/POLICY ENQUIRIES FROM CANADA :    | 443    | 14.00                 | 32.00   | 1.56                  |
| FROM TERRITORIES :                                | 220    | 14.00                 | 6.00    | 0.52                  |
| B. VISITS TO CLIENTS IN TERRITORY :               | 132    | 3.00                  | 6.00    | 0.30                  |
| C. EXPORT/TRADE/POLICY FAIRS :                    | 22     | 4.00                  | 28.00   | 1.20                  |
| PROJECTS AND EVENTS MISSIONS :                    | 10     | 1.00                  | 8.00    | 0.34                  |
| CONFERENCE SEMINARS :                             | 8      | 12.00                 | 2.00    | 0.32                  |
| OTHER :   | 3      | 2.00                  | 0.00    | 0.04                  |
| D. COMMERCIAL* ECONOMIC REPORTS HQ REQUESTED :    | 5      | 1.00                  | 0.00    | 0.02                  |
| POST INITIATED :                                  | 2      | 1.00                  | 0.00    | 0.02                  |
| E. COMMUNICATIONS ACTIVITIES :                    | 3      | 0.00                  | 0.00    | 0.00                  |
| F. INVESTMENT ENQUIRIES FROM CANADA :             | 0      | 0.00                  | 0.00    | 0.00                  |
| FROM TERRITORIES :                                | 4      | 1.00                  | 0.00    | 0.02                  |
| G. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :  | 1      | 0.00                  | 0.00    | 0.00                  |
| CONNECTIONS ARRANGED :                            | 2      | 0.00                  | 0.00    | 0.00                  |
| H. PARTICIP'T'N IN PROG-REL EVENTS OUTSIDE POST : |        | 5.00                  | 1.00    | 0.14                  |
| I. SERVICE REQUESTS FM GOV'T SOURCES NGO :        | 0      | 0.00                  | 0.00    | 0.00                  |
| HOST GOVERNMENT :                                 | 1      | 0.00                  | 0.00    | 0.00                  |
| OTHER DEPARTMENT :                                | 6      | 0.00                  | 1.00    | 0.04                  |
| PROVINCES/MUNICIPALITIES :                        | 1      | 0.00                  | 0.00    | 0.00                  |
| J. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:   |        | 29.00                 | 1.00    | 0.62                  |
| LEAVE, PROFESSIONAL DEVELOP :                     |        | 12.00                 | 15.00   | 0.84                  |
| K. SERVICE TO OTHER MISSION PROGRAMS :            |        | 1.00                  | 0.00    | 0.02                  |
| ***** TOTALS *****                                |        | 100.00                | 100.00  | 6.00                  |

NUMBER OF BUSINESS VISITORS FROM CANADA : 141  
FROM TERRIT : 150

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

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

