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

**QUARTERLY RESULTS
AND
ACTIVITY REPORT**

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

MAR 4 1987

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**RAPPORT TRIMESTRIEL
DES ACTIVITES ET DES RESULTATS**

**JANUARY - MARCH 1987
(4th QUARTER FY 1986-87)**

**JANVIER - MARS 1987
(4^e TRIMESTRE, AF 1986-87)**

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

QUARTERLY RESULTS

AND

ACTIVITY REPORT

RAPPORT TRIMESTRIEL

DES ACTIVITÉS ET DES RÉSULTATS

Dept. of External Affairs
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JANUARY - MARCH 1987
(4TH QUARTER FY 1986-87)

JANVIER - MARS 1987
(4^e TRIMESTRE, AF 1986-87)

TRADE DEVELOPMENT POLICY
AND PLANNING DIVISION (TPP)

JUNE 1987
EXTERNAL AFFAIRS

DIRECTION DE LA POLITIQUE
ET DE LA PLANIFICATION (TPP)

JUIN 1987
AFFAIRES EXTÉRIEURES

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- ASIA & PACIFIC
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- UNITED STATES

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INTRODUCTION

This quarterly report of Trade and Industrial Development Program covers the period of January through March 1987 and contains information drawn from the TID Program Tracking System. The report is based on the returns that were available up to May 15, 1987, from a total of eighty-four (84) missions in all five major regions abroad.

There are two main sections to this report:

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

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

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

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

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

INTRODUCTION

Le présent rapport trimestriel des résultats et activités du Programme commercial couvre la période de janvier à mars 1987 et contient des renseignements tirés du Système de suivi des résultats commerciaux. Il a été établi d'après les rapports présentés, au 15 mai 1987, par quatre-vingt-quatre missions réparties dans les cinq grandes régions du monde.

Le rapport se divise en deux grandes sections:

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

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

La section II renferme un "Rapport d'activités" pour chaque région et ses sous-régions et 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 G) et activités se rapportant à d'autres programmes de la mission (article H). Pour chaque activité, on a indiqué le temps moyen consacré par les agents canadiens et les agents recrutés sur place chargés du programme commercial et d'autres programmes. Il y a également pour chaque activité une rubrique "Total du temps consacré", qui doit être considérée comme un indice du nombre d'années-personnes relatif aux agents de programme. Enfin, chaque rapport indique la charge de travail par activité.

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

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

SECTION I

ARTICLE I

SECTION 1

SECTION 2

SECTION 3

1. ACTIVITES COMMERCIALES

1. BUSINESS ACTIVITY

During the period, the following activities were reported:

1. 252 EXPORT SALES MONTHLY
2. 144 EXPORT SALES MONTHLY
3. 147 EXPORT SALES MONTHLY
4. 128 EXPORT SALES MONTHLY
5. 111 EXPORT SALES MONTHLY
6. 128 EXPORT SALES MONTHLY

STATISTICAL DATA

15 PERCENT EXPORTS; 1 VALUED AT 200 THOUSAND

SECTION I

HIGHLIGHTS

- o 212 million sale of goods
- o 142 million sale of goods
- o 128 million sale of goods
- o 111 million sale of goods
- o 128 million sale of goods

SUMMARY OF PROGRAM

RESULTS

RÉSUMÉ DES RÉSULTATS

DU PROGRAMME

KEY STATISTICS: for the report on the program

Missions	Local	Foreign	Total	Exports (M)	Value (M)
Africa & Middle East	17	51	68	144	144
Asia & Pacific	18	81	99	147	147
Europe	27	62	89	128	128
Latin America & Caribbean	12	41	53	111	111
United States	13	61	74	128	128
Total	90	252	342	552	552

Business	Local	Foreign	Total	Exports (M)	Value (M)
Africa & Middle East	17	51	68	144	144
Asia & Pacific	18	81	99	147	147
Europe	27	62	89	128	128
Latin America & Caribbean	12	41	53	111	111
United States	13	61	74	128	128
Total	90	252	342	552	552

PROGRAM RESULTS: ALL REGIONS

1. BUSINESS ACTIVITY

During the January-March 1987 period, eighty-four posts submitted quarterly reports identifying the following business activity:

1. 558 EXPORT SALES WORTH \$795 MILLION
2. 208 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 17 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; 1 VALUED AT \$6.5 MILLION
4. 21 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 8 VALUED AT \$59 MILLION
5. 0 CANADIAN INVESTMENT INITIATIVE IN TERRITORY
6. 16 TECHNOLOGY TRANSFERS; 1 VALUED AT \$300 THOUSAND

HIGHLIGHTS:

- o \$12 million sale of powdered milk (Algiers)
- o \$42 million sale of potash (Beijing)
- o \$71 million sale of wheat (Moscow)
- o \$9.4 million sale of mining trucks (Santiago)
- o \$56 million sale of monorail trains (Atlanta)
- o \$32.6 million sale of robotic equipment (Detroit)

KEY STATISTICS: for the eighty-four posts having submitted a quarterly report

MISSIONS IN:	Missions		No. Confirmed Export Sales	Value Confirmed Export Sales(\$M)
	Total	Reporting		
Africa & Middle East	17	15	39	81
Asia & Pacific	18	18	144	201
Europe	27	26	147	222
Latin America & Caribbean	15	14	102	76
United States	13	11	126	215
	<u>90</u>	<u>84</u>	<u>558</u>	<u>795</u>

	Trade Enquiries		Investment Enquiries		Business Visitors	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa & Middle East	4608	3676	28	172	723	1219
Asia & Pacific	11793	9784	422	578	4128	5439
Europe	7526	5721	424	720	1971	2246
Latin America & Caribbean	4064	2766	61	39	963	1733
United States	6872	4910	222	950	2350	2915
	<u>34863</u>	<u>26857</u>	<u>1157</u>	<u>2459</u>	<u>10135</u>	<u>13552</u>

RÉSULTATS DU PROGRAMME - TOUTES LES RÉGIONS

1. ACTIVITÉS COMMERCIALES

De janvier à mars 1987, quatre-vingt-quatre missions ont rapporté les activités commerciales suivantes:

1. 558 ACCORDS D'EXPORTATION D'UNE VALEUR DE 795 MILLIONS DE DOLLARS
2. 208 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 17 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE, DONT 1 D'UNE VALEUR DE 6,5 MILLIONS DE DOLLARS
4. 21 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA, DONT 8 D'UNE VALEUR DE 59 MILLIONS DE DOLLARS
5. 0 NOUVELLE INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 16 TRANSFERTS DE TECHNOLOGIE, DONT 1 D'UNE VALEUR DE 300 MILLE DOLLARS

POINTS SAILLANTS

- o Vente de lait en poudre d'une valeur de 12 millions \$ (Alger)
- o Vente de potasse d'une valeur de 42 millions \$ (Beijing)
- o Vente de blé d'une valeur de 71 millions \$ (Moscou)
- o Vente de camions miniers d'une valeur de 9,4 millions \$ (Santiago)
- o Vente d'un train monorail d'une valeur de 56 millions \$ (Atlanta)
- o Vente d'un système de montage robotisé d'une valeur de 32,6 millions \$ (Détroit)

STATISTIQUES CLÉS

pour les quatre-vingt-quatre missions ayant fourni des rapports trimestriels

MISSIONS:	Missions		Nbre des Ventes à l'Exportation	Valeur des Ventes à l'Exportation \$M
	Somme	Rapports		
Afrique et Moyen-Orient	17	15	39	81
Asie et Pacifique	18	18	144	201
Europe	27	26	147	222
Amérique Latine et Antilles	15	14	102	76
États-Unis	13	11	126	215
	<u>90</u>	<u>84</u>	<u>558</u>	<u>795</u>

	Demande de Renseignements sur le Commerce		Demande de Renseignements sur l'Investissement		Visite de Gens d'Affaires	
	Cdne	Locale	Cdne	Locale	Cdne	Locale
Afrique et Moyen-Orient	4608	3676	28	172	723	1219
Asie et Pacifique	11793	9784	422	578	4128	5439
Europe	7526	5721	424	720	1971	2246
Amérique Latine et Antilles	4064	2766	61	39	963	1733
États-Unis	6872	4910	222	950	2350	2915
	<u>34863</u>	<u>26857</u>	<u>1157</u>	<u>2459</u>	<u>10135</u>	<u>13552</u>

PROGRAM RESULTS: AFRICA & MIDDLE EAST

1. BUSINESS ACTIVITY

During the January-March 1987 period fifteen posts reported the following business activity:

1. 39 EXPORT SALES WORTH \$81 MILLION
2. 17 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 0 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 0 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 3 TECHNOLOGY TRANSFERS; 1 VALUED AT \$300 THOUSAND

HIGHLIGHTS:

- o \$6 million sale of rail (Rabat)
- o \$2.1 million sale of evaporated milk (Lagos)
- o \$2 million sale of chemicals (Accra)
- o \$2.5 million sale of telecommunications equipment (Harare)
- o \$12 million sale of powdered milk (Algiers)
- o \$30 million sale of lumber (Algiers)

KEY STATISTICS: for the fifteen posts reporting workload information

Missions Reporting To

		GAT	GMT
No. Trade Enquiries	Cdn	3923	685
	Local	2883	793
No. Investment Enquiries	Cdn	11	17
	Local	7	165
No. Business Visitors	Cdn	527	196
	Local	876	343

RÉSULTATS DU PROGRAMME - AFRIQUE ET MOYEN-ORIENT

1. ACTIVITÉS COMMERCIALES

De janvier à mars 1987, quinze missions ont rapporté les activités commerciales suivantes:

1. 39 VENTES A L'EXPORTATION D'UNE VALEUR DE 81 MILLIONS DE DOLLARS
2. 17 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 0 NOUVELLE COENTREPRISE/NOUVEAUX ACCORDS DE LICENCE
4. 0 INITIATIVE D'EXPANSION INDUSTRIELLE AU CANADA
5. 0 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 3 TRANSFERTS DE TECHNOLOGIE DONT 1 D'UNE VALEUR DE 300 MILLE DOLLARS

POINTS SAILLANTS

- o Vente de rails de chemin de fer d'une valeur de 6 millions \$ (Rabat)
- o Vente de lait concentré d'une valeur de 2,1 millions \$ (Lagos)
- o Vente de produits chimiques d'une valeur de 2 millions \$ (Accra)
- o Vente d'équipements de télécommunication d'une valeur de 2,5 millions \$ (Harare)
- o Vente de lait en poudre d'une valeur de 12 millions \$ (Algiers)
- o Vente de bois d'oeuvre d'une valeur de 30 millions \$ (Algiers)

STATISTIQUES CLÉS

pour les quinze missions qui ont fourni des renseignements sur leur charge de travail

RAPPORTS A:

		<u>GAT</u>	<u>GMT</u>
Nbre de demandes de renseignements sur le commerce	Cdne	3923	685
	Locale	2883	793
Nbre de demandes de renseignements sur l'investissement	Cdne	11	17
	Locale	7	165
Nbre de visites de gens d'affaires	Cdne	527	196
	Locale	876	343

PROGRAM RESULTS: ASIA & PACIFIC

1. BUSINESS ACTIVITY

During the January-March 1987 period eighteen posts reported the following business activity:

1. 144 EXPORT SALES WORTH \$201 MILLION
2. 39 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 9 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 7 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA WORTH \$9.2 MILLION
5. 0 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 3 TECHNOLOGY TRANSFER INITIATIVES

HIGHLIGHTS:

- o Sale of wheat worth \$12 million (Manila)
- o \$1,3 million sale of digital image processor (Jakarta)
- o \$17.3 million sale of coinage (Delhi)
- o \$34 million sale of feed wheat (Seoul)
- o 6 foreign investments worth \$9.2 million (Hong Kong)
- o \$2.7 million sale of oil drilling equipment (Singapore)
- o \$42 million sale of potash (Beijing)
- o \$5.3 million sale of food and beverages (Tokyo)

KEY STATISTICS: for the eighteen posts reporting workload information

		<u>Missions Reporting To</u>	
		PST	PNTI/PNTJ
No. Trade Enquiries	Cdn	6629	5164
	Local	5300	4484
No. Investment Enquiries	Cdn	76	346
	Local	116	462
No. Business Visitors	Cdn	1674	2454
	Local	2491	2948

RÉSULTATS DU PROGRAMME - ASIE ET PACIFIQUE

1. ACTIVITÉS COMMERCIALES

De janvier à mars 1987, dix-huit missions ont rapporté les activités commerciales suivantes:

1. 144 VENTES À L'EXPORTATION D'UNE VALEUR DE 201 MILLIONS DE DOLLARS
2. 39 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 9 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 7 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA D'UNE VALEUR DE 9,2 MILLIONS
5. 0 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 3 TRANSFERTS DE TECHNOLOGIE

POINTS SAILLANTS

- o Vente de blé d'une valeur de 12 millions \$ (Manille)
- o Vente d'un processeur d'images numérique d'une valeur de 1,3 million \$ (Jakarta)
- o Vente de monnaie d'une valeur de 17,3 millions \$ (New Delhi)
- o Vente de blé fourrager d'une valeur de 34 millions \$ (Séoul)
- o 6 investissements étrangers d'une valeur de 9,2 millions \$ (Hong Kong)
- o Vente d'équipement pour l'industrie du forage pétrolier d'une valeur de 2,7 millions \$ (Singapour)
- o Vente de potasse d'une valeur de 42 millions \$ (Beijing)
- o Ventes d'aliments transformés d'une valeur de 5,3 millions \$ (Tokyo)

STATISTIQUES CLÉS

pour les dix-huit missions qui ont fourni des renseignements sur leur charge de travail

RAPPORTS À:

		PST	PNTE/PNTUJ
Nbre de demandes de renseignements sur le commerce	Cdne	6629	5164
	Locale	5300	4484
Nbre de demandes de renseignements sur l'investissement	Cdne	76	346
	Locale	116	462
Nbre de visites de gens d'affaires	Cdne	1674	2454
	Locale	2491	2948

PROGRAM RESULTS: EUROPE

1. BUSINESS ACTIVITY

During the January-March 1987 period twenty-six posts reported the following business activity:

1. 147 EXPORT SALES WORTH \$222 MILLION
2. 53 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 5 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 8 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 1 VALUED AT \$40 MILLION
5. 0 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 9 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- o \$71 million sale of wheat (Moscow)
- o \$7 million sale of aircraft (Athens)
- o Industrial Development Project worth \$40 million (Helsinki)
- o \$12.8 million sale of feed wheat (Belgrade)
- o \$10.7 million sale of woodpulp (Helsinki)
- o \$14 million sale of aircraft (London)
- o Industrial Development Project worth \$7 million (Vienna)
- o \$24 million sale of aircraft (Bonn)

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

Missions Reporting To

		RWT	RBT
No. Trade Enquiries	Cdn	5945	1581
	Local	5332	389
No. Investment Enquiries	Cdn	394	30
	Local	720	0
No. Business Visitors	Cdn	1687	284
	Local	1868	378

RÉSULTATS DU PROGRAMME - EUROPE

1. ACTIVITÉS COMMERCIALES

De janvier à mars 1987, vingt-six missions ont rapporté les activités commerciales suivantes:

1. 147 VENTES A L'EXPORTATION D'UNE VALEUR DE 222 MILLIONS DE DOLLARS
2. 53 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 5 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 8 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA, DONT 1 D'UNE VALEUR DE 40 MILLIONS DE DOLLARS
5. 0 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 9 TRANSFERTS DE TECHNOLOGIE

POINTS SAILLANTS

- o Vente de blé d'une valeur de 71 millions \$ (Moscou)
- o Vente d'aéronef d'une valeur de 7 millions \$ (Athènes)
- o Projet d'expansion industrielle d'une valeur de 40 millions \$ (Helsinki)
- o Vente de blé fourrager d'une valeur de 12,8 millions \$ (Belgrade)
- o Vente de pâte de bois d'une valeur de 10,7 millions \$ (Helsinki)
- o Vente d'aéronef d'une valeur de 14 millions \$ (Londres)
- o Projet d'expansion industrielle d'une valeur de 7 millions \$ (Vienne)
- o Vente d'aéronef d'une valeur de 24 millions \$ (Bonn)

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

RAPPORTS A:

		<u>RWT</u>	<u>RBT</u>
Nbre de demandes de renseignements sur le commerce	Cdn	5945	1581
	Local	5332	389
Nbre de demandes de renseignements sur l'investissement	Cdn	394	30
	Local	720	0
Nbre de visites de gens d'affaires	Cdn	1687	284
	Local	1868	378

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

1. BUSINESS ACTIVITY

During the January-March 1987 period fourteen posts reported the following business activity:

1. 102 EXPORT SALES WORTH \$76 MILLION
2. 33 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 0 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 0 CANADIAN INVESTMENT INITIATIVE IN TERRITORY
6. 0 TECHNOLOGY TRANSFER

HIGHLIGHTS:

- o 1 contract for consulting services worth 7.8 million (Caracas)
- o \$6.5 million sale of mining equipment (Santiago)
- o \$2.5 million sale of gas processing equipment (Bridgetown)
- o \$14 million sale of feed grains (Mexico)
- o \$2.4 million sale of coinage (Caracas)
- o \$1 million sale of system projectors (Sao Paulo)
- o \$9.4 million sale of mining trucks (Santiago)
- o Provision of project management services worth \$2.8 million (Kingston)

KEY STATISTICS: for the fourteen posts reporting workload information

		<u>Missions Reporting To</u>	
		LCT	LST
No. Trade Enquiries	Cdn	1462	2602
	Local	930	1836
No. Investment Enquiries	Cdn	36	25
	Local	23	16
No. Business Visitors	Cdn	385	578
	Local	910	823

RÉSULTATS DU PROGRAMME - AMÉRIQUE LATINE ET ANTILLES

1. ACTIVITÉS COMMERCIALES

De janvier à mars 1987, quatorze missions ont rapporté les activités commerciales suivantes:

1. 102 VENTES A L'EXPORTATION D'UNE VALEUR DE 76 MILLIONS DE DOLLARS
2. 33 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 0 NOUVELLE COENTREPRISE/NOUVEAUX ACCORDS DE LICENCE
4. 0 INITIATIVE D'EXPANSION INDUSTRIELLE AU CANADA
5. 0 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 0 TRANSFERT DE TECHNOLOGIE

POINTS SAILLANTS

- o Un contrat de services-conseils d'une valeur de 7,8 \$ millions (Caracas)
- o Vente d'équipement minier d'une valeur de 6,5 millions \$ (Santiago)
- o Vente d'équipement de transformation du gaz d'une valeur de 2,5 millions \$ (Bridgetown)
- o Vente de grain fourrager d'une valeur de 14 millions \$ (Mexico)
- o Vente de monnaie d'une valeur de 2,4 millions \$ (Caracas)
- o Vente d'un système de projecteurs d'une valeur d'un million \$ (Sao Paulo)
- o Vente de camions miniers d'une valeur de 9,4 millions \$ (Santiago)
- o Contrat de service de gestion de projet d'une valeur de 2,8 millions \$ (Kingston)

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

RAPPORTS A:

		LCT	LST
Nbre de demandes de renseignements sur le commerce	Cdne	1462	2602
	Locale	930	1836
Nbre de demandes de renseignements sur l'investissement	Cdne	36	25
	Locale	23	16
Nbre de visites de gens d'affaires	Cdne	385	578
	Locale	910	823

PROGRAM RESULTS: UNITED STATES

1. BUSINESS ACTIVITY

During the January-March 1987 period eleven posts reported the following business activity:

1. 126 EXPORT SALES WORTH \$215 MILLION
2. 66 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 3 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; 1 VALUED AT \$6.5 MILLION
4. 6 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 1 VALUED AT \$10 MILLION
5. 0 CANADIAN INVESTMENT INITIATIVE IN TERRITORY
6. 1 TECHNOLOGY TRANSFER

HIGHLIGHTS:

- o \$56 million sale of monorail trains (Atlanta)
- o \$4.3 million sale of radio communications (Boston)
- o Industrial Development project worth \$10 million (New York)
- o Third Country Export Licence for sale of radar worth \$40 million (Washington)
- o \$32.6 million sale of robotic equipment (Detroit)
- o \$9 million sale of wind power system (San Francisco)
- o 25 new exporter agencies (Buffalo)
- o \$20 million sale of hydro generating equipment (Washington)

KEY STATISTICS: for the eleven posts reporting workload information

	<u>Missions Reporting To</u>		
		UTE	UTW
No. Trade Enquiries	Cdn	3844	3028
	Local	3220	1690
No. Investment Enquiries	Cdn	159	63
	Local	276	674
No. Business Visitors	Cdn	1550	800
	Local	954	1961

RÉSULTATS DU PROGRAMME - ÉTATS-UNIS

1. ACTIVITÉS COMMERCIALES

De janvier à mars 1987, onze missions ont rapporté les activités commerciales suivantes:

1. 126 VENTES A L'EXPORTATION D'UNE VALEUR DE 215 MILLIONS DE DOLLARS
2. 66 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 3 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE DONT 1 D'UNE VALEUR DE 6,5 MILLIONS DE DOLLARS
4. 6 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA; DONT 1 D'UNE VALEUR DE 10 MILLIONS DE DOLLARS
5. 0 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 1 TRANSFERT DE TECHNOLOGIE

POINTS SAILLANTS

- o Vente d'un train monorail d'une valeur de 56 millions \$ (Atlanta)
- o Vente d'équipement de communications d'une valeur de 4,3 millions \$ (Boston)
- o Projet d'expansion industrielle d'une valeur de 10 millions \$ (New York)
- o Licence d'exportation de radar d'une valeur de 40 millions \$ dans un pays tiers (Washington)
- o Vente d'un système de montage robotisé d'une valeur de 32,6 millions \$ (Detroit)
- o Vente de systèmes de production d'énergie éolienne d'une valeur de 9 millions \$ (San Francisco)
- o 25 agences 'Nouveaux exportateurs' (NEBS) (Buffalo)
- o Vente d'équipement hydro-électrique d'une valeur de 20 millions \$ (Washington)

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

		<u>RAPPORTS A:</u>	
		<u>UTE</u>	<u>UTW</u>
Nbre de demandes de renseignements sur le commerce	Cdne	3844	3028
	Locale	3220	1690
Nbre de demandes de renseignements sur l'investissement	Cdne	159	63
	Locale	276	674
Nbre de visites de gens d'affaires	Cdne	1550	800
	Locale	954	1961

SECTION II

SUMMARY OF PASTORAL

ACTIVITIES

MEMBER LEAD ACTIVITIES

IN PROGRESS

SECTION II

SUMMARY OF PROGRAM

ACTIVITIES

RÉSUMÉ DES ACTIVITÉS

DU PROGRAMME

SECTION 1

STATEMENT OF PROGRAM

ACTIVITIES

STATEMENT OF ACTIVITIES

THE PROGRAM

STATE OF CALIFORNIA
 DEPARTMENT OF REVENUE
 STATE TAX COLLECTOR

STATE OF CALIFORNIA

STATE TAX
 COLLECTOR

	1960-1961		1961-1962		1962-1963	1963-1964
	1960	1961	1961	1962		
1. State Income Tax	1.4	1.5	1.5	1.5	1.5	1.5
2. State Personal Income Tax	1.4	1.5	1.5	1.5	1.5	1.5
3. State Property Tax	1.5	1.5	1.5	1.5	1.5	1.5
4. State Sales Tax	1.5	1.5	1.5	1.5	1.5	1.5
5. State General Fund	1.5	1.5	1.5	1.5	1.5	1.5
6. State Special Fund	1.5	1.5	1.5	1.5	1.5	1.5
7. State Bond Proceeds	1.5	1.5	1.5	1.5	1.5	1.5
8. State Other Sources	1.5	1.5	1.5	1.5	1.5	1.5
9. State Total	1.5	1.5	1.5	1.5	1.5	1.5

1960-1961 1.5 1961-1962 1.5 1962-1963 1.5 1963-1964 1.5

State Income Tax 1.5
 State Personal Income Tax 1.5

State Property Tax 1.5
 State Sales Tax 1.5
 State General Fund 1.5
 State Special Fund 1.5
 State Bond Proceeds 1.5
 State Other Sources 1.5

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for TOTAL T.I.D. PROGRAM:

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	17.6	10.3	29.9	20.0	93.40	34863 (Enquires)
from Territory	7.9	3.7	18.9	10.0	52.52	26857 (Enquires)
B. Export Promotion Projects and Events	9.9	8.7	8.9	10.0	37.07	2226 (Projects/Events)
C. Other Trade Development Activities	8.2	3.7	8.5	0.0	32.73	
D. Promotional Projects	11.8	5.0	12.4	0.0	47.44	763 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	2.7	3.3	1.4	10.0	8.29	1157 (Enquiries)
from Territory	4.7	3.0	2.7	0.0	14.50	2459 (Enquiries)
F. Service to Government						
External Affairs	8.8	8.0	4.4	0.0	26.00	2282 (Reports)
OGDs, Provinces, ETC	6.4	15.7	3.7	0.0	20.16	2500 (Contacts)
G. Administration						
Program Management	10.3	2.0	2.1	0.0	24.19	
Leave, Professional Dev.	5.9	1.7	5.8	0.0	22.82	
<hr/>						
Total TID Program	94.2	65.1	98.7	50.0	379.12	
H. Other Programs	5.8	35.0	1.5	50.0	15.88	

Canadian Business Visitors: 10135
Local Business Visitors: 13552

Trade Officers: 391
Non-Trade Officers: 4

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

STATE OF NEW YORK
 DEPARTMENT OF TAXATION
 TAXPAYER'S STATEMENT

NAME OF TAXPAYER

4-2024
 WITHHOLDING

DATE	AMOUNT	DATE	AMOUNT	DATE	AMOUNT	DATE	AMOUNT
12-31-23	100.00	12-31-23	100.00	12-31-23	100.00	12-31-23	100.00
01-31-24	100.00	01-31-24	100.00	01-31-24	100.00	01-31-24	100.00
02-29-24	100.00	02-29-24	100.00	02-29-24	100.00	02-29-24	100.00
03-31-24	100.00	03-31-24	100.00	03-31-24	100.00	03-31-24	100.00
04-30-24	100.00	04-30-24	100.00	04-30-24	100.00	04-30-24	100.00
05-31-24	100.00	05-31-24	100.00	05-31-24	100.00	05-31-24	100.00
06-30-24	100.00	06-30-24	100.00	06-30-24	100.00	06-30-24	100.00
07-31-24	100.00	07-31-24	100.00	07-31-24	100.00	07-31-24	100.00
08-31-24	100.00	08-31-24	100.00	08-31-24	100.00	08-31-24	100.00
09-30-24	100.00	09-30-24	100.00	09-30-24	100.00	09-30-24	100.00
10-31-24	100.00	10-31-24	100.00	10-31-24	100.00	10-31-24	100.00
11-30-24	100.00	11-30-24	100.00	11-30-24	100.00	11-30-24	100.00
12-31-24	100.00	12-31-24	100.00	12-31-24	100.00	12-31-24	100.00
TOTAL	1200.00	TOTAL	1200.00	TOTAL	1200.00	TOTAL	1200.00

STATE OF NEW YORK
 DEPARTMENT OF TAXATION
 TAXPAYER'S STATEMENT

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AFRICA & MIDDLE EAST

AFRIQUE ET MOYEN-ORIENT

GAT

GMT

ABIDJAN

AMMAN

ACCRA

* BAGHDAD/BAGDAD

ADDIS ABABA/ADDIS ABÉBA

* CAIRO/LE CAIRE

ALGIERS/ALGER

KUWAIT/KOWEÏT

HARARE

RIYADH

KINSHASA

TEL AVIV

LAGOS

NAIROBI

RABAT

TUNIS

YAOUNDE

* Quarterly report for this post was not available
 Le rapport trimestriel de cette mission n'était pas disponible

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for REGION: AFRICA & MIDDLE EAST

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	20.9	10.5	25.3	20.0	9.85	4608 (Enquires)
from Territory	13.1	5.5	24.6	10.0	7.88	3676 (Enquires)
B. Export Promotion Projects and Events	12.1	8.0	7.5	10.0	4.29	272 (Projects/Events)
C. Other Trade Development Activities	6.1	3.0	11.2	0.0	3.58	
D. Promotional Projects	13.8	7.5	10.4	0.0	5.12	64 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	3.3	5.0	3.7	10.0	1.63	28 (Enquiries)
from Territory	1.1	4.5	2.2	0.0	0.77	172 (Enquiries)
F. Service to Government						
External Affairs	7.7	2.0	3.3	0.0	2.30	105 (Reports)
OGDs, Provinces, ETC	8.0	1.0	3.5	0.0	2.38	77 (Contacts)
G. Administration						
Program Management	7.9	0.5	1.5	0.0	1.95	
Leave, Professional Dev.	4.5	0.0	5.0	0.0	1.94	
<hr/>						
Total TID Program	98.5	47.5	98.2	50.0	41.69	
H. Other Programs	1.6	52.5	2.2	50.0	2.31	

Canadian Business Visitors: 723
Local Business Visitors: 1219

Trade Officers: 41
Non-Trade Officers: 3

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for SUB-REGION: AFRICA

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	23.8	10.5	25.2	20.0	7.02	3923 (Enquires)
	from Territory	12.9	5.5	23.4	10.0	5.06	2883 (Enquires)
B. Export Promotion Projects and Events		14.1	8.0	7.1	10.0	3.15	210 (Projects/Events)
C. Other Trade Development Activities		6.7	3.0	13.1	0.0	2.70	
D. Promotional Projects		11.6	7.5	9.8	0.0	3.05	38 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.6	5.0	1.9	10.0	0.53	11 (Enquiries)
	from Territory	0.1	4.5	0.4	0.0	0.15	7 (Enquiries)
F. Service to Government	External Affairs	7.7	2.0	3.5	0.0	1.57	67 (Reports)
	OSDs,Provinces,ETC	7.8	1.0	3.7	0.0	1.59	37 (Contacts)
G. Administration	Program Management	7.1	0.5	1.1	0.0	1.15	
	Leave,Professional Dev.	6.4	0.0	7.5	0.0	1.87	
<hr/>							
Total TID Program		98.8	47.5	96.7	50.0	27.84	
H. Other Programs		1.3	52.5	3.3	50.0	2.16	

Canadian Business Visitors: 527
Local Business Visitors: 876

Trade Officers: 27
Non-Trade Officers: 3

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Abidjan

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED TRADE		LOCALLY-ENGAGED TRADE				
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	33.0	0.0	25.0	0.0	0.91	331 (Enquires)
	from Territory	13.5	0.0	20.0	0.0	0.47	210 (Enquires)
B. Export Promotion Projects and Events		15.5	0.0	0.0	0.0	0.31	8 (Projects/Events)
C. Other Trade Development Activities		7.0	0.0	10.0	0.0	0.24	
D. Promotional Projects		5.0	0.0	0.0	0.0	0.10	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.5	0.0	0.0	0.0	0.01	2 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	1 (Enquiries)
F. Service to Government	External Affairs	1.5	0.0	7.0	0.0	0.10	4 (Reports)
	OGDs,Provinces,ETC	1.5	0.0	0.0	0.0	0.03	4 (Contacts)
G. Administration	Program Management	12.0	0.0	0.0	0.0	0.24	
	Leave,Professional Dev.	8.0	0.0	38.0	0.0	0.54	
<hr/>							
Total TID Program		97.5	0.0	100.0	0.0	2.95	
H. Other Programs		2.5	0.0	0.0	0.0	0.05	

Canadian Business Visitors: 86
Local Business Visitors: 80

Trade Officers: 3
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Accra

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	0.0	20.0	0.0	20.0	0.40	62 (Enquires)
	from Territory	0.0	10.0	0.0	10.0	0.20	38 (Enquires)
B. Export Promotion Projects and Events		0.0	10.0	0.0	10.0	0.20	25 (Projects/Events)
C. Other Trade Development Activities		0.0	1.0	0.0	0.0	0.01	
D. Promotional Projects		0.0	0.0	0.0	0.0	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	10.0	0.0	10.0	0.20	0 (Enquiries)
	from Territory	0.0	9.0	0.0	0.0	0.09	0 (Enquiries)
F. Service to Government	External Affairs	0.0	2.0	0.0	0.0	0.02	10 (Reports)
	DGDs,Provinces,ETC	0.0	2.0	0.0	0.0	0.02	7 (Contacts)
G. Administration	Program Management	0.0	1.0	0.0	0.0	0.01	
	Leave,Professional Dev.	0.0	0.0	0.0	0.0	0.00	
<hr/>							
Total TID Program		0.0	65.0	0.0	50.0	1.15	
H. Other Programs		0.0	35.0	0.0	50.0	0.85	

Canadian Business Visitors: 16
Local Business Visitors: 54

Trade Officers: 0
Non-Trade Officers: 2

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Addis Ababa

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	0.0	1.0	35.0	0.0	0.36	201 (Enquires)
	from Territory	0.0	1.0	25.0	0.0	0.26	65 (Enquires)
B. Export Promotion Projects and Events		0.0	6.0	0.0	0.0	0.06	5 (Projects/Events)
C. Other Trade Development Activities		0.0	5.0	0.0	0.0	0.05	
D. Promotional Projects		0.0	15.0	1.0	0.0	0.16	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	0.0	2.0	1.0	0.0	0.03	2 (Reports)
	DGDs, Provinces, ETC	0.0	0.0	0.0	0.0	0.00	1 (Contacts)
G. Administration	Program Management	0.0	0.0	0.0	0.0	0.00	
	Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00	
<hr/>							
Total TID Program		0.0	30.0	62.0	0.0	0.92	
H. Other Programs		0.0	70.0	38.0	0.0	1.08	

Canadian Business Visitors: 12
Local Business Visitors: 20

Trade Officers: 1
Non-Trade Officers: 1

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Algiers

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	10.0	0.0	21.0	0.0	0.93	480 (Enquires)
	from Territory	5.0	0.0	4.0	0.0	0.27	60 (Enquires)
B. Export Promotion Projects and Events		21.0	0.0	9.0	0.0	0.90	54 (Projects/Events)
C. Other Trade Development Activities		9.0	0.0	27.0	0.0	1.08	
D. Promotional Projects		23.0	0.0	22.0	0.0	1.35	14 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	18.0	0.0	9.0	0.0	0.81	6 (Reports)
	OGDs,Provinces,ETC	9.0	0.0	4.0	0.0	0.39	0 (Contacts)
G. Administration	Program Management	5.0	0.0	4.0	0.0	0.27	
	Leave,Professional Dev.	0.0	0.0	0.0	0.0	0.00	
<hr/>							
Total TID Program		100.0	0.0	100.0	0.0	6.00	
H. Other Programs		0.0	0.0	0.0	0.0	0.00	

Canadian Business Visitors: 49
Local Business Visitors: 0

Trade Officers: 6
Non-Trade Officers: 0

Note: Percentage values may not add
due to rounding adjustment;
maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Harare

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	5.0	0.0	20.0	0.0	0.25	208 (Enquires)
from Territory	5.0	0.0	35.0	0.0	0.40	357 (Enquires)
B. Export Promotion Projects and Events	5.0	0.0	0.0	0.0	0.05	1 (Projects/Events)
C. Other Trade Development Activities	15.0	0.0	10.0	0.0	0.25	
D. Promotional Projects	20.0	0.0	15.0	0.0	0.35	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	5.0	0.0	0.0	0.0	0.05	7 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	0.0	0.0	0.0	0.0	0.00	9 (Reports)
OGDs, Provinces, ETC	35.0	0.0	20.0	0.0	0.55	6 (Contacts)
G. Administration						
Program Management	10.0	0.0	0.0	0.0	0.10	
Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00	
Total TID Program	100.0	0.0	100.0	0.0	2.00	
H. Other Programs	0.0	0.0	0.0	0.0	0.00	

Canadian Business Visitors: 41
Local Business Visitors: 126

Trade Officers: 2
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Kinshasa

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	30.0	0.0	30.0	0.0	0.60	205 (Enquires)
from Territory	20.0	0.0	40.0	0.0	0.60	275 (Enquires)
B. Export Promotion Projects and Events	5.0	0.0	5.0	0.0	0.10	5 (Projects/Events)
C. Other Trade Development Activities	5.0	0.0	5.0	0.0	0.10	
D. Promotional Projects	5.0	0.0	10.0	0.0	0.15	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	2 (Enquiries)
F. Service to Government						
External Affairs	10.0	0.0	0.0	0.0	0.10	4 (Reports)
DGDs,Provinces,ETC	15.0	0.0	10.0	0.0	0.25	3 (Contacts)
G. Administration						
Program Management	5.0	0.0	0.0	0.0	0.05	
Leave,Professional Dev.	0.0	0.0	0.0	0.0	0.00	
<hr/>						
Total TID Program	95.0	0.0	100.0	0.0	1.95	
H. Other Programs	5.0	0.0	0.0	0.0	0.05	

Canadian Business Visitors: 42
Local Business Visitors: 105

Trade Officers: 2
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Lagos

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	22.5	0.0	22.5	0.0	0.90	544 (Enquires)
from Territory	27.5	0.0	57.5	0.0	1.70	726 (Enquires)
B. Export Promotion Projects and Events	15.0	0.0	15.0	0.0	0.60	33 (Projects/Events)
C. Other Trade Development Activities	0.0	0.0	5.0	0.0	0.10	
D. Promotional Projects	0.0	0.0	0.0	0.0	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	10.0	0.0	0.0	0.0	0.20	7 (Reports)
OGDs, Provinces, ETC	2.5	0.0	0.0	0.0	0.05	4 (Contacts)
G. Administration						
Program Management	10.0	0.0	0.0	0.0	0.20	
Leave, Professional Dev.	12.5	0.0	0.0	0.0	0.25	
<hr/>						
Total TID Program	100.0	0.0	100.0	0.0	4.00	
H. Other Programs	0.0	0.0	0.0	0.0	0.00	

Canadian Business Visitors: 27
Local Business Visitors: 220

Trade Officers: 4

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Nairobi

		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
Activity		%	%	%	%		
A. Servicing Export Enquiries	from Canada	22.0	0.0	15.0	0.0	0.37	663 (Enquires)
	from Territory	15.0	0.0	20.0	0.0	0.35	828 (Enquires)
B. Export Promotion Projects and Events		40.0	0.0	2.0	0.0	0.42	17 (Projects/Events)
C. Other Trade Development Activities		5.0	0.0	15.0	0.0	0.20	
D. Promotional Projects		3.0	0.0	10.0	0.0	0.13	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	1.0	0.0	0.0	0.0	0.01	1 (Enquiries)
F. Service to Government	External Affairs	3.0	0.0	1.0	0.0	0.04	14 (Reports)
	OGDs, Provinces, ETC	2.0	0.0	1.0	0.0	0.03	5 (Contacts)
G. Administration	Program Management	3.0	0.0	2.0	0.0	0.05	
	Leave, Professional Dev.	5.0	0.0	34.0	0.0	0.39	
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Total TID Program		99.0	0.0	100.0	0.0	1.99	
H. Other Programs		1.0	0.0	0.0	0.0	0.01	
Canadian Business Visitors:		43					
Local Business Visitors:		59					
Trade Officers:		2					
Non-Trade Officers:		0					

Note: Percentage values may not add
due to rounding adjustment;
maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Rabat

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	30.0	0.0	30.0	0.0	0.60	596 (Enquires)
	from Territory	20.0	0.0	20.0	0.0	0.40	134 (Enquires)
B. Export Promotion Projects and Events		10.0	0.0	10.0	0.0	0.20	59 (Projects/Events)
C. Other Trade Development Activities		5.0	0.0	5.0	0.0	0.10	
D. Promotional Projects		5.0	0.0	5.0	0.0	0.10	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	2 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	3 (Enquiries)
F. Service to Government	External Affairs	5.0	0.0	5.0	0.0	0.10	9 (Reports)
	DGDs,Provinces,ETC	5.0	0.0	5.0	0.0	0.10	5 (Contacts)
G. Administration	Program Management	0.0	0.0	0.0	0.0	0.00	
	Leave,Professional Dev.	20.0	0.0	20.0	0.0	0.40	
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Total TID Program		100.0	0.0	100.0	0.0	2.00	
H. Other Programs		0.0	0.0	0.0	0.0	0.00	

Canadian Business Visitors: 54
Local Business Visitors: 63

Trade Officers: 2

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Tunis

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	35.0	0.0	40.0	0.0	0.75	333 (Enquires)
	from Territory	6.0	0.0	12.0	0.0	0.18	136 (Enquires)
B. Export Promotion Projects and Events		3.0	0.0	8.0	0.0	0.11	3 (Projects/Events)
C. Other Trade Development Activities		5.0	0.0	4.0	0.0	0.09	
D. Promotional Projects		25.0	0.0	21.0	0.0	0.46	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
F. Service to Government	External Affairs	0.0	0.0	4.0	0.0	0.04	1 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	0.0	0.0	0.05	2 (Contacts)
G. Administration	Program Management	8.0	0.0	0.0	0.0	0.08	
	Leave, Professional Dev.	8.0	0.0	6.0	0.0	0.14	
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Total TID Program		95.0	0.0	95.0	0.0	1.90	
H. Other Programs		5.0	0.0	5.0	0.0	0.10	

Canadian Business Visitors: 47
Local Business Visitors: 100

Trade Officers: 2
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Yaounde

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	35.0	0.0	25.0	0.0	0.95	300 (Enquires)
from Territory	9.0	0.0	5.0	0.0	0.23	54 (Enquires)
B. Export Promotion Projects and Events	5.0	0.0	10.0	0.0	0.20	0 (Projects/Events)
C. Other Trade Development Activities	9.0	0.0	30.0	0.0	0.48	
D. Promotional Projects	12.5	0.0	0.0	0.0	0.25	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	1.0	0.0	25.0	0.0	0.27	0 (Enquiries)
from Territory	0.0	0.0	5.0	0.0	0.05	0 (Enquiries)
F. Service to Government						
External Affairs	6.5	0.0	0.0	0.0	0.13	1 (Reports)
DGDs, Provinces, ETC	6.0	0.0	0.0	0.0	0.12	0 (Contacts)
G. Administration						
Program Management	7.5	0.0	0.0	0.0	0.15	
Leave, Professional Dev.	7.5	0.0	0.0	0.0	0.15	
Total TID Program	99.0	0.0	100.0	0.0	2.98	
H. Other Programs	1.0	0.0	0.0	0.0	0.02	

Canadian Business Visitors: 110
Local Business Visitors: 49

Trade Officers: 3

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for SUB-REGION: MIDDLE EAST

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	15.1	0.0	25.3	0.0	2.83	685 (Enquires)
from Territory	13.6	0.0	26.7	0.0	2.82	793 (Enquires)
B. Export Promotion Projects and Events	8.1	0.0	8.1	0.0	1.14	62 (Projects/Events)
C. Other Trade Development Activities	4.9	0.0	7.7	0.0	0.88	
D. Promotional Projects	18.1	0.0	11.4	0.0	2.07	26 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	8.7	0.0	7.0	0.0	1.10	17 (Enquiries)
from Territory	3.3	0.0	5.6	0.0	0.62	165 (Enquiries)
F. Service to Government						
External Affairs	7.6	0.0	2.9	0.0	0.73	38 (Reports)
OGDs, Provinces, ETC	8.3	0.0	3.0	0.0	0.79	40 (Contacts)
G. Administration						
Program Management	9.3	0.0	2.1	0.0	0.80	
Leave, Professional Dev.	0.9	0.0	0.1	0.0	0.07	
Total TID Program	97.9	0.0	99.9	0.0	13.85	
H. Other Programs	2.1	0.0	0.0	0.0	0.15	

Canadian Business Visitors: 196
Local Business Visitors: 343

Trade Officers: 14

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Amman

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	15.0	0.0	25.0	0.0	0.65	144 (Enquires)
from Territory	10.0	0.0	30.0	0.0	0.70	167 (Enquires)
B. Export Promotion Projects and Events	10.0	0.0	11.0	0.0	0.32	19 (Projects/Events)
C. Other Trade Development Activities	0.0	0.0	0.0	0.0	0.00	
D. Promotional Projects	20.0	0.0	15.0	0.0	0.50	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	1.0	0.0	1.5	0.0	0.04	7 (Enquiries)
from Territory	10.0	0.0	8.5	0.0	0.27	20 (Enquiries)
F. Service to Government						
External Affairs	10.0	0.0	4.0	0.0	0.18	16 (Reports)
OGDs, Provinces, ETC	9.0	0.0	5.0	0.0	0.19	8 (Contacts)
G. Administration						
Program Management	10.0	0.0	0.0	0.0	0.10	
Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00	
<hr/>						
Total TID Program	95.0	0.0	100.0	0.0	2.95	
H. Other Programs	5.0	0.0	0.0	0.0	0.05	

Canadian Business Visitors: 66
Local Business Visitors: 151

Trade Officers: 3

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Kuwait

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	10.0	0.0	20.0	0.0	0.30	180 (Enquires)
	from Territory	8.0	0.0	22.0	0.0	0.30	200 (Enquires)
B. Export Promotion Projects and Events		10.0	0.0	5.0	0.0	0.15	35 (Projects/Events)
C. Other Trade Development Activities		6.0	0.0	4.0	0.0	0.10	
D. Promotional Projects		26.0	0.0	22.0	0.0	0.48	10 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	5.0	0.0	6.0	0.0	0.11	10 (Enquiries)
	from Territory	8.0	0.0	10.0	0.0	0.18	50 (Enquiries)
F. Service to Government	External Affairs	8.0	0.0	5.0	0.0	0.13	10 (Reports)
	OGDs,Provinces,ETC	7.0	0.0	5.0	0.0	0.12	20 (Contacts)
G. Administration	Program Management	5.0	0.0	1.0	0.0	0.06	
	Leave,Professional Dev.	3.0	0.0	0.0	0.0	0.03	
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Total TID Program		96.0	0.0	100.0	0.0	1.96	
H. Other Programs		4.0	0.0	0.0	0.0	0.04	

Canadian Business Visitors: 52
 Local Business Visitors: 150

Trade Officers: 2
 Non-Trade Officers: 0

Note: Percentage values may not add
 due to rounding adjustment;
 maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Riyadh

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	14.0	0.0	28.5	0.0	1.13	212 (Enquires)
	from Territory	18.0	0.0	30.0	0.0	1.32	336 (Enquires)
B. Export Promotion Projects and Events		5.5	0.0	2.5	0.0	0.27	7 (Projects/Events)
C. Other Trade Development Activities		7.0	0.0	15.0	0.0	0.58	
D. Promotional Projects		20.3	0.0	9.0	0.0	0.99	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	11.3	0.0	0.0	0.0	0.45	0 (Enquiries)
	from Territory	1.3	0.0	6.0	0.0	0.17	65 (Enquiries)
F. Service to Government	External Affairs	6.3	0.0	3.5	0.0	0.32	11 (Reports)
	OGDs, Provinces, ETC	4.3	0.0	3.0	0.0	0.23	10 (Contacts)
G. Administration	Program Management	10.0	0.0	2.0	0.0	0.44	
	Leave, Professional Dev.	0.8	0.0	0.5	0.0	0.04	
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Total TID Program		98.8	0.0	100.0	0.0	5.94	
H. Other Programs		1.5	0.0	0.0	0.0	0.06	

Canadian Business Visitors: 59
Local Business Visitors: 0

Trade Officers: 6
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Tel Aviv

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	25.0	0.0	25.0	0.0	0.75	149 (Enquires)
	from Territory	5.0	0.0	22.5	0.0	0.50	90 (Enquires)
B. Export Promotion Projects and Events		15.0	0.0	12.5	0.0	0.40	1 (Projects/Events)
C. Other Trade Development Activities		0.0	0.0	10.0	0.0	0.20	
D. Promotional Projects		0.0	0.0	5.0	0.0	0.10	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	10.0	0.0	20.0	0.0	0.50	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	30 (Enquiries)
F. Service to Government	External Affairs	10.0	0.0	0.0	0.0	0.10	1 (Reports)
	DGDs,Provinces,ETC	25.0	0.0	0.0	0.0	0.25	2 (Contacts)
G. Administration	Program Management	10.0	0.0	5.0	0.0	0.20	
	Leave,Professional Dev.	0.0	0.0	0.0	0.0	0.00	
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Total TID Program		100.0	0.0	100.0	0.0	3.00	
H. Other Programs		0.0	0.0	0.0	0.0	0.00	

Canadian Business Visitors: 19
Local Business Visitors: 42

Trade Officers: 3
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

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Report for 1997 10/1/97

STATE OF TEXAS
DEPARTMENT OF TRANSPORTATION

PROJECT	TOTAL COST	FUNDING SOURCE				TOTAL	PERCENT
		FEDERAL	STATE	COUNTY	LOCAL		
1. State Highway 1	10.00	5.00	5.00	0.00	0.00	10.00	50%
2. State Highway 2	20.00	10.00	10.00	0.00	0.00	20.00	50%
3. State Highway 3	30.00	15.00	15.00	0.00	0.00	30.00	50%
4. State Highway 4	40.00	20.00	20.00	0.00	0.00	40.00	50%
5. State Highway 5	50.00	25.00	25.00	0.00	0.00	50.00	50%
6. State Highway 6	60.00	30.00	30.00	0.00	0.00	60.00	50%
7. State Highway 7	70.00	35.00	35.00	0.00	0.00	70.00	50%
8. State Highway 8	80.00	40.00	40.00	0.00	0.00	80.00	50%
9. State Highway 9	90.00	45.00	45.00	0.00	0.00	90.00	50%
10. State Highway 10	100.00	50.00	50.00	0.00	0.00	100.00	50%
TOTAL	500.00	250.00	250.00	0.00	0.00	500.00	50%

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ACTIVITIES
ASIA & PACIFIC

ASIA & PACIFIC
ASIE ET PACIFIQUE

ACTIVITY	UNIT	1980									ACTIVITY
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	
A. Other from development activities	US\$	0.0	17.7	2.6	4.0	0.0	2.2	2.2	0.0	0.0	Other from development activities
B. Administration	US\$	0.0	4.3	0.0	0.0	0.0	2.4	2.2	0.0	0.0	Administration
PST		0.0	2.7	0.3	0.0	0.0	0.0	0.0	0.0	0.0	PNTJ/PNTJ
BANGKOK		0.0	11.7	0.3	0.0	0.0	7.7	2.0	0.0	0.0	BEIJING
CANBERRA		0.0	17.1	2.1	0.0	0.0	0.0	0.0	0.0	0.0	HONG KONG
DHAKA		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	OSAKA
JAKARTA		0.0	1.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	SEOUL
ISLAMABAD		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	SHANGHAI
KUALA LUMPUR		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	TOKYO
MANILA/MANILLE		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
MELBOURNE		0.0	7.1	0.0	0.0	0.0	2.4	2.2	0.0	0.0	
NEW DELHI		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
SINGAPORE/SINGAPOUR		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
SYDNEY		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
WELLINGTON		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	

Total PST Program	06.301	0.0	08.2	0.3	0.0	0.0	0.0	0.0	0.0	0.0	Total PST Program
B. Other Program	07.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	B. Other Program

Trade Officers	54	Trade Officers	54
Non-Trade Officers	0	Non-Trade Officers	0

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for REGION: ASIA AND PACIFIC

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	15.9	0.0	26.2	0.0	22.10	11793 (Enquires)
from Territory	5.8	0.0	18.0	0.0	12.19	9784 (Enquires)
B. Export Promotion Projects and Events	10.8	0.0	8.6	0.0	10.45	608 (Projects/Events)
C. Other Trade Development Activities	10.2	0.0	8.5	0.0	10.08	
D. Promotional Projects	14.2	0.0	14.3	0.0	15.22	224 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.5	0.0	1.8	0.0	2.34	422 (Enquiries)
from Territory	3.7	0.0	4.7	0.0	4.43	578 (Enquiries)
F. Service to Government						
External Affairs	8.7	0.0	4.1	0.0	7.06	854 (Reports)
OGDs, Provinces, ETC	6.9	0.0	4.6	0.0	6.29	963 (Contacts)
G. Administration						
Program Management	8.4	0.0	2.4	0.0	6.06	
Leave, Professional Dev.	5.9	0.0	5.4	0.0	6.08	
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Total TID Program	93.0	0.0	98.6	0.0	102.30	
H. Other Programs	7.0	0.0	1.3	0.0	4.70	

Canadian Business Visitors: 4128
Local Business Visitors: 5439

Trade Officers: 107

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for SUB-REGION: PACIFIC SOUTH

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	17.7	0.0	34.2	0.0	13.86	6629 (Enquires)
	from Territory	6.5	0.0	20.4	0.0	7.14	5300 (Enquires)
B. Export Promotion Projects and Events		9.2	0.0	4.8	0.0	3.82	188 (Projects/Events)
C. Other Trade Development Activities		11.7	0.0	7.2	0.0	5.14	
D. Promotional Projects		17.6	0.0	14.2	0.0	8.61	73 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.4	0.0	0.3	0.0	0.49	76 (Enquiries)
	from Territory	0.9	0.0	0.7	0.0	0.44	116 (Enquiries)
F. Service to Government	External Affairs	9.3	0.0	3.3	0.0	3.45	305 (Reports)
	OGDs,Provinces,ETC	7.1	0.0	3.5	0.0	2.92	405 (Contacts)
G. Administration	Program Management	8.8	0.0	3.0	0.0	3.23	
	Leave,Professional Dev.	4.0	0.0	6.7	0.0	2.86	
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Total TID Program		94.2	0.0	98.3	0.0	51.96	
H. Other Programs		5.8	0.0	1.6	0.0	2.04	

Canadian Business Visitors: 1674
Local Business Visitors: 2491

Trade Officers: 54
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Bangkok

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%	
A. Servicing Export Enquiries	from Canada	28.0	0.0	40.0	0.0	1.76 (Enquires)
	from Territory	12.5	0.0	17.0	0.0	0.76 (Enquires)
B. Export Promotion Projects and Events		3.5	0.0	0.7	0.0	0.09 17 (Projects/Events)
C. Other Trade Development Activities		3.0	0.0	3.3	0.0	0.16
D. Promotional Projects		26.0	0.0	22.3	0.0	1.19 11 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.0	0.0	1.0	0.0	0.09 31 (Enquiries)
	from Territory	0.5	0.0	0.0	0.0	0.01 15 (Enquiries)
F. Service to Government	External Affairs	7.5	0.0	10.0	0.0	0.45 124 (Reports)
	OGDs, Provinces, ETC	8.0	0.0	5.3	0.0	0.32 120 (Contacts)
G. Administration	Program Management	7.0	0.0	0.0	0.0	0.14
	Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00
<hr/>						
Total TID Program		99.0	0.0	99.6	0.0	4.97
H. Other Programs		1.0	0.0	0.3	0.0	0.03

Canadian Business Visitors: 331
Local Business Visitors: 479

Trade Officers: 5

Non-Trade Officers: 0

Note: Percentage values may not add
due to rounding adjustment;
maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Canberra

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	1.0	0.0	17.0	0.0	0.20	179 (Enquires)
from Territory	0.3	0.0	11.0	0.0	0.12	189 (Enquires)
B. Export Promotion Projects and Events	8.3	0.0	0.0	0.0	0.25	3 (Projects/Events)
C. Other Trade Development Activities	21.7	0.0	23.0	0.0	0.88	
D. Promotional Projects	0.3	0.0	0.0	0.0	0.01	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.0	0.0	0.0	0.0	0.06	4 (Enquiries)
from Territory	0.3	0.0	0.0	0.0	0.01	2 (Enquiries)
F. Service to Government						
External Affairs	22.7	0.0	0.0	0.0	0.68	23 (Reports)
OGDs, Provinces, ETC	22.3	0.0	0.0	0.0	0.67	8 (Contacts)
G. Administration						
Program Management	13.0	0.0	44.0	0.0	0.83	
Leave, Professional Dev.	5.0	0.0	5.0	0.0	0.20	
<hr/>						
Total TID Program	96.9	0.0	100.0	0.0	3.91	
H. Other Programs	3.0	0.0	0.0	0.0	0.09	

Canadian Business Visitors: 122
Local Business Visitors: 8

Trade Officers: 4

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Dhaka

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	20.0	0.0	34.0	0.0	0.54	145 (Enquires)
from Territory	3.0	0.0	31.0	0.0	0.34	120 (Enquires)
B. Export Promotion Projects and Events	0.0	0.0	0.0	0.0	0.00	0 (Projects/Events)
C. Other Trade Development Activities	1.0	0.0	3.0	0.0	0.04	
D. Promotional Projects	12.0	0.0	21.0	0.0	0.33	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	1.0	0.0	0.01	1 (Enquiries)
F. Service to Government						
External Affairs	1.0	0.0	2.0	0.0	0.03	2 (Reports)
OGDs, Provinces, ETC	1.0	0.0	1.0	0.0	0.02	3 (Contacts)
G. Administration						
Program Management	3.0	0.0	1.0	0.0	0.04	
Leave, Professional Dev.	13.0	0.0	6.0	0.0	0.19	
Total TID Program	54.0	0.0	100.0	0.0	1.54	
H. Other Programs	46.0	0.0	0.0	0.0	0.46	

Canadian Business Visitors: 20
Local Business Visitors: 61

Trade Officers: 2
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Islamabad

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	15.0	0.0	25.0	0.0	0.65	194 (Enquires)
from Territory	8.0	0.0	25.0	0.0	0.58	185 (Enquires)
B. Export Promotion Projects and Events	27.0	0.0	12.5	0.0	0.52	3 (Projects/Events)
C. Other Trade Development Activities	10.0	0.0	8.0	0.0	0.26	
D. Promotional Projects	10.0	0.0	11.0	0.0	0.32	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	2 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.0	3.5	0.0	0.12	2 (Reports)
OGDs, Provinces, ETC	7.0	0.0	9.0	0.0	0.25	0 (Contacts)
G. Administration						
Program Management	11.0	0.0	0.0	0.0	0.11	
Leave, Professional Dev.	7.0	0.0	6.0	0.0	0.19	
<hr/>						
Total TID Program	100.0	0.0	100.0	0.0	3.00	
H. Other Programs	0.0	0.0	0.0	0.0	0.00	

Canadian Business Visitors: 65
Local Business Visitors: 135

Trade Officers: 3
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Jakarta

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	20.5	0.0	40.0	0.0	2.02	431 (Enquires)
from Territory	5.3	0.0	18.3	0.0	0.76	255 (Enquires)
B. Export Promotion Projects and Events	13.0	0.0	3.3	0.0	0.62	22 (Projects/Events)
C. Other Trade Development Activities	13.5	0.0	10.0	0.0	0.84	
D. Promotional Projects	16.0	0.0	6.7	0.0	0.84	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.3	0.0	1.7	0.0	0.06	3 (Enquiries)
from Territory	0.0	0.0	1.7	0.0	0.05	5 (Enquiries)
F. Service to Government						
External Affairs	9.3	0.0	0.0	0.0	0.37	23 (Reports)
OGDs, Provinces, ETC	7.8	0.0	0.0	0.0	0.31	9 (Contacts)
G. Administration						
Program Management	8.8	0.0	0.0	0.0	0.35	
Leave, Professional Dev.	4.0	0.0	5.0	0.0	0.31	
<hr/>						
Total TID Program	98.5	0.0	86.7	0.0	6.53	
H. Other Programs	1.8	0.0	13.3	0.0	0.47	

Canadian Business Visitors: 224
Local Business Visitors: 262

Trade Officers: 7
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Kuala Lumpur

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	18.7	0.0	40.0	0.0	0.96	637 (Enquires)
from Territory	5.3	0.0	21.0	0.0	0.37	232 (Enquires)
B. Export Promotion Projects and Events	9.7	0.0	11.0	0.0	0.40	85 (Projects/Events)
C. Other Trade Development Activities	14.0	0.0	1.0	0.0	0.43	
D. Promotional Projects	25.3	0.0	3.0	0.0	0.79	10 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	7 (Enquiries)
F. Service to Government						
External Affairs	10.0	0.0	7.0	0.0	0.37	16 (Reports)
OGDs,Provinces,ETC	5.0	0.0	1.0	0.0	0.16	62 (Contacts)
G. Administration						
Program Management	5.3	0.0	3.0	0.0	0.19	
Leave,Professional Dev.	6.7	0.0	13.0	0.0	0.33	
<hr/>						
Total TID Program	100.0	0.0	100.0	0.0	4.00	
H. Other Programs	0.0	0.0	0.0	0.0	0.00	

Canadian Business Visitors: 175
Local Business Visitors: 60

Trade Officers: 4

Non-Trade Officers: 0

Note: Percentage values may not add
due to rounding adjustment;
maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Manila

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	30.5	0.0	52.5	0.0	1.66	506 (Enquires)
from Territory	3.5	0.0	12.5	0.0	0.32	138 (Enquires)
B. Export Promotion Projects and Events	11.5	0.0	7.5	0.0	0.38	10 (Projects/Events)
C. Other Trade Development Activities	13.0	0.0	7.5	0.0	0.41	
D. Promotional Projects	6.5	0.0	7.5	0.0	0.28	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	1.0	0.0	0.0	0.0	0.02	4 (Enquiries)
from Territory	0.5	0.0	0.0	0.0	0.01	2 (Enquiries)
F. Service to Government						
External Affairs	7.5	0.0	2.5	0.0	0.20	29 (Reports)
OGDs, Provinces, ETC	5.0	0.0	6.0	0.0	0.22	9 (Contacts)
G. Administration						
Program Management	6.0	0.0	0.0	0.0	0.12	
Leave, Professional Dev.	2.5	0.0	4.0	0.0	0.13	
<hr/>						
Total TID Program	87.5	0.0	100.0	0.0	3.75	
H. Other Programs	12.5	0.0	0.0	0.0	0.25	

Canadian Business Visitors: 148
Local Business Visitors: 80

Trade Officers: 4
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Melbourne

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	5.0	0.0	21.5	0.0	0.53	209 (Enquires)
from Territory	5.5	0.0	29.5	0.0	0.70	476 (Enquires)
B. Export Promotion Projects and Events	21.0	0.0	7.0	0.0	0.56	4 (Projects/Events)
C. Other Trade Development Activities	11.0	0.0	6.5	0.0	0.35	
D. Promotional Projects	9.0	0.0	5.0	0.0	0.28	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	3.0	0.0	0.0	0.0	0.06	3 (Enquiries)
from Territory	5.5	0.0	0.5	0.0	0.12	18 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.0	0.0	0.0	0.10	33 (Reports)
OGDs, Provinces, ETC	2.0	0.0	8.5	0.0	0.21	67 (Contacts)
G. Administration						
Program Management	6.5	0.0	1.0	0.0	0.15	
Leave, Professional Dev.	7.5	0.0	20.5	0.0	0.56	
<hr/>						
Total TID Program	81.0	0.0	100.0	0.0	3.62	
H. Other Programs	19.0	0.0	0.0	0.0	0.38	

Canadian Business Visitors: 65
Local Business Visitors: 58

Trade Officers: 4

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: New Delhi

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	14.3	0.0	26.3	0.0	1.22	2192 (Enquires)
from Territory	5.0	0.0	22.3	0.0	0.82	1743 (Enquires)
B. Export Promotion Projects and Events	5.0	0.0	0.0	0.0	0.15	6 (Projects/Events)
C. Other Trade Development Activities	6.0	0.0	12.0	0.0	0.54	
D. Promotional Projects	48.0	0.0	27.3	0.0	2.26	15 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.3	0.0	0.0	0.0	0.01	17 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	42 (Enquiries)
F. Service to Government						
External Affairs	4.0	0.0	1.0	0.0	0.15	1 (Reports)
OGDs, Provinces, ETC	6.3	0.0	0.3	0.0	0.20	93 (Contacts)
G. Administration						
Program Management	1.7	0.0	0.3	0.0	0.06	
Leave, Professional Dev.	6.7	0.0	10.3	0.0	0.51	
<hr/>						
Total TID Program	97.3	0.0	99.8	0.0	5.92	
H. Other Programs	2.7	0.0	0.0	0.0	0.08	

Canadian Business Visitors: 290
Local Business Visitors: 507

Trade Officers: 6

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Singapore

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	26.5	0.0	25.5	0.0	1.04	586 (Enquires)
	from Territory	10.5	0.0	15.5	0.0	0.52	321 (Enquires)
B. Export Promotion Projects and Events		6.0	0.0	13.5	0.0	0.39	27 (Projects/Events)
C. Other Trade Development Activities		12.5	0.0	8.5	0.0	0.42	
D. Promotional Projects		11.5	0.0	19.5	0.0	0.62	11 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.0	0.0	0.5	0.0	0.03	7 (Enquires)
	from Territory	2.0	0.0	5.5	0.0	0.15	12 (Enquires)
F. Service to Government	External Affairs	5.0	0.0	3.0	0.0	0.16	22 (Reports)
	DGDs,Provinces,ETC	2.5	0.0	2.0	0.0	0.09	12 (Contacts)
G. Administration	Program Management	10.0	0.0	0.0	0.0	0.20	
	Leave,Professional Dev.	0.0	0.0	6.5	0.0	0.13	
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Total TID Program		87.5	0.0	100.0	0.0	3.75	
H. Other Programs		12.5	0.0	0.0	0.0	0.25	

Canadian Business Visitors: 109
Local Business Visitors: 549

Trade Officers: 4
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Sydney

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	21.7	0.0	39.7	0.0	1.84	697 (Enquires)
from Territory	12.0	0.0	22.7	0.0	1.04	924 (Enquires)
B. Export Promotion Projects and Events	1.7	0.0	0.3	0.0	0.06	1 (Projects/Events)
C. Other Trade Development Activities	11.0	0.0	7.7	0.0	0.56	
D. Promotional Projects	9.7	0.0	7.0	0.0	0.50	5 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	5.0	0.0	0.0	0.0	0.15	5 (Enquiries)
from Territory	2.0	0.0	0.0	0.0	0.06	4 (Enquiries)
F. Service to Government						
External Affairs	13.3	0.0	6.0	0.0	0.58	22 (Reports)
OGDs, Provinces, ETC	8.0	0.0	3.3	0.0	0.34	18 (Contacts)
G. Administration						
Program Management	15.7	0.0	9.0	0.0	0.74	
Leave, Professional Dev.	0.0	0.0	4.3	0.0	0.13	
<hr/>						
Total TID Program	100.1	0.0	100.0	0.0	6.00	
H. Other Programs	0.0	0.0	0.0	0.0	0.00	

Canadian Business Visitors: 81
 Local Business Visitors: 198

Trade Officers: 6

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Wellington

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	16.0	0.0	37.3	0.0	1.44	296 (Enquires)
	from Territory	9.5	0.0	20.7	0.0	0.81	237 (Enquires)
B. Export Promotion Projects and Events		10.0	0.0	6.7	0.0	0.40	10 (Projects/Events)
C. Other Trade Development Activities		12.5	0.0	0.0	0.0	0.25	
D. Promotional Projects		25.0	0.0	23.0	0.0	1.19	8 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.5	0.0	0.0	0.0	0.01	2 (Enquiries)
	from Territory	1.0	0.0	0.0	0.0	0.02	6 (Enquiries)
F. Service to Government	External Affairs	8.0	0.0	2.7	0.0	0.24	8 (Reports)
	OGDs,Provinces,ETC	0.5	0.0	4.0	0.0	0.13	4 (Contacts)
G. Administration	Program Management	15.0	0.0	0.0	0.0	0.30	
	Leave,Professional Dev.	0.5	0.0	5.7	0.0	0.18	
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Total TID Program		98.5	0.0	100.1	0.0	4.97	
H. Other Programs		1.5	0.0	0.0	0.0	0.03	

Canadian Business Visitors: 44
Local Business Visitors: 94

Trade Officers: 5

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for SUB-REGION: PACIFIC NORTH

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	14.3	0.0	17.2	0.0	8.24	5164 (Enquires)
	from Territory	5.1	0.0	15.3	0.0	5.05	4484 (Enquires)
B. Export Promotion Projects and Events		12.2	0.0	12.9	0.0	6.63	420 (Projects/Events)
C. Other Trade Development Activities		8.8	0.0	10.0	0.0	4.94	
D. Promotional Projects		11.0	0.0	14.4	0.0	6.61	151 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.6	0.0	3.4	0.0	1.85	346 (Enquiries)
	from Territory	6.2	0.0	9.3	0.0	3.99	462 (Enquiries)
F. Service to Government	External Affairs	8.2	0.0	5.0	0.0	3.61	549 (Reports)
	OGDs,Provinces,ETC	6.7	0.0	5.9	0.0	3.37	558 (Contacts)
G. Administration	Program Management	8.2	0.0	1.7	0.0	2.83	
	Leave,Professional Dev.	7.6	0.0	4.0	0.0	3.22	
<hr/>							
Total TID Program		91.9	0.0	99.1	0.0	50.34	
H. Other Programs		8.0	0.0	1.1	0.0	2.66	

Canadian Business Visitors: 2454
Local Business Visitors: 2948

Trade Officers: 53
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Beijing

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	22.0	0.0	30.0	0.0	2.50	2044 (Enquires)
from Territory	5.2	0.0	40.0	0.0	0.92	457 (Enquires)
B. Export Promotion Projects and Events	10.2	0.0	8.0	0.0	1.10	57 (Projects/Events)
C. Other Trade Development Activities	7.4	0.0	3.0	0.0	0.77	
D. Promotional Projects	13.9	0.0	2.0	0.0	1.41	20 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.6	0.0	1.0	0.0	0.07	21 (Enquires)
from Territory	0.3	0.0	0.0	0.0	0.03	14 (Enquires)
F. Service to Government						
External Affairs	8.7	0.0	4.0	0.0	0.91	210 (Reports)
OGDs, Provinces, ETC	8.4	0.0	6.0	0.0	0.90	213 (Contacts)
G. Administration						
Program Management	8.0	0.0	6.0	0.0	0.86	
Leave, Professional Dev.	7.7	0.0	0.0	0.0	0.77	
Total TID Program	92.4	0.0	100.0	0.0	10.24	
H. Other Programs	7.6	0.0	0.0	0.0	0.76	

Canadian Business Visitors: 396
Local Business Visitors: 95

Trade Officers: 11
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Hong Kong

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	14.0	0.0	18.0	0.0	0.96	551 (Enquires)
	from Territory	5.7	0.0	26.0	0.0	0.95	1829 (Enquires)
B. Export Promotion Projects and Events		16.3	0.0	4.0	0.0	0.61	31 (Projects/Events)
C. Other Trade Development Activities		3.3	0.0	6.3	0.0	0.29	
D. Promotional Projects		7.7	0.0	4.0	0.0	0.35	33 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.7	0.0	10.0	0.0	0.35	114 (Enquiries)
	from Territory	0.3	0.0	13.3	0.0	0.41	120 (Enquiries)
F. Service to Government	External Affairs	4.0	0.0	5.7	0.0	0.29	162 (Reports)
	OGDs,Provinces,ETC	2.7	0.0	4.0	0.0	0.20	118 (Contacts)
G. Administration	Program Management	7.0	0.0	3.3	0.0	0.31	
	Leave,Professional Dev.	10.3	0.0	4.7	0.0	0.45	
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Total TID Program		73.0	0.0	99.3	0.0	5.17	
H. Other Programs		27.0	0.0	0.7	0.0	0.83	

Canadian Business Visitors: 290
Local Business Visitors: 281

Trade Officers: 6
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: OSAKA

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	7.5	0.0	5.0	0.0	0.25	38 (Enquires)
from Territory	5.0	0.0	7.5	0.0	0.25	21 (Enquires)
B. Export Promotion Projects and Events	10.0	0.0	20.0	0.0	0.60	8 (Projects/Events)
C. Other Trade Development Activities	12.5	0.0	15.0	0.0	0.55	
D. Promotional Projects	12.5	0.0	25.0	0.0	0.75	16 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	5.0	0.0	5.0	0.0	0.20	2 (Enquires)
from Territory	20.0	0.0	15.0	0.0	0.70	26 (Enquires)
F. Service to Government						
External Affairs	5.0	0.0	2.5	0.0	0.15	4 (Reports)
OGDs, Provinces, ETC	7.5	0.0	0.0	0.0	0.15	9 (Contacts)
G. Administration						
Program Management	10.0	0.0	0.0	0.0	0.20	
Leave, Professional Dev.	2.5	0.0	5.0	0.0	0.15	
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Total TID Program	97.5	0.0	100.0	0.0	3.95	
H. Other Programs	2.5	0.0	0.0	0.0	0.05	

Canadian Business Visitors: 166
Local Business Visitors: 510

Trade Officers: 4
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Seoul

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	13.3	0.0	25.0	0.0	1.40	565 (Enquires)
	from Territory	10.0	0.0	13.8	0.0	0.85	353 (Enquires)
B. Export Promotion Projects and Events		16.7	0.0	15.0	0.0	1.10	165 (Projects/Events)
C. Other Trade Development Activities		0.0	0.0	1.3	0.0	0.05	
D. Promotional Projects		8.3	0.0	12.5	0.0	0.75	10 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	3.3	0.0	1.3	0.0	0.15	18 (Enquiries)
	from Territory	3.3	0.0	1.3	0.0	0.15	30 (Enquiries)
F. Service to Government	External Affairs	18.3	0.0	12.5	0.0	1.05	65 (Reports)
	OGDs, Provinces, ETC	15.0	0.0	15.0	0.0	1.05	138 (Contacts)
G. Administration	Program Management	6.7	0.0	0.0	0.0	0.20	
	Leave, Professional Dev.	1.7	0.0	2.5	0.0	0.15	
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Total TID Program		96.6	0.0	100.2	0.0	6.90	
H. Other Programs		3.3	0.0	0.0	0.0	0.10	

Canadian Business Visitors: 173
Local Business Visitors: 157

Trade Officers: 7

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Shanghai

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	16.0	0.0	30.0	0.0	0.92	96 (Enquires)
from Territory	5.0	0.0	10.0	0.0	0.30	33 (Enquires)
B. Export Promotion Projects and Events	6.5	0.0	12.5	0.0	0.38	32 (Projects/Events)
C. Other Trade Development Activities	5.0	0.0	5.0	0.0	0.20	
D. Promotional Projects	21.5	0.0	27.5	0.0	0.98	16 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.5	0.0	0.0	0.0	0.01	1 (Enquires)
from Territory	0.5	0.0	0.5	0.0	0.02	1 (Enquires)
F. Service to Government						
External Affairs	4.0	0.0	3.0	0.0	0.14	12 (Reports)
OGDs, Provinces, ETC	4.5	0.0	6.5	0.0	0.22	14 (Contacts)
G. Administration						
Program Management	6.5	0.0	0.0	0.0	0.13	
Leave, Professional Dev.	7.5	0.0	0.0	0.0	0.15	
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Total TID Program	77.5	0.0	95.0	0.0	3.45	
H. Other Programs	22.5	0.0	5.0	0.0	0.55	

Canadian Business Visitors: 165
Local Business Visitors: 60

Trade Officers: 4

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Tokyo

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	8.0	0.0	12.8	0.0	2.21	1870 (Enquires)
from Territory	3.4	0.0	13.1	0.0	1.78	1791 (Enquires)
B. Export Promotion Projects and Events	13.3	0.0	13.7	0.0	2.84	127 (Projects/Events)
C. Other Trade Development Activities	14.5	0.0	14.8	0.0	3.08	
D. Promotional Projects	7.5	0.0	14.7	0.0	2.37	56 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	7.5	0.0	2.9	0.0	1.07	190 (Enquiries)
from Territory	13.1	0.0	12.5	0.0	2.68	271 (Enquiries)
F. Service to Government						
External Affairs	7.5	0.0	2.9	0.0	1.07	96 (Reports)
OGDs, Provinces, ETC	4.1	0.0	4.0	0.0	0.85	66 (Contacts)
G. Administration						
Program Management	9.1	0.0	2.0	0.0	1.13	
Leave, Professional Dev.	9.6	0.0	5.4	0.0	1.55	
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Total TID Program	97.6	0.0	98.8	0.0	20.63	
H. Other Programs	2.4	0.0	1.2	0.0	0.37	

Canadian Business Visitors: 1264
Local Business Visitors: 1845

Trade Officers: 21

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

STATE OF CALIFORNIA
 DEPARTMENT OF REVENUE
 STATE TAX COLLECTOR

NAME	ADDRESS	1917		1918		TOTAL	REMARKS
		PAID	DUED	PAID	DUED		
John Doe	123 Main St, Los Angeles	100	100	100	100	400	
Jane Smith	456 Oak St, San Francisco	200	200	200	200	800	
Robert Johnson	789 Pine St, San Diego	150	150	150	150	600	
Mary White	101 Elm St, Sacramento	80	80	80	80	320	
James Brown	202 Maple St, San Jose	120	120	120	120	480	
Elizabeth Green	303 Cedar St, Fresno	90	90	90	90	360	
William Black	404 Birch St, Stockton	110	110	110	110	440	
Anna Gray	505 Walnut St, Modesto	70	70	70	70	280	
Charles King	606 Spruce St, Yuba City	130	130	130	130	520	
Patricia Lee	707 Ash St, Marysville	60	60	60	60	240	
Thomas Hall	808 Hickory St, Colusa	140	140	140	140	560	
Elizabeth Young	909 Sycamore St, Knights Landing	50	50	50	50	200	
George Evans	1010 Poplar St, Sutter	160	160	160	160	640	
Frances Hill	1111 Chestnut St, Knights Landing	40	40	40	40	160	
Harold Scott	1212 Walnut St, Knights Landing	180	180	180	180	720	
Virginia Adams	1313 Elm St, Knights Landing	30	30	30	30	120	
Edward Baker	1414 Maple St, Knights Landing	220	220	220	220	880	
Margaret Nelson	1515 Cedar St, Knights Landing	10	10	10	10	40	
Richard Phillips	1616 Birch St, Knights Landing	250	250	250	250	1000	
Lucy Turner	1717 Spruce St, Knights Landing	20	20	20	20	80	
Frank Walker	1818 Ash St, Knights Landing	350	350	350	350	1400	
Grace Hall	1919 Hickory St, Knights Landing	15	15	15	15	60	
Samuel King	2020 Sycamore St, Knights Landing	450	450	450	450	1800	
Anna Lee	2121 Poplar St, Knights Landing	100	100	100	100	400	
William Young	2222 Chestnut St, Knights Landing	300	300	300	300	1200	
Elizabeth Adams	2323 Walnut St, Knights Landing	50	50	50	50	200	
George Baker	2424 Elm St, Knights Landing	200	200	200	200	800	
Margaret Nelson	2525 Maple St, Knights Landing	100	100	100	100	400	
Richard Phillips	2626 Cedar St, Knights Landing	250	250	250	250	1000	
Lucy Turner	2727 Birch St, Knights Landing	50	50	50	50	200	
Frank Walker	2828 Spruce St, Knights Landing	300	300	300	300	1200	
Grace Hall	2929 Ash St, Knights Landing	100	100	100	100	400	
Samuel King	3030 Hickory St, Knights Landing	200	200	200	200	800	
Anna Lee	3131 Sycamore St, Knights Landing	100	100	100	100	400	
William Young	3232 Poplar St, Knights Landing	200	200	200	200	800	
Elizabeth Adams	3333 Chestnut St, Knights Landing	100	100	100	100	400	
George Baker	3434 Walnut St, Knights Landing	200	200	200	200	800	
Margaret Nelson	3535 Elm St, Knights Landing	100	100	100	100	400	
Richard Phillips	3636 Maple St, Knights Landing	200	200	200	200	800	
Lucy Turner	3737 Cedar St, Knights Landing	100	100	100	100	400	
Frank Walker	3838 Birch St, Knights Landing	200	200	200	200	800	
Grace Hall	3939 Spruce St, Knights Landing	100	100	100	100	400	
Samuel King	4040 Ash St, Knights Landing	200	200	200	200	800	
Anna Lee	4141 Hickory St, Knights Landing	100	100	100	100	400	
William Young	4242 Sycamore St, Knights Landing	200	200	200	200	800	
Elizabeth Adams	4343 Poplar St, Knights Landing	100	100	100	100	400	
George Baker	4444 Chestnut St, Knights Landing	200	200	200	200	800	
Margaret Nelson	4545 Walnut St, Knights Landing	100	100	100	100	400	
Richard Phillips	4646 Elm St, Knights Landing	200	200	200	200	800	
Lucy Turner	4747 Maple St, Knights Landing	100	100	100	100	400	
Frank Walker	4848 Cedar St, Knights Landing	200	200	200	200	800	
Grace Hall	4949 Birch St, Knights Landing	100	100	100	100	400	
Samuel King	5050 Spruce St, Knights Landing	200	200	200	200	800	
Anna Lee	5151 Ash St, Knights Landing	100	100	100	100	400	
William Young	5252 Hickory St, Knights Landing	200	200	200	200	800	
Elizabeth Adams	5353 Sycamore St, Knights Landing	100	100	100	100	400	
George Baker	5454 Poplar St, Knights Landing	200	200	200	200	800	
Margaret Nelson	5555 Chestnut St, Knights Landing	100	100	100	100	400	
Richard Phillips	5656 Walnut St, Knights Landing	200	200	200	200	800	
Lucy Turner	5757 Elm St, Knights Landing	100	100	100	100	400	
Frank Walker	5858 Maple St, Knights Landing	200	200	200	200	800	
Grace Hall	5959 Cedar St, Knights Landing	100	100	100	100	400	
Samuel King	6060 Birch St, Knights Landing	200	200	200	200	800	
Anna Lee	6161 Spruce St, Knights Landing	100	100	100	100	400	
William Young	6262 Ash St, Knights Landing	200	200	200	200	800	
Elizabeth Adams	6363 Hickory St, Knights Landing	100	100	100	100	400	
George Baker	6464 Sycamore St, Knights Landing	200	200	200	200	800	
Margaret Nelson	6565 Poplar St, Knights Landing	100	100	100	100	400	
Richard Phillips	6666 Chestnut St, Knights Landing	200	200	200	200	800	
Lucy Turner	6767 Walnut St, Knights Landing	100	100	100	100	400	
Frank Walker	6868 Elm St, Knights Landing	200	200	200	200	800	
Grace Hall	6969 Maple St, Knights Landing	100	100	100	100	400	
Samuel King	7070 Cedar St, Knights Landing	200	200	200	200	800	
Anna Lee	7171 Birch St, Knights Landing	100	100	100	100	400	
William Young	7272 Spruce St, Knights Landing	200	200	200	200	800	
Elizabeth Adams	7373 Ash St, Knights Landing	100	100	100	100	400	
George Baker	7474 Hickory St, Knights Landing	200	200	200	200	800	
Margaret Nelson	7575 Sycamore St, Knights Landing	100	100	100	100	400	
Richard Phillips	7676 Poplar St, Knights Landing	200	200	200	200	800	
Lucy Turner	7777 Chestnut St, Knights Landing	100	100	100	100	400	
Frank Walker	7878 Walnut St, Knights Landing	200	200	200	200	800	
Grace Hall	7979 Elm St, Knights Landing	100	100	100	100	400	
Samuel King	8080 Maple St, Knights Landing	200	200	200	200	800	
Anna Lee	8181 Cedar St, Knights Landing	100	100	100	100	400	
William Young	8282 Birch St, Knights Landing	200	200	200	200	800	
Elizabeth Adams	8383 Spruce St, Knights Landing	100	100	100	100	400	
George Baker	8484 Ash St, Knights Landing	200	200	200	200	800	
Margaret Nelson	8585 Hickory St, Knights Landing	100	100	100	100	400	
Richard Phillips	8686 Sycamore St, Knights Landing	200	200	200	200	800	
Lucy Turner	8787 Poplar St, Knights Landing	100	100	100	100	400	
Frank Walker	8888 Chestnut St, Knights Landing	200	200	200	200	800	
Grace Hall	8989 Walnut St, Knights Landing	100	100	100	100	400	
Samuel King	9090 Elm St, Knights Landing	200	200	200	200	800	
Anna Lee	9191 Maple St, Knights Landing	100	100	100	100	400	
William Young	9292 Cedar St, Knights Landing	200	200	200	200	800	
Elizabeth Adams	9393 Birch St, Knights Landing	100	100	100	100	400	
George Baker	9494 Spruce St, Knights Landing	200	200	200	200	800	
Margaret Nelson	9595 Ash St, Knights Landing	100	100	100	100	400	
Richard Phillips	9696 Hickory St, Knights Landing	200	200	200	200	800	
Lucy Turner	9797 Sycamore St, Knights Landing	100	100	100	100	400	
Frank Walker	9898 Poplar St, Knights Landing	200	200	200	200	800	
Grace Hall	9999 Chestnut St, Knights Landing	100	100	100	100	400	

Subtotal
 Total
 Balance Forward
 Paid
 Balance Due

EUROPE

RBT

RWT

BELGRADE
 BUCHAREST/BUCAREST
 BUDAPEST
 MOSCOW/MOSCOU
 PRAGUE
 WARSAW/VARSOVIE

ANKARA
 ATHENS/ATHÈNES
 BERNE
 BONN
 BRUSSELS/BRUXELLES
 BRUSSELS (NAC)/BRUXELLES (CAN)
 COPENHAGEN/COPENHAGUE
 DUBLIN
 DUSSELDORF
 HELSINKI
 LISBON/LISBONNE
 LONDON/LONDRES
 MADRID
 MILAN
 * MUNICH
 OSLO
 PARIS
 ROME
 STOCKHOLM
 THE HAGUE/LA HAYE
 VIENNA/VIENNE

* Quarterly report for this post was not available
 Le rapport trimestriel de cette mission n'était pas disponible

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for REGION: EUROPE

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	16.5	10.0	31.0	0.0	27.80	7526 (Enquires)
from Territory	6.8	0.0	18.5	0.0	14.76	5721 (Enquires)
B. Export Promotion Projects and Events	9.1	10.0	9.3	0.0	10.76	803 (Projects/Events)
C. Other Trade Development Activities	7.3	5.0	8.2	0.0	9.04	
D. Promotional Projects	9.7	0.0	9.8	0.0	11.29	237 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	3.7	0.0	1.0	0.0	2.69	424 (Enquiries)
from Territory	6.4	0.0	2.5	0.0	5.11	720 (Enquiries)
F. Service to Government						
External Affairs	9.3	20.0	5.5	0.0	8.74	825 (Reports)
OGDs, Provinces, ETC	6.6	45.0	4.2	0.0	6.71	894 (Contacts)
G. Administration						
Program Management	11.5	5.0	2.5	0.0	8.09	
Leave, Professional Dev.	6.0	5.0	5.3	0.0	6.63	
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Total TID Program	92.9	100.0	97.8	0.0	111.62	
H. Other Programs	7.2	0.0	2.2	0.0	5.38	

Canadian Business Visitors: 1971
Local Business Visitors: 2246

Trade Officers: 116

Non-Trade Officers: 1

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for SUB-REGION: USSR & EAST EUROPE

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	17.1	0.0	39.9	0.0	5.93	1581 (Enquires)
from Territory	3.4	0.0	10.0	0.0	1.41	389 (Enquires)
B. Export Promotion Projects and Events	17.6	0.0	15.5	0.0	3.29	478 (Projects/Events)
C. Other Trade Development Activities	7.4	0.0	7.0	0.0	1.44	
D. Promotional Projects	15.2	0.0	14.7	0.0	2.99	64 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.2	0.0	0.5	0.0	0.25	30 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	9.9	0.0	2.5	0.0	1.17	163 (Reports)
OGDs, Provinces, ETC	9.0	0.0	3.7	0.0	1.22	133 (Contacts)
G. Administration						
Program Management	11.1	0.0	3.2	0.0	1.35	
Leave, Professional Dev.	4.6	0.0	2.9	0.0	0.73	
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Total TID Program	97.5	0.0	99.9	0.0	19.78	
H. Other Programs	2.4	0.0	0.0	0.0	0.22	

Canadian Business Visitors: 284
Local Business Visitors: 378

Trade Officers: 20
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Belgrade

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	17.5	0.0	47.5	0.0	1.30	123 (Enquires)
	from Territory	10.0	0.0	20.0	0.0	0.60	33 (Enquires)
B. Export Promotion Projects and Events		22.5	0.0	17.5	0.0	0.80	75 (Projects/Events)
C. Other Trade Development Activities		2.5	0.0	5.0	0.0	0.15	
D. Promotional Projects		20.0	0.0	2.5	0.0	0.45	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.0	0.0	2.5	0.0	0.05	5 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	6.5	0.0	1.5	0.0	0.16	5 (Reports)
	OGDs, Provinces, ETC	6.0	0.0	3.5	0.0	0.19	2 (Contacts)
G. Administration	Program Management	14.0	0.0	0.0	0.0	0.28	
	Leave, Professional Dev.	0.5	0.0	0.0	0.0	0.01	
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Total TID Program		99.5	0.0	100.0	0.0	3.99	
H. Other Programs		0.5	0.0	0.0	0.0	0.01	

Canadian Business Visitors: 32
Local Business Visitors: 40

Trade Officers: 4
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Bucharest

AVERAGE TIME
 ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	7.0	0.0	23.5	0.0	0.54	70 (Enquires)
	from Territory	2.0	0.0	6.5	0.0	0.15	42 (Enquires)
B. Export Promotion Projects and Events		31.0	0.0	27.5	0.0	0.86	75 (Projects/Events)
C. Other Trade Development Activities		9.0	0.0	8.5	0.0	0.26	
D. Promotional Projects		6.0	0.0	13.5	0.0	0.33	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
F. Service to Government	External Affairs	14.0	0.0	3.5	0.0	0.21	18 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	9.5	0.0	0.24	18 (Contacts)
G. Administration	Program Management	9.0	0.0	4.5	0.0	0.18	
	Leave, Professional Dev.	7.0	0.0	3.0	0.0	0.13	
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Total TID Program		90.0	0.0	100.0	0.0	2.90	
H. Other Programs		10.0	0.0	0.0	0.0	0.10	

Canadian Business Visitors: 17
 Local Business Visitors: 47

Trade Officers: 3
 Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Budapest

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	10.0	0.0	60.0	0.0	0.70	70 (Enquires)
from Territory	0.0	0.0	10.0	0.0	0.10	10 (Enquires)
B. Export Promotion Projects and Events	10.0	0.0	0.0	0.0	0.10	10 (Projects/Events)
C. Other Trade Development Activities	20.0	0.0	6.0	0.0	0.26	
D. Promotional Projects	20.0	0.0	6.0	0.0	0.26	26 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	10.0	0.0	0.0	0.0	0.10	10 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.0	2.0	0.0	0.07	7 (Reports)
DGDs,Provinces,ETC	5.0	0.0	6.0	0.0	0.11	13 (Contacts)
G. Administration						
Program Management	10.0	0.0	0.0	0.0	0.10	
Leave,Professional Dev.	10.0	0.0	10.0	0.0	0.20	
<hr/>						
Total TID Program	100.0	0.0	100.0	0.0	2.00	
H. Other Programs	0.0	0.0	0.0	0.0	0.00	

Canadian Business Visitors: 66
Local Business Visitors: 0

Trade Officers: 2

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Moscow

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	19.0	0.0	45.0	0.0	1.47	638 (Enquires)
	from Territory	1.7	0.0	0.0	0.0	0.05	32 (Enquires)
B. Export Promotion Projects and Events		9.0	0.0	0.0	0.0	0.27	15 (Projects/Events)
C. Other Trade Development Activities		6.7	0.0	7.5	0.0	0.35	
D. Promotional Projects		18.0	0.0	42.5	0.0	1.39	29 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.3	0.0	0.0	0.0	0.10	15 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	11.0	0.0	5.0	0.0	0.43	49 (Reports)
	DGOs, Provinces, ETC	19.0	0.0	0.0	0.0	0.57	76 (Contacts)
G. Administration	Program Management	9.0	0.0	0.0	0.0	0.27	
	Leave, Professional Dev.	3.3	0.0	0.0	0.0	0.10	
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Total TID Program		100.0	0.0	100.0	0.0	5.00	
H. Other Programs		0.0	0.0	0.0	0.0	0.00	

Canadian Business Visitors: 120
Local Business Visitors: 0

Trade Officers: 5
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Prague

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	35.0	0.0	56.0	0.0	1.47	390 (Enquires)
from Territory	1.0	0.0	19.5	0.0	0.40	186 (Enquires)
B. Export Promotion Projects and Events	20.0	0.0	9.5	0.0	0.39	7 (Projects/Events)
C. Other Trade Development Activities	3.0	0.0	0.0	0.0	0.03	
D. Promotional Projects	0.0	0.0	0.0	0.0	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
F. Service to Government						
External Affairs	15.0	0.0	0.5	0.0	0.16	11 (Reports)
OGDs, Provinces, ETC	1.0	0.0	3.5	0.0	0.08	1 (Contacts)
G. Administration						
Program Management	15.0	0.0	3.5	0.0	0.22	
Leave, Professional Dev.	10.0	0.0	7.5	0.0	0.25	
<hr/>						
Total TID Program	100.0	0.0	100.0	0.0	3.00	
H. Other Programs	0.0	0.0	0.0	0.0	0.00	

Canadian Business Visitors: 26
Local Business Visitors: 270

Trade Officers: 3
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Warsaw

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	10.0	0.0	17.5	0.0	0.45	290 (Enquires)
	from Territory	3.0	0.0	4.0	0.0	0.11	86 (Enquires)
B. Export Promotion Projects and Events		25.0	0.0	31.0	0.0	0.87	296 (Projects/Events)
C. Other Trade Development Activities		10.0	0.0	14.5	0.0	0.39	
D. Promotional Projects		17.0	0.0	19.5	0.0	0.56	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	9.0	0.0	2.5	0.0	0.14	73 (Reports)
	OGDs,Provinces,ETC	1.0	0.0	1.0	0.0	0.03	23 (Contacts)
G. Administration	Program Management	11.0	0.0	9.5	0.0	0.30	
	Leave,Professional Dev.	3.0	0.0	0.5	0.0	0.04	
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Total TID Program		89.0	0.0	100.0	0.0	2.89	
H. Other Programs		11.0	0.0	0.0	0.0	0.11	

Canadian Business Visitors: 23
Local Business Visitors: 21

Trade Officers: 3
Non-Trade Officers: 0

Note: Percentage values may not add
due to rounding adjustment;
maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for SUB-REGION: EUROPE WEST

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	16.4	10.0	29.0	0.0	21.87	5945 (Enquires)
	from Territory	7.4	0.0	20.4	0.0	13.35	5332 (Enquires)
B. Export Promotion Projects and Events		7.5	10.0	7.9	0.0	7.47	325 (Projects/Events)
C. Other Trade Development Activities		7.3	5.0	8.4	0.0	7.60	
D. Promotional Projects		8.6	0.0	8.6	0.0	8.30	173 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	4.0	0.0	1.1	0.0	2.44	394 (Enquiries)
	from Territory	7.6	0.0	3.1	0.0	5.11	720 (Enquiries)
F. Service to Government	External Affairs	9.1	20.0	6.2	0.0	7.57	662 (Reports)
	DGOs,Provinces,ETC	6.2	45.0	4.3	0.0	5.49	761 (Contacts)
G. Administration	Program Management	11.6	5.0	2.3	0.0	6.74	
	Leave,Professional Dev.	6.3	5.0	5.9	0.0	5.90	
Total TID Program		92.0	100.0	97.2	0.0	91.84	
H. Other Programs		8.1	0.0	2.7	0.0	5.16	

Canadian Business Visitors: 1687
Local Business Visitors: 1868

Trade Officers: 96

Non-Trade Officers: 1

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Ankara

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	42.0	0.0	52.0	0.0	1.46	361 (Enquires)
	from Territory	7.0	0.0	19.5	0.0	0.46	98 (Enquires)
B. Export Promotion Projects and Events		13.0	0.0	6.0	0.0	0.25	10 (Projects/Events)
C. Other Trade Development Activities		2.0	0.0	6.5	0.0	0.15	
D. Promotional Projects		5.0	0.0	7.5	0.0	0.20	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.0	0.0	1.0	0.0	0.03	2 (Enquiries)
	from Territory	1.0	0.0	1.0	0.0	0.03	1 (Enquiries)
F. Service to Government	External Affairs	0.0	0.0	1.0	0.0	0.02	1 (Reports)
	OGDs, Provinces, ETC	2.0	0.0	0.0	0.0	0.02	4 (Contacts)
G. Administration	Program Management	12.0	0.0	3.0	0.0	0.18	
	Leave, Professional Dev.	14.0	0.0	2.5	0.0	0.19	
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Total TID Program		99.0	0.0	100.0	0.0	2.99	
H. Other Programs		1.0	0.0	0.0	0.0	0.01	

Canadian Business Visitors: 55
Local Business Visitors: 40

Trade Officers: 3
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Athens

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	50.0	0.0	32.7	0.0	1.48	363 (Enquires)
from Territory	7.0	0.0	18.3	0.0	0.62	261 (Enquires)
B. Export Promotion Projects and Events	1.0	0.0	8.3	0.0	0.26	14 (Projects/Events)
C. Other Trade Development Activities	9.0	0.0	5.0	0.0	0.24	
D. Promotional Projects	0.0	0.0	0.3	0.0	0.01	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	7.0	0.0	0.0	0.0	0.07	1 (Enquires)
from Territory	0.0	0.0	0.3	0.0	0.01	6 (Enquires)
F. Service to Government						
External Affairs	5.0	0.0	22.0	0.0	0.71	14 (Reports)
OGDs, Provinces, ETC	0.0	0.0	2.3	0.0	0.07	5 (Contacts)
G. Administration						
Program Management	7.0	0.0	9.3	0.0	0.35	
Leave, Professional Dev.	0.0	0.0	1.3	0.0	0.04	
<hr/>						
Total TID Program	86.0	0.0	99.8	0.0	3.86	
H. Other Programs	14.0	0.0	0.0	0.0	0.14	

Canadian Business Visitors: 87
Local Business Visitors: 63

Trade Officers: 4
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Berne

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	20.0	0.0	40.0	0.0	1.20	239 (Enquires)
	from Territory	7.0	0.0	28.0	0.0	0.70	179 (Enquires)
B. Export Promotion Projects and Events		4.0	0.0	6.0	0.0	0.20	6 (Projects/Events)
C. Other Trade Development Activities		3.5	0.0	6.0	0.0	0.19	
D. Promotional Projects		25.0	0.0	9.0	0.0	0.68	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		2.5	0.0	0.0	0.0	0.05	10 (Enquiries)
	from Territory	5.0	0.0	0.0	0.0	0.10	26 (Enquiries)
F. Service to Government	External Affairs	4.5	0.0	2.0	0.0	0.13	23 (Reports)
	OGDs,Provinces,ETC	6.0	0.0	1.0	0.0	0.14	16 (Contacts)
G. Administration	Program Management	6.5	0.0	0.0	0.0	0.13	
	Leave,Professional Dev.	14.0	0.0	8.0	0.0	0.44	
Total TID Program		98.0	0.0	100.0	0.0	3.96	
H. Other Programs		2.0	0.0	0.0	0.0	0.04	

Canadian Business Visitors: 177
 Local Business Visitors: 18

Trade Officers: 4
 Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Bonn

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	21.7	0.0	40.0	0.0	1.05	188 (Enquires)
from Territory	2.0	0.0	10.0	0.0	0.16	103 (Enquires)
B. Export Promotion Projects and Events	3.0	0.0	10.0	0.0	0.19	0 (Projects/Events)
C. Other Trade Development Activities	1.7	0.0	0.0	0.0	0.05	
D. Promotional Projects	13.3	0.0	0.0	0.0	0.40	5 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	6.7	0.0	0.0	0.0	0.20	60 (Enquiries)
from Territory	16.7	0.0	0.0	0.0	0.50	50 (Enquiries)
F. Service to Government						
External Affairs	20.0	0.0	25.0	0.0	0.85	28 (Reports)
OGDs,Provinces,ETC	8.3	0.0	5.0	0.0	0.30	19 (Contacts)
G. Administration						
Program Management	6.0	0.0	0.0	0.0	0.18	
Leave,Professional Dev.	0.7	0.0	5.0	0.0	0.07	
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Total TID Program	100.1	0.0	95.0	0.0	3.95	
H. Other Programs	0.0	0.0	5.0	0.0	0.05	

Canadian Business Visitors: 69
Local Business Visitors: 40

Trade Officers: 4
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Brussels

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	11.0	0.0	23.0	0.0	0.90	202 (Enquires)
	from Territory	8.3	0.0	34.0	0.0	1.01	229 (Enquires)
B. Export Promotion Projects and Events		3.5	0.0	6.5	0.0	0.27	15 (Projects/Events)
C. Other Trade Development Activities		3.8	0.0	3.0	0.0	0.21	
D. Promotional Projects		8.3	0.0	22.5	0.0	0.78	14 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	5.0	0.0	0.0	0.0	0.20	12 (Enquiries)
	from Territory	5.0	0.0	3.0	0.0	0.26	20 (Enquiries)
F. Service to Government	External Affairs	5.5	0.0	2.0	0.0	0.26	17 (Reports)
	OGDs,Provinces,ETC	4.5	0.0	5.0	0.0	0.28	26 (Contacts)
G. Administration	Program Management	9.0	0.0	0.0	0.0	0.36	
	Leave,Professional Dev.	2.5	0.0	1.0	0.0	0.12	
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Total TID Program		66.4	0.0	100.0	0.0	4.65	
H. Other Programs		33.8	0.0	0.0	0.0	1.35	

Canadian Business Visitors: 35
Local Business Visitors: 132

Trade Officers: 6
Non-Trade Officers: 0

Note: Percentage values may not add
due to rounding adjustment;
maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: BRUSSELS (NATO)

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	22.5	10.0	0.0	0.0	0.55	115 (Enquires)
from Territory	5.0	0.0	0.0	0.0	0.10	25 (Enquires)
B. Export Promotion Projects and Events	17.5	10.0	0.0	0.0	0.45	19 (Projects/Events)
C. Other Trade Development Activities	2.5	5.0	0.0	0.0	0.10	
D. Promotional Projects	0.0	0.0	0.0	0.0	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	15.0	20.0	0.0	0.0	0.50	4 (Reports)
OGDs, Provinces, ETC	15.0	45.0	0.0	0.0	0.75	5 (Contacts)
G. Administration						
Program Management	7.5	5.0	0.0	0.0	0.20	
Leave, Professional Dev.	2.5	5.0	0.0	0.0	0.10	
Total TID Program	87.5	100.0	0.0	0.0	2.75	
H. Other Programs	12.5	0.0	0.0	0.0	0.25	

Canadian Business Visitors: 174
 Local Business Visitors: 0

Trade Officers: 2

Non-Trade Officers: 1

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Copenhagen

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	8.0	0.0	40.0	0.0	0.88	404 (Enquires)
	from Territory	1.0	0.0	24.5	0.0	0.50	222 (Enquires)
B. Export Promotion Projects and Events		4.0	0.0	5.0	0.0	0.14	7 (Projects/Events)
C. Other Trade Development Activities		8.0	0.0	0.0	0.0	0.08	
D. Promotional Projects		0.0	0.0	5.0	0.0	0.10	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	4.0	0.0	0.5	0.0	0.05	6 (Enquiries)
	from Territory	5.0	0.0	1.0	0.0	0.07	8 (Enquiries)
F. Service to Government	External Affairs	25.0	0.0	9.0	0.0	0.43	17 (Reports)
	OGDs, Provinces, ETC	10.0	0.0	10.0	0.0	0.30	92 (Contacts)
G. Administration	Program Management	10.0	0.0	2.5	0.0	0.15	
	Leave, Professional Dev.	25.0	0.0	2.5	0.0	0.30	
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Total TID Program		100.0	0.0	100.0	0.0	3.00	
H. Other Programs		0.0	0.0	0.0	0.0	0.00	
Canadian Business Visitors:	83						
Local Business Visitors:	25						
Trade Officers:	3						
Non-Trade Officers:	0						

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Dublin

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	16.0	0.0	30.0	0.0	0.46	187 (Enquires)
from Territory	8.0	0.0	27.0	0.0	0.35	224 (Enquires)
B. Export Promotion Projects and Events	14.0	0.0	8.0	0.0	0.22	10 (Projects/Events)
C. Other Trade Development Activities	7.0	0.0	2.0	0.0	0.09	
D. Promotional Projects	5.0	0.0	6.0	0.0	0.11	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.0	0.0	1.0	0.0	0.03	3 (Enquiries)
from Territory	4.0	0.0	2.0	0.0	0.06	4 (Enquiries)
F. Service to Government						
External Affairs	11.0	0.0	10.0	0.0	0.21	11 (Reports)
OGDs,Provinces,ETC	8.0	0.0	12.0	0.0	0.20	30 (Contacts)
G. Administration						
Program Management	8.0	0.0	0.0	0.0	0.08	
Leave,Professional Dev.	10.0	0.0	1.0	0.0	0.11	
Total TID Program	93.0	0.0	99.0	0.0	1.92	
H. Other Programs	7.0	0.0	1.0	0.0	0.08	

Canadian Business Visitors: 11
 Local Business Visitors: 84

Trade Officers: 2
 Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Dusseldorf

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	2.7	0.0	26.0	0.0	0.60	184 (Enquires)
from Territory	4.3	0.0	29.0	0.0	0.71	218 (Enquires)
B. Export Promotion Projects and Events	9.7	0.0	16.5	0.0	0.62	33 (Projects/Events)
C. Other Trade Development Activities	0.3	0.0	0.0	0.0	0.01	
D. Promotional Projects	8.0	0.0	12.5	0.0	0.49	19 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	1.3	0.0	0.0	0.0	0.04	8 (Enquiries)
from Territory	5.3	0.0	5.0	0.0	0.26	26 (Enquiries)
F. Service to Government						
External Affairs	7.7	0.0	1.5	0.0	0.26	14 (Reports)
OGDs, Provinces, ETC	7.3	0.0	6.0	0.0	0.34	35 (Contacts)
G. Administration						
Program Management	30.7	0.0	0.0	0.0	0.92	
Leave, Professional Dev.	10.7	0.0	3.5	0.0	0.39	
Total TID Program	88.0	0.0	100.0	0.0	4.64	
H. Other Programs	12.0	0.0	0.0	0.0	0.36	
Canadian Business Visitors:	73					
Local Business Visitors:	0					
Trade Officers:	5					
Non-Trade Officers:	0					

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Helsinki

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	10.0	0.0	39.0	0.0	0.88	268 (Enquires)
from Territory	3.0	0.0	20.0	0.0	0.43	229 (Enquires)
B. Export Promotion Projects and Events	4.0	0.0	4.0	0.0	0.12	12 (Projects/Events)
C. Other Trade Development Activities	3.0	0.0	8.5	0.0	0.20	
D. Promotional Projects	9.0	0.0	4.0	0.0	0.17	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	3.0	0.0	3.5	0.0	0.10	31 (Enquiries)
from Territory	7.0	0.0	2.5	0.0	0.12	42 (Enquiries)
F. Service to Government						
External Affairs	15.0	0.0	7.0	0.0	0.29	43 (Reports)
OGDs, Provinces, ETC	3.0	0.0	11.0	0.0	0.25	36 (Contacts)
G. Administration						
Program Management	35.0	0.0	0.5	0.0	0.36	
Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00	
<hr/>						
Total TID Program	92.0	0.0	100.0	0.0	2.92	
H. Other Programs	8.0	0.0	0.0	0.0	0.08	

Canadian Business Visitors: 22
Local Business Visitors: 45

Trade Officers: 3
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Lisbon

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	10.0	0.0	35.0	0.0	0.45	64 (Enquires)
	from Territory	12.0	0.0	6.0	0.0	0.18	37 (Enquires)
B. Export Promotion Projects and Events		10.0	0.0	12.0	0.0	0.22	1 (Projects/Events)
C. Other Trade Development Activities		18.0	0.0	18.0	0.0	0.36	
D. Promotional Projects		14.0	0.0	15.0	0.0	0.29	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	10.0	0.0	6.0	0.0	0.16	15 (Reports)
	OGDs, Provinces, ETC	6.0	0.0	8.0	0.0	0.14	14 (Contacts)
G. Administration	Program Management	10.0	0.0	0.0	0.0	0.10	
	Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00	
<hr/>							
Total TID Program		90.0	0.0	100.0	0.0	1.90	
H. Other Programs		10.0	0.0	0.0	0.0	0.10	
Canadian Business Visitors:	36						
Local Business Visitors:	16						
Trade Officers:	2						
Non-Trade Officers:	0						

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: London

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	11.2	0.0	22.4	0.0	1.79	519 (Enquires)
from Territory	7.7	0.0	16.2	0.0	1.27	670 (Enquires)
B. Export Promotion Projects and Events	3.8	0.0	2.2	0.0	0.34	0 (Projects/Events)
C. Other Trade Development Activities	11.5	0.0	23.2	0.0	1.85	
D. Promotional Projects	7.2	0.0	13.4	0.0	1.10	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	7.5	0.0	0.4	0.0	0.47	75 (Enquiries)
from Territory	12.8	0.0	2.2	0.0	0.88	125 (Enquiries)
F. Service to Government						
External Affairs	7.8	0.0	4.0	0.0	0.67	123 (Reports)
OGDs, Provinces, ETC	6.2	0.0	2.4	0.0	0.49	137 (Contacts)
G. Administration						
Program Management	14.3	0.0	0.0	0.0	0.86	
Leave, Professional Dev.	0.2	0.0	0.0	0.0	0.01	
<hr/>						
Total TID Program	90.2	0.0	86.4	0.0	9.73	
H. Other Programs	9.8	0.0	13.6	0.0	1.27	

Canadian Business Visitors: 185
Local Business Visitors: 541

Trade Officers: 11

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Madrid

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	12.5	0.0	26.8	0.0	1.32	353 (Enquires)
from Territory	22.5	0.0	28.3	0.0	1.58	518 (Enquires)
B. Export Promotion Projects and Events	8.5	0.0	14.0	0.0	0.73	16 (Projects/Events)
C. Other Trade Development Activities	6.5	0.0	5.8	0.0	0.36	
D. Promotional Projects	7.5	0.0	10.0	0.0	0.55	11 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.5	0.0	0.3	0.0	0.06	3 (Enquires)
from Territory	3.5	0.0	0.5	0.0	0.09	8 (Enquires)
F. Service to Government						
External Affairs	4.0	0.0	2.0	0.0	0.16	6 (Reports)
OGDs,Provinces,ETC	7.5	0.0	2.0	0.0	0.23	8 (Contacts)
G. Administration						
Program Management	17.5	0.0	1.3	0.0	0.40	
Leave,Professional Dev.	5.0	0.0	3.0	0.0	0.22	
<hr/>						
Total TID Program	97.5	0.0	94.0	0.0	5.70	
H. Other Programs	2.5	0.0	6.3	0.0	0.30	

Canadian Business Visitors: 34
 Local Business Visitors: 126

Trade Officers: 6

Non-Trade Officers: 0

Note: Percentage values may not add
 due to rounding adjustment;
 maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Milan

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	24.3	0.0	23.3	0.0	1.43	330 (Enquires)
	from Territory	13.3	0.0	28.3	0.0	1.25	690 (Enquires)
B. Export Promotion Projects and Events		9.0	0.0	13.3	0.0	0.67	22 (Projects/Events)
C. Other Trade Development Activities		9.3	0.0	6.3	0.0	0.47	
D. Promotional Projects		12.0	0.0	4.7	0.0	0.50	10 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	4.3	0.0	1.0	0.0	0.16	6 (Enquiries)
	from Territory	12.3	0.0	0.7	0.0	0.39	13 (Enquiries)
F. Service to Government	External Affairs	0.7	0.0	0.0	0.0	0.02	1 (Reports)
	OGDs, Provinces, ETC	4.3	0.0	0.0	0.0	0.13	5 (Contacts)
G. Administration	Program Management	4.0	0.0	0.0	0.0	0.12	
	Leave, Professional Dev.	5.0	0.0	22.3	0.0	0.82	
<hr/>							
Total TID Program		98.5	0.0	99.9	0.0	5.96	
H. Other Programs		1.3	0.0	0.0	0.0	0.04	

Canadian Business Visitors: 58
 Local Business Visitors: 95

Trade Officers: 6

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Oslo

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	12.0	0.0	31.5	0.0	0.87	532 (Enquires)
	from Territory	8.5	0.0	22.5	0.0	0.62	510 (Enquires)
B. Export Promotion Projects and Events		13.5	0.0	5.0	0.0	0.37	57 (Projects/Events)
C. Other Trade Development Activities		9.5	0.0	7.0	0.0	0.33	
D. Promotional Projects		16.0	0.0	5.0	0.0	0.42	21 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	4.0	0.0	5.0	0.0	0.18	29 (Enquiries)
	from Territory	7.5	0.0	5.5	0.0	0.26	59 (Enquiries)
F. Service to Government	External Affairs	6.5	0.0	4.0	0.0	0.21	65 (Reports)
	DGDs,Provinces,ETC	3.5	0.0	8.0	0.0	0.23	72 (Contacts)
G. Administration	Program Management	8.0	0.0	1.0	0.0	0.18	
	Leave,Professional Dev.	9.5	0.0	5.5	0.0	0.30	
Total TID Program		98.5	0.0	100.0	0.0	3.97	
H. Other Programs		1.5	0.0	0.0	0.0	0.03	
	Canadian Business Visitors:						48
	Local Business Visitors:						53
	Trade Officers:						4
	Non-Trade Officers:						0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Paris

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	14.2	0.0	21.3	0.0	2.13	586 (Enquires)
from Territory	7.2	0.0	19.0	0.0	1.57	547 (Enquires)
B. Export Promotion Projects and Events	13.8	0.0	16.2	0.0	1.80	56 (Projects/Events)
C. Other Trade Development Activities	6.8	0.0	7.2	0.0	0.84	
D. Promotional Projects	10.3	0.0	9.0	0.0	1.16	36 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	4.3	0.0	0.8	0.0	0.31	90 (Enquiries)
from Territory	8.5	0.0	5.5	0.0	0.84	55 (Enquiries)
F. Service to Government						
External Affairs	7.3	0.0	3.3	0.0	0.64	76 (Reports)
OGDs, Provinces, ETC	4.3	0.0	1.8	0.0	0.37	91 (Contacts)
G. Administration						
Program Management	9.3	0.0	7.5	0.0	1.01	
Leave, Professional Dev.	5.2	0.0	7.2	0.0	0.74	
<hr/>						
Total TID Program	91.2	0.0	98.8	0.0	11.41	
H. Other Programs	8.7	0.0	1.2	0.0	0.59	

Canadian Business Visitors: 324
Local Business Visitors: 129

Trade Officers: 12

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Rome

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	28.3	0.0	37.0	0.0	1.59	164 (Enquires)
	from Territory	4.3	0.0	17.0	0.0	0.47	47 (Enquires)
B. Export Promotion Projects and Events		4.0	0.0	0.0	0.0	0.12	12 (Projects/Events)
C. Other Trade Development Activities		3.3	0.0	6.5	0.0	0.23	
D. Promotional Projects		1.7	0.0	0.0	0.0	0.05	5 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.3	0.0	3.5	0.0	0.17	17 (Enquiries)
	from Territory	3.3	0.0	3.5	0.0	0.17	17 (Enquiries)
F. Service to Government	External Affairs	19.3	0.0	24.0	0.0	1.06	111 (Reports)
	OGDs, Provinces, ETC	10.7	0.0	2.0	0.0	0.36	36 (Contacts)
G. Administration	Program Management	10.0	0.0	0.0	0.0	0.30	
	Leave, Professional Dev.	8.3	0.0	6.5	0.0	0.38	
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Total TID Program		96.5	0.0	100.0	0.0	4.90	
H. Other Programs		3.3	0.0	0.0	0.0	0.10	

Canadian Business Visitors: 38
Local Business Visitors: 0

Trade Officers: 5
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Stockholm

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	18.0	0.0	25.0	0.0	1.11	547 (Enquires)
	from Territory	7.5	0.0	15.7	0.0	0.62	324 (Enquires)
B. Export Promotion Projects and Events		4.5	0.0	2.3	0.0	0.16	14 (Projects/Events)
C. Other Trade Development Activities		13.5	0.0	14.7	0.0	0.71	
D. Promotional Projects		4.0	0.0	7.0	0.0	0.29	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		2.0	0.0	0.3	0.0	0.05	17 (Enquiries)
	from Territory	4.0	0.0	1.3	0.0	0.12	56 (Enquiries)
F. Service to Government	External Affairs	3.5	0.0	4.0	0.0	0.19	28 (Reports)
	OGDs,Provinces,ETC	3.5	0.0	5.0	0.0	0.22	73 (Contacts)
G. Administration	Program Management	17.0	0.0	3.3	0.0	0.44	
	Leave,Professional Dev.	21.5	0.0	21.3	0.0	1.07	
<hr/>							
Total TID Program		99.0	0.0	99.9	0.0	4.98	
H. Other Programs		1.0	0.0	0.0	0.0	0.02	

Canadian Business Visitors: 40
Local Business Visitors: 105

Trade Officers: 5

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: The Hague

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	15.7	0.0	22.0	0.0	1.13	188 (Enquiries)
from Territory	6.3	0.0	7.7	0.0	0.42	95 (Enquiries)
B. Export Promotion Projects and Events	3.7	0.0	1.7	0.0	0.16	7 (Projects/Events)
C. Other Trade Development Activities	18.7	0.0	8.3	0.0	0.81	
D. Promotional Projects	8.0	0.0	16.7	0.0	0.74	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	2.7	0.0	2.7	0.0	0.16	10 (Enquiries)
from Territory	6.7	0.0	6.0	0.0	0.38	8 (Enquiries)
F. Service to Government						
External Affairs	15.0	0.0	8.0	0.0	0.69	57 (Reports)
DGDs, Provinces, ETC	4.3	0.0	11.3	0.0	0.47	30 (Contacts)
G. Administration						
Program Management	8.3	0.0	0.7	0.0	0.27	
Leave, Professional Dev.	10.7	0.0	8.3	0.0	0.57	
<hr/>						
Total TID Program	100.1	0.0	93.4	0.0	5.80	
H. Other Programs	0.0	0.0	6.7	0.0	0.20	
Canadian Business Visitors:	82					
Local Business Visitors:	108					
Trade Officers:	6					
Non-Trade Officers:	0					

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Vienna

AVERAGE TIME
 ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries	from Canada	5.0	0.0	27.0	0.59	151 (Enquires)
	from Territory	4.0	0.0	14.5	0.33	106 (Enquires)
B. Export Promotion Projects and Events		8.0	0.0	5.0	0.18	14 (Projects/Events)
C. Other Trade Development Activities		7.0	0.0	12.5	0.32	
D. Promotional Projects		10.0	0.0	8.0	0.26	16 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	5.0	0.0	3.0	0.11	14 (Enquiries)
	from Territory	25.0	0.0	16.0	0.57	196 (Enquiries)
F. Service to Government	External Affairs	5.0	0.0	3.0	0.11	8 (Reports)
	OGDs, Provinces, ETC	10.0	0.0	5.0	0.20	27 (Contacts)
G. Administration	Program Management	8.0	0.0	3.5	0.15	
	Leave, Professional Dev.	0.0	0.0	1.5	0.03	
<hr/>						
Total TID Program		87.0	0.0	99.0	2.85	
H. Other Programs		13.0	0.0	1.0	0.15	

Canadian Business Visitors: 56
 Local Business Visitors: 248

Trade Officers: 3
 Non-Trade Officers: 0

Note: Percentage values may not add
 due to rounding adjustment;
 maximum adjustment is 1 percent

COMMENTS

LATIN AMERICA & CARIBBEAN

AMÉRIQUE LATINE ET ANTILLES

LCT

LST

BRIDGETOWN

GUATEMALA

HAVANA/LA HAVANE

KINGSTON

MEXICO

PORT OF SPAIN

SAN JOSE

BOGOTA

* BRASILIA

BUENOS AIRES

CARACAS

LIMA

QUITO

SANTIAGO

SAO PAULO

* Quarterly report for this post was not available
 Le rapport trimestriel de cette mission n'était pas disponible

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for REGION: LATIN AMERICA AND CARIBBEAN

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	21.4	0.0	35.9	0.0	16.38	4064 (Enquires)
from Territory	10.1	0.0	19.2	0.0	8.38	2766 (Enquires)
B. Export Promotion Projects and Events	6.8	0.0	6.5	0.0	3.80	183 (Projects/Events)
C. Other Trade Development Activities	8.9	0.0	9.4	0.0	5.21	
D. Promotional Projects	10.6	0.0	10.3	0.0	5.96	51 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	1.7	0.0	0.8	0.0	0.69	61 (Enquiries)
from Territory	0.6	0.0	0.7	0.0	0.36	39 (Enquiries)
F. Service to Government						
External Affairs	11.9	0.0	6.3	0.0	5.15	206 (Reports)
OGDs, Provinces, ETC	6.6	0.0	3.9	0.0	2.96	258 (Contacts)
G. Administration						
Program Management	9.0	0.0	0.9	0.0	2.78	
Leave, Professional Dev.	7.2	0.0	5.7	0.0	3.67	
<hr/>						
Total TID Program	94.8	0.0	99.6	0.0	55.34	
H. Other Programs	5.3	0.0	0.6	0.0	1.66	
Canadian Business Visitors:	963					
Local Business Visitors:	1733					
Trade Officers:	57					
Non-Trade Officers:	0					

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for SUB-REGION: CARIBBEAN AND CENTRAL AMERICA

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	17.2	0.0	32.9	0.0	6.03	1462 (Enquires)
	from Territory	8.6	0.0	18.2	0.0	3.21	930 (Enquires)
B. Export Promotion Projects and Events		5.4	0.0	10.9	0.0	1.96	44 (Projects/Events)
C. Other Trade Development Activities		11.8	0.0	9.3	0.0	2.67	
D. Promotional Projects		11.9	0.0	12.7	0.0	3.07	21 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	2.3	0.0	1.1	0.0	0.44	36 (Enquiries)
	from Territory	0.5	0.0	1.0	0.0	0.18	23 (Enquiries)
F. Service to Government	External Affairs	11.7	0.0	2.5	0.0	1.92	128 (Reports)
	OGDs, Provinces, ETC	6.0	0.0	4.5	0.0	1.33	103 (Contacts)
G. Administration	Program Management	9.1	0.0	2.0	0.0	1.50	
	Leave, Professional Dev.	7.4	0.0	4.3	0.0	1.50	
<hr/>							
Total TID Program		91.9	0.0	99.4	0.0	23.81	
H. Other Programs		8.0	0.0	0.6	0.0	1.19	

Canadian Business Visitors: 385
Local Business Visitors: 910

Trade Officers: 25
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Bridgetown

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED TRADE		LOCALLY-ENGAGED NON-TRADE				
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	25.0	0.0	0.0	0.0	0.50	224 (Enquires)
	from Territory	5.0	0.0	0.0	0.0	0.10	80 (Enquires)
B. Export Promotion Projects and Events		3.0	0.0	0.0	0.0	0.06	1 (Projects/Events)
C. Other Trade Development Activities		5.0	0.0	0.0	0.0	0.10	
D. Promotional Projects		43.5	0.0	0.0	0.0	0.87	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	2.5	0.0	0.0	0.0	0.05	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	5.5	0.0	0.0	0.0	0.11	5 (Reports)
	DGDs,Provinces,ETC	3.0	0.0	0.0	0.0	0.06	4 (Contacts)
G. Administration	Program Management	5.0	0.0	0.0	0.0	0.10	
	Leave,Professional Dev.	0.0	0.0	0.0	0.0	0.00	
Total TID Program		97.5	0.0	0.0	0.0	1.95	
H. Other Programs		2.5	0.0	0.0	0.0	0.05	

Canadian Business Visitors: 117
Local Business Visitors: 388

Trade Officers: 2
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Guatemala

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	10.0	0.0	35.0	0.0	0.45	96 (Enquires)
	from Territory	10.0	0.0	45.0	0.0	0.55	103 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	0.0	0.0	0.00	0 (Projects/Events)
C. Other Trade Development Activities		5.0	0.0	5.0	0.0	0.10	
D. Promotional Projects		5.0	0.0	5.0	0.0	0.10	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
F. Service to Government	External Affairs	20.0	0.0	5.0	0.0	0.25	10 (Reports)
	OGDs,Provinces,ETC	0.0	0.0	5.0	0.0	0.05	5 (Contacts)
G. Administration	Program Management	5.0	0.0	0.0	0.0	0.05	
	Leave,Professional Dev.	0.0	0.0	0.0	0.0	0.00	
Total TID Program		55.0	0.0	100.0	0.0	1.55	
H. Other Programs		45.0	0.0	0.0	0.0	0.45	
	Canadian Business Visitors:	45					
	Local Business Visitors:	61					
	Trade Officers:	2					
	Non-Trade Officers:	0					

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Havana

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	15.5	0.0	23.0	0.0	0.77	239 (Enquires)
	from Territory	2.5	0.0	7.0	0.0	0.19	136 (Enquires)
B. Export Promotion Projects and Events		7.0	0.0	40.5	0.0	0.95	1 (Projects/Events)
C. Other Trade Development Activities		18.0	0.0	3.5	0.0	0.43	
D. Promotional Projects		9.0	0.0	19.0	0.0	0.56	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
F. Service to Government	External Affairs	10.0	0.0	1.0	0.0	0.22	14 (Reports)
	OGDs,Provinces,ETC	5.5	0.0	3.0	0.0	0.17	6 (Contacts)
G. Administration	Program Management	9.5	0.0	1.5	0.0	0.22	
	Leave,Professional Dev.	16.0	0.0	1.5	0.0	0.35	
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Total TID Program		93.0	0.0	100.0	0.0	3.86	
H. Other Programs		7.0	0.0	0.0	0.0	0.14	

Canadian Business Visitors: 42
 Local Business Visitors: 40

Trade Officers: 4

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Kingston

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	18.0	0.0	47.0	0.0	1.12	265 (Enquires)
	from Territory	10.0	0.0	24.5	0.0	0.59	232 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	0.0	0.0	0.00	0 (Projects/Events)
C. Other Trade Development Activities		25.0	0.0	18.0	0.0	0.61	
D. Promotional Projects		4.0	0.0	1.5	0.0	0.07	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	1.0	0.0	0.5	0.0	0.02	1 (Enquiries)
F. Service to Government	External Affairs	5.0	0.0	2.5	0.0	0.10	9 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	6.0	0.0	0.17	31 (Contacts)
G. Administration	Program Management	4.0	0.0	0.0	0.0	0.04	
	Leave, Professional Dev.	25.0	0.0	0.0	0.0	0.25	
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Total TID Program		97.0	0.0	100.0	0.0	2.97	
H. Other Programs		3.0	0.0	0.0	0.0	0.03	
Canadian Business Visitors:	19						
Local Business Visitors:	121						
Trade Officers:	3						
Non-Trade Officers:	0						

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Mexico

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	8.0	0.0	46.3	0.0	1.71	295 (Enquires)
from Territory	4.5	0.0	13.7	0.0	0.59	149 (Enquires)
B. Export Promotion Projects and Events	9.0	0.0	1.7	0.0	0.41	31 (Projects/Events)
C. Other Trade Development Activities	22.3	0.0	3.3	0.0	0.99	
D. Promotional Projects	4.5	0.0	11.7	0.0	0.53	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	1.3	0.0	0.3	0.0	0.06	13 (Enquiries)
from Territory	0.5	0.0	1.0	0.0	0.05	15 (Enquiries)
F. Service to Government						
External Affairs	18.3	0.0	1.7	0.0	0.78	52 (Reports)
OGDs,Provinces,ETC	11.0	0.0	3.0	0.0	0.53	37 (Contacts)
G. Administration						
Program Management	6.3	0.0	4.0	0.0	0.37	
Leave,Professional Dev.	10.8	0.0	12.0	0.0	0.79	
<hr/>						
Total TID Program	96.5	0.0	98.7	0.0	6.81	
H. Other Programs	3.8	0.0	1.3	0.0	0.19	

Canadian Business Visitors: 67
Local Business Visitors: 160

Trade Officers: 7

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Port of Spain

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	27.5	0.0	21.5	0.0	0.98	202 (Enquires)
from Territory	27.5	0.0	22.5	0.0	1.00	169 (Enquires)
B. Export Promotion Projects and Events	5.0	0.0	12.5	0.0	0.35	10 (Projects/Events)
C. Other Trade Development Activities	0.0	0.0	19.0	0.0	0.38	
D. Promotional Projects	7.5	0.0	0.0	0.0	0.15	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	7.5	0.0	5.5	0.0	0.26	14 (Enquiries)
from Territory	0.0	0.0	3.5	0.0	0.07	0 (Enquiries)
F. Service to Government						
External Affairs	7.5	0.0	2.5	0.0	0.20	21 (Reports)
OGDs, Provinces, ETC	2.5	0.0	4.0	0.0	0.13	15 (Contacts)
G. Administration						
Program Management	12.5	0.0	3.5	0.0	0.32	
Leave, Professional Dev.	0.0	0.0	4.0	0.0	0.08	
<hr/>						
Total TID Program	97.5	0.0	98.5	0.0	3.92	
H. Other Programs	2.5	0.0	1.5	0.0	0.08	
Canadian Business Visitors:	35					
Local Business Visitors:	91					
Trade Officers:	4					
Non-Trade Officers:	0					

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: San Jose

AVERAGE TIME
 ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	22.5	0.0	5.0	0.0	0.50	141 (Enquires)
	from Territory	6.5	0.0	6.0	0.0	0.19	61 (Enquires)
B. Export Promotion Projects and Events		5.0	0.0	9.0	0.0	0.19	1 (Projects/Events)
C. Other Trade Development Activities		0.0	0.0	6.0	0.0	0.06	
D. Promotional Projects		10.0	0.0	59.0	0.0	0.79	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.5	0.0	0.0	0.0	0.07	9 (Enquiries)
	from Territory	2.0	0.0	0.0	0.0	0.04	7 (Enquiries)
F. Service to Government	External Affairs	10.0	0.0	6.0	0.0	0.26	17 (Reports)
	DGDs, Provinces, ETC	6.5	0.0	9.0	0.0	0.22	5 (Contacts)
G. Administration	Program Management	20.0	0.0	0.0	0.0	0.40	
	Leave, Professional Dev.	1.5	0.0	0.0	0.0	0.03	
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Total TID Program		87.5	0.0	100.0	0.0	2.75	
H. Other Programs		12.5	0.0	0.0	0.0	0.25	

Canadian Business Visitors: 60
 Local Business Visitors: 49

Trade Officers: 3
 Non-Trade Officers: 0

Note: Percentage values may not add
 due to rounding adjustment;
 maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for SUB-REGION: SOUTH AMERICA

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	25.1	0.0	37.4	0.0	10.24	2602 (Enquires)
	from Territory	12.2	0.0	17.2	0.0	4.81	1836 (Enquires)
B. Export Promotion Projects and Events		9.3	0.0	3.5	0.0	1.93	139 (Projects/Events)
C. Other Trade Development Activities		5.8	0.0	10.2	0.0	2.65	
D. Promotional Projects		7.3	0.0	9.1	0.0	2.66	30 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.0	0.0	0.3	0.0	0.19	25 (Enquiries)
	from Territory	0.7	0.0	0.4	0.0	0.17	16 (Enquiries)
F. Service to Government	External Affairs	11.0	0.0	7.5	0.0	2.89	78 (Reports)
	DGs,Provinces,ETC	7.5	0.0	3.5	0.0	1.68	155 (Contacts)
G. Administration	Program Management	9.8	0.0	0.2	0.0	1.40	
	Leave,Professional Dev.	7.1	0.0	9.9	0.0	2.78	
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Total TID Program		96.8	0.0	99.2	0.0	31.40	
H. Other Programs		3.2	0.0	0.8	0.0	0.60	

Canadian Business Visitors: 578
Local Business Visitors: 823

Trade Officers: 32
Non-Trade Officers: 0

Note: Percentage values may not add
due to rounding adjustment;
maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Bogota

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	25.0	0.0	40.0	0.0	1.30	600 (Enquires)
from Territory	20.0	0.0	20.0	0.0	0.80	264 (Enquires)
B. Export Promotion Projects and Events	9.0	0.0	12.5	0.0	0.43	4 (Projects/Events)
C. Other Trade Development Activities	3.0	0.0	5.0	0.0	0.16	
D. Promotional Projects	12.5	0.0	10.0	0.0	0.45	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	3.5	0.0	0.0	0.0	0.07	2 (Enquires)
from Territory	2.0	0.0	3.0	0.0	0.10	1 (Enquires)
F. Service to Government						
External Affairs	5.0	0.0	3.0	0.0	0.16	7 (Reports)
OGDs,Provinces,ETC	5.0	0.0	4.5	0.0	0.19	5 (Contacts)
G. Administration						
Program Management	7.5	0.0	0.0	0.0	0.15	
Leave,Professional Dev.	2.5	0.0	2.0	0.0	0.09	
Total TID Program	95.0	0.0	100.0	0.0	3.90	
H. Other Programs	5.0	0.0	0.0	0.0	0.10	

Canadian Business Visitors: 216
 Local Business Visitors: 187

Trade Officers: 4

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Buenos Aires

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	22.5	0.0	34.0	0.0	1.47	305 (Enquires)
	from Territory	4.0	0.0	13.7	0.0	0.49	102 (Enquires)
B. Export Promotion Projects and Events		22.5	0.0	2.0	0.0	0.51	59 (Projects/Events)
C. Other Trade Development Activities		2.5	0.0	6.7	0.0	0.25	
D. Promotional Projects		1.0	0.0	20.0	0.0	0.62	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.5	0.0	1.7	0.0	0.08	2 (Enquires)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
F. Service to Government	External Affairs	15.0	0.0	8.3	0.0	0.55	15 (Reports)
	OGDs, Provinces, ETC	10.0	0.0	5.0	0.0	0.35	20 (Contacts)
G. Administration	Program Management	12.5	0.0	0.0	0.0	0.25	
	Leave, Professional Dev.	7.5	0.0	7.3	0.0	0.37	
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Total TID Program		99.0	0.0	98.7	0.0	4.94	
H. Other Programs		1.0	0.0	1.3	0.0	0.06	

Canadian Business Visitors: 79
Local Business Visitors: 90

Trade Officers: 5
Non-Trade Officers: 0

Note: Percentage values may not add
due to rounding adjustment;
maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Caracas

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	32.7	0.0	44.7	0.0	2.32	500 (Enquires)
from Territory	14.0	0.0	13.0	0.0	0.81	290 (Enquires)
B. Export Promotion Projects and Events	0.0	0.0	4.3	0.0	0.13	12 (Projects/Events)
C. Other Trade Development Activities	9.0	0.0	18.3	0.0	0.82	
D. Promotional Projects	3.0	0.0	2.7	0.0	0.17	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.7	0.0	0.0	0.0	0.02	6 (Enquires)
from Territory	2.0	0.0	0.0	0.0	0.06	11 (Enquires)
F. Service to Government						
External Affairs	9.0	0.0	12.0	0.0	0.63	10 (Reports)
DGDs,Provinces,ETC	7.3	0.0	4.0	0.0	0.34	44 (Contacts)
G. Administration						
Program Management	13.3	0.0	0.3	0.0	0.41	
Leave,Professional Dev.	8.3	0.0	0.3	0.0	0.26	
Total TID Program	99.3	0.0	99.6	0.0	5.97	
H. Other Programs	0.7	0.0	0.3	0.0	0.03	

Canadian Business Visitors: 47
 Local Business Visitors: 78

Trade Officers: 6

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Lima

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	21.0	0.0	32.5	0.0	1.07	405 (Enquires)
	from Territory	14.0	0.0	21.0	0.0	0.70	535 (Enquires)
B. Export Promotion Projects and Events		10.0	0.0	0.0	0.0	0.20	0 (Projects/Events)
C. Other Trade Development Activities		1.0	0.0	6.5	0.0	0.15	
D. Promotional Projects		9.0	0.0	2.5	0.0	0.23	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.5	0.0	0.0	0.0	0.01	3 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	1 (Enquiries)
F. Service to Government	External Affairs	13.0	0.0	5.0	0.0	0.36	14 (Reports)
	OGDs,Provinces,ETC	10.0	0.0	0.0	0.0	0.20	30 (Contacts)
G. Administration	Program Management	8.0	0.0	0.0	0.0	0.16	
	Leave,Professional Dev.	8.5	0.0	30.0	0.0	0.77	
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Total TID Program		95.0	0.0	97.5	0.0	3.85	
H. Other Programs		5.0	0.0	2.5	0.0	0.15	

Canadian Business Visitors: 59
 Local Business Visitors: 315

Trade Officers: 4
 Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Quito

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	19.0	0.0	30.5	0.0	0.80	176 (Enquires)
	from Territory	10.0	0.0	24.5	0.0	0.59	243 (Enquires)
B. Export Promotion Projects and Events		2.0	0.0	1.5	0.0	0.05	0 (Projects/Events)
C. Other Trade Development Activities		10.0	0.0	16.5	0.0	0.43	
D. Promotional Projects		5.0	0.0	4.0	0.0	0.13	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.0	0.0	0.0	0.0	0.00	0 (Enquires)
	from Territory	0.0	0.0	0.5	0.0	0.01	1 (Enquires)
F. Service to Government	External Affairs	15.0	0.0	13.0	0.0	0.41	10 (Reports)
	OGDs,Provinces,ETC	7.0	0.0	5.5	0.0	0.18	12 (Contacts)
G. Administration	Program Management	10.0	0.0	1.0	0.0	0.12	
	Leave,Professional Dev.	21.0	0.0	3.0	0.0	0.27	
Total TID Program		99.0	0.0	100.0	0.0	2.99	
H. Other Programs		1.0	0.0	0.0	0.0	0.01	

Canadian Business Visitors: 34
Local Business Visitors: 82

Trade Officers: 3

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Santiago

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	24.0	0.0	35.0	0.0	1.18	353 (Enquires)
	from Territory	9.0	0.0	44.0	0.0	1.06	342 (Enquires)
B. Export Promotion Projects and Events		2.5	0.0	3.0	0.0	0.11	0 (Projects/Events)
C. Other Trade Development Activities		2.0	0.0	0.0	0.0	0.04	
D. Promotional Projects		23.0	0.0	0.0	0.0	0.46	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.0	0.0	2.5	0.0	0.07	12 (Enquiries)
	from Territory	0.0	0.0	0.5	0.0	0.01	2 (Enquiries)
F. Service to Government	External Affairs	20.0	0.0	15.0	0.0	0.70	7 (Reports)
	DGDs, Provinces, ETC	7.5	0.0	0.0	0.0	0.15	35 (Contacts)
G. Administration	Program Management	2.0	0.0	0.0	0.0	0.04	
	Leave, Professional Dev.	8.0	0.0	0.0	0.0	0.16	
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Total TID Program		99.0	0.0	100.0	0.0	3.98	
H. Other Programs		1.0	0.0	0.0	0.0	0.02	

Canadian Business Visitors: 55
Local Business Visitors: 32

Trade Officers: 4
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Sao Paulo

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	27.5	0.0	41.5	0.0	2.21	263 (Enquires)
from Territory	7.5	0.0	14.3	0.0	0.72	60 (Enquires)
B. Export Promotion Projects and Events	12.5	0.0	4.0	0.0	0.41	64 (Projects/Events)
C. Other Trade Development Activities	14.5	0.0	10.0	0.0	0.69	
D. Promotional Projects	12.5	0.0	14.5	0.0	0.83	8 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	10.0	0.0	5.5	0.0	0.42	15 (Reports)
OGDs, Provinces, ETC	3.0	0.0	4.0	0.0	0.22	9 (Contacts)
G. Administration						
Program Management	7.5	0.0	0.0	0.0	0.15	
Leave, Professional Dev.	0.0	0.0	6.3	0.0	0.25	
Total TID Program	95.0	0.0	100.1	0.0	5.90	
H. Other Programs	5.0	0.0	0.0	0.0	0.10	

Canadian Business Visitors: 88
 Local Business Visitors: 39

Trade Officers: 6
 Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

UNITED STATES

ÉTATS-UNIS

UTE

UTW

- ATLANTA
- BOSTON
- BUFFALO
- DALLAS
- NEW YORK
- WASHINGTON

- CHICAGO
- * CLEVELAND
- DETROIT
- * LOS ANGELES
- MINNEAPOLIS
- SAN FRANCISCO
- SEATTLE

* Quarterly report for this post was not available
 Le rapport trimestriel de cette mission n'était pas disponible

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for REGION: UNITED STATES

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	17.3	0.0	30.9	0.0	17.27	6872 (Enquires)
from Territory	8.5	0.0	17.4	0.0	9.31	4910 (Enquires)
B. Export Promotion Projects and Events	11.2	0.0	11.0	0.0	7.77	360 (Projects/Events)
C. Other Trade Development Activities	7.0	0.0	6.8	0.0	4.82	
D. Promotional Projects	11.3	0.0	16.4	0.0	9.85	187 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	1.8	0.0	0.9	0.0	0.94	222 (Enquiries)
from Territory	9.4	0.0	2.1	0.0	3.83	950 (Enquiries)
F. Service to Government						
External Affairs	6.1	0.0	2.1	0.0	2.75	292 (Reports)
OGDs, Provinces, ETC	3.8	0.0	1.6	0.0	1.82	308 (Contacts)
G. Administration						
Program Management	13.9	0.0	2.3	0.0	5.31	
Leave, Professional Dev.	5.3	0.0	7.4	0.0	4.50	
<hr/>						
Total TID Program	95.6	0.0	98.9	0.0	68.17	
H. Other Programs	4.5	0.0	1.0	0.0	1.83	

Canadian Business Visitors: 2350
Local Business Visitors: 2915

Trade Officers: 70
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for SUB-REGION: UNITED STATES EAST

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
	from Canada	18.7	0.0	32.6	0.0	10.73 (Enquires)
	from Territory	8.3	0.0	19.2	0.0	5.81 (Enquires)
B. Export Promotion Projects and Events		11.2	0.0	10.0	0.0	4.31 270 (Projects/Events)
C. Other Trade Development Activities		5.8	0.0	5.7	0.0	2.36
D. Promotional Projects		11.9	0.0	14.0	0.0	5.34 113 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
	from Canada	1.3	0.0	1.2	0.0	0.52 159 (Enquiries)
	from Territory	7.6	0.0	2.1	0.0	1.92 276 (Enquiries)
F. Service to Government						
	External Affairs	6.8	0.0	2.2	0.0	1.78 220 (Reports)
	OGDs,Provinces,ETC	3.1	0.0	2.0	0.0	1.02 157 (Contacts)
G. Administration						
	Program Management	13.3	0.0	2.3	0.0	3.04
	Leave,Professional Dev.	6.2	0.0	7.1	0.0	2.73
<hr/>						
Total TID Program		94.2	0.0	98.4	0.0	39.56
H. Other Programs		5.7	0.0	1.6	0.0	1.44

Canadian Business Visitors: 1550
Local Business Visitors: 954

Trade Officers: 41

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Atlanta

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	13.0	0.0	25.3	0.0	1.40	289 (Enquires)
from Territory	6.7	0.0	16.8	0.0	0.87	196 (Enquires)
B. Export Promotion Projects and Events	15.0	0.0	10.5	0.0	0.87	36 (Projects/Events)
C. Other Trade Development Activities	6.7	0.0	4.0	0.0	0.36	
D. Promotional Projects	26.0	0.0	13.8	0.0	1.33	32 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	1.7	0.0	2.8	0.0	0.16	19 (Enquiries)
from Territory	8.3	0.0	5.5	0.0	0.47	38 (Enquiries)
F. Service to Government						
External Affairs	6.7	0.0	7.8	0.0	0.51	57 (Reports)
OGDs,Provinces,ETC	1.7	0.0	3.5	0.0	0.19	16 (Contacts)
G. Administration						
Program Management	9.0	0.0	0.0	0.0	0.27	
Leave,Professional Dev.	0.0	0.0	2.0	0.0	0.08	
Total TID Program	94.8	0.0	92.0	0.0	6.51	
H. Other Programs	5.3	0.0	8.3	0.0	0.49	

Canadian Business Visitors: 157
 Local Business Visitors: 72

Trade Officers: 7

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: Boston

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	7.0	0.0	52.8	0.0	2.85	285 (Enquires)
from Territory	7.0	0.0	28.2	0.0	1.62	162 (Enquires)
B. Export Promotion Projects and Events	22.0	0.0	6.0	0.0	0.96	96 (Projects/Events)
C. Other Trade Development Activities	6.3	0.0	1.6	0.0	0.27	
D. Promotional Projects	13.3	0.0	2.6	0.0	0.53	13 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.0	0.0	0.8	0.0	0.10	10 (Enquiries)
from Territory	2.7	0.0	0.6	0.0	0.11	11 (Enquiries)
F. Service to Government						
External Affairs	10.7	0.0	1.0	0.0	0.37	37 (Reports)
OGDs, Provinces, ETC	2.3	0.0	3.4	0.0	0.24	24 (Contacts)
G. Administration						
Program Management	14.0	0.0	0.0	0.0	0.42	
Leave, Professional Dev.	9.3	0.0	2.8	0.0	0.42	
<hr/>						
Total TID Program	96.6	0.0	99.8	0.0	7.89	
H. Other Programs	3.3	0.0	0.2	0.0	0.11	

Canadian Business Visitors: 634
Local Business Visitors: 207

Trade Officers: 8
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Buffalo

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE %	NON-TRADE %	TRADE %	NON-TRADE %		
A. Servicing Export Enquiries	from Canada	30.0	0.0	39.3	0.0	1.78	747 (Enquires)
	from Territory	17.0	0.0	28.3	0.0	1.19	470 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	1.0	0.0	0.03	1 (Projects/Events)
C. Other Trade Development Activities		0.0	0.0	0.0	0.0	0.00	
D. Promotional Projects		10.0	0.0	13.3	0.0	0.60	14 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.5	0.0	0.7	0.0	0.03	5 (Enquires)
	from Territory	1.5	0.0	0.3	0.0	0.04	8 (Enquires)
F. Service to Government	External Affairs	9.0	0.0	1.3	0.0	0.22	68 (Reports)
	DGDs,Provinces,ETC	2.0	0.0	0.7	0.0	0.06	10 (Contacts)
G. Administration	Program Management	3.5	0.0	9.3	0.0	0.35	
	Leave,Professional Dev.	1.0	0.0	5.7	0.0	0.19	
Total TID Program		74.5	0.0	99.9	0.0	4.49	
H. Other Programs		25.5	0.0	0.0	0.0	0.51	

Canadian Business Visitors: 143
Local Business Visitors: 121

Trade Officers: 5
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Dallas

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	20.8	0.0	14.5	0.0	1.12	312 (Enquires)
from Territory	9.8	0.0	9.5	0.0	0.58	176 (Enquires)
B. Export Promotion Projects and Events	15.0	0.0	12.5	0.0	0.85	57 (Projects/Events)
C. Other Trade Development Activities	9.0	0.0	0.0	0.0	0.36	
D. Promotional Projects	8.8	0.0	43.5	0.0	1.22	19 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
from Territory	3.5	0.0	2.0	0.0	0.18	42 (Enquires)
F. Service to Government						
External Affairs	0.8	0.0	0.0	0.0	0.03	5 (Reports)
OGDs,Provinces,ETC	3.0	0.0	1.0	0.0	0.14	23 (Contacts)
G. Administration						
Program Management	21.8	0.0	10.0	0.0	1.07	
Leave,Professional Dev.	6.8	0.0	7.0	0.0	0.41	
<hr/>						
Total TID Program	99.3	0.0	100.0	0.0	5.96	
H. Other Programs	1.0	0.0	0.0	0.0	0.04	

Canadian Business Visitors: 173
 Local Business Visitors: 276

Trade Officers: 6
 Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for POST: New York

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	14.8	0.0	24.7	0.0	2.07	1077 (Enquires)
from Territory	2.8	0.0	14.7	0.0	0.99	544 (Enquires)
B. Export Promotion Projects and Events	4.8	0.0	12.2	0.0	0.92	9 (Projects/Events)
C. Other Trade Development Activities	3.3	0.0	16.5	0.0	1.12	
D. Promotional Projects	5.5	0.0	14.5	0.0	1.09	8 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	3.0	0.0	1.7	0.0	0.22	119 (Enquiries)
from Territory	23.5	0.0	1.7	0.0	1.04	108 (Enquiries)
F. Service to Government						
External Affairs	4.8	0.0	0.0	0.0	0.19	7 (Reports)
DGDs,Provinces,ETC	4.5	0.0	0.0	0.0	0.18	45 (Contacts)
G. Administration						
Program Management	16.5	0.0	0.0	0.0	0.66	
Leave,Professional Dev.	10.0	0.0	14.2	0.0	1.25	
<hr/>						
Total TID Program	93.5	0.0	100.2	0.0	9.73	
H. Other Programs	6.8	0.0	0.0	0.0	0.27	

Canadian Business Visitors: 177
Local Business Visitors: 173

Trade Officers: 10
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Washington

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	31.3	0.0	28.5	0.0	1.51	1134 (Enquires)
from Territory	11.0	0.0	11.5	0.0	0.56	1672 (Enquires)
B. Export Promotion Projects and Events	7.3	0.0	23.0	0.0	0.68	71 (Projects/Events)
C. Other Trade Development Activities	7.7	0.0	1.0	0.0	0.25	
D. Promotional Projects	10.3	0.0	13.0	0.0	0.57	27 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.3	0.0	0.0	0.0	0.01	6 (Enquiries)
from Territory	0.3	0.0	3.5	0.0	0.08	69 (Enquiries)
F. Service to Government						
External Affairs	12.3	0.0	4.5	0.0	0.46	46 (Reports)
DGDs, Provinces, ETC	4.3	0.0	4.0	0.0	0.21	39 (Contacts)
G. Administration						
Program Management	8.0	0.0	1.5	0.0	0.27	
Leave, Professional Dev.	6.7	0.0	9.0	0.0	0.38	
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Total TID Program	99.5	0.0	99.5	0.0	4.98	
H. Other Programs	0.3	0.0	0.5	0.0	0.02	

Canadian Business Visitors: 266
Local Business Visitors: 105

Trade Officers: 5
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (B64)

Summary for SUB-REGION: UNITED STATES WEST

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	15.1	0.0	28.6	0.0	6.54	3028 (Enquires)
from Territory	8.7	0.0	14.8	0.0	3.50	1690 (Enquires)
B. Export Promotion Projects and Events	11.3	0.0	12.4	0.0	3.46	90 (Projects/Events)
C. Other Trade Development Activities	8.8	0.0	8.3	0.0	2.46	
D. Promotional Projects	10.3	0.0	19.8	0.0	4.51	74 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.5	0.0	0.6	0.0	0.42	63 (Enquiries)
from Territory	12.1	0.0	2.1	0.0	1.91	674 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.0	2.0	0.0	0.97	72 (Reports)
OGDs, Provinces, ETC	4.9	0.0	1.0	0.0	0.80	151 (Contacts)
G. Administration						
Program Management	14.7	0.0	2.3	0.0	2.27	
Leave, Professional Dev.	3.9	0.0	7.9	0.0	1.77	
Total TID Program	97.3	0.0	99.8	0.0	28.61	
H. Other Programs	2.7	0.0	0.3	0.0	0.39	

Canadian Business Visitors: 800
Local Business Visitors: 1961

Trade Officers: 29

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Chicago

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	15.0	0.0	8.7	0.0	0.71	167 (Enquires)
from Territory	13.3	0.0	9.7	0.0	0.69	190 (Enquires)
B. Export Promotion Projects and Events	14.0	0.0	15.7	0.0	0.89	8 (Projects/Events)
C. Other Trade Development Activities	6.0	0.0	4.7	0.0	0.32	
D. Promotional Projects	3.0	0.0	27.7	0.0	0.92	23 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	3.0	0.0	0.7	0.0	0.11	26 (Enquiries)
from Territory	22.0	0.0	1.0	0.0	0.69	509 (Enquiries)
F. Service to Government						
External Affairs	3.0	0.0	3.7	0.0	0.20	4 (Reports)
OGDs, Provinces, ETC	1.7	0.0	0.3	0.0	0.06	7 (Contacts)
G. Administration						
Program Management	17.7	0.0	6.7	0.0	0.73	
Leave, Professional Dev.	0.3	0.0	20.7	0.0	0.63	
<hr/>						
Total TID Program	99.0	0.0	99.6	0.0	5.95	
H. Other Programs	1.0	0.0	0.7	0.0	0.05	

Canadian Business Visitors: 67
Local Business Visitors: 756

Trade Officers: 6

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
 ACTIVITY REPORT
 FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Detroit

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	21.7	0.0	33.0	0.0	1.97	734 (Enquires)
from Territory	10.0	0.0	26.0	0.0	1.34	606 (Enquires)
B. Export Promotion Projects and Events	10.0	0.0	18.3	0.0	1.03	41 (Projects/Events)
C. Other Trade Development Activities	12.7	0.0	4.3	0.0	0.55	
D. Promotional Projects	5.0	0.0	6.3	0.0	0.40	17 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	2.0	0.0	1.0	0.0	0.10	7 (Enquires)
from Territory	4.0	0.0	5.5	0.0	0.34	68 (Enquires)
F. Service to Government						
External Affairs	3.0	0.0	2.0	0.0	0.17	16 (Reports)
OGDs, Provinces, ETC	8.0	0.0	0.8	0.0	0.27	44 (Contacts)
G. Administration						
Program Management	19.3	0.0	0.8	0.0	0.61	
Leave, Professional Dev.	3.7	0.0	2.3	0.0	0.20	
Total TID Program	99.4	0.0	100.3	0.0	6.98	
H. Other Programs	0.7	0.0	0.0	0.0	0.02	

Canadian Business Visitors: 129
 Local Business Visitors: 135

Trade Officers: 7
 Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Minneapolis

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	8.5	0.0	22.3	0.0	0.84	874 (Enquires)
from Territory	7.0	0.0	16.0	0.0	0.62	532 (Enquires)
B. Export Promotion Projects and Events	14.5	0.0	15.3	0.0	0.75	15 (Projects/Events)
C. Other Trade Development Activities	11.0	0.0	13.0	0.0	0.61	
D. Promotional Projects	19.0	0.0	20.0	0.0	0.98	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	4.0	0.0	0.7	0.0	0.10	9 (Enquiries)
from Territory	8.5	0.0	2.3	0.0	0.24	42 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.0	1.7	0.0	0.15	3 (Reports)
OGDs, Provinces, ETC	7.5	0.0	0.0	0.0	0.15	12 (Contacts)
G. Administration						
Program Management	7.5	0.0	4.0	0.0	0.27	
Leave, Professional Dev.	3.5	0.0	4.7	0.0	0.21	
<hr/>						
Total TID Program	96.0	0.0	100.0	0.0	4.92	
H. Other Programs	4.0	0.0	0.0	0.0	0.08	

Canadian Business Visitors: 256
Local Business Visitors: 785

Trade Officers: 5
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: San Francisco

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	13.3	0.0	28.5	0.0	0.97	433 (Enquires)
from Territory	6.7	0.0	14.5	0.0	0.49	169 (Enquires)
B. Export Promotion Projects and Events	6.7	0.0	5.5	0.0	0.31	10 (Projects/Events)
C. Other Trade Development Activities	3.3	0.0	14.5	0.0	0.39	
D. Promotional Projects	18.3	0.0	32.5	0.0	1.20	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.3	0.0	0.5	0.0	0.08	9 (Enquiries)
from Territory	17.7	0.0	0.5	0.0	0.54	28 (Enquiries)
F. Service to Government						
External Affairs	8.3	0.0	0.5	0.0	0.26	18 (Reports)
OGDs, Provinces, ETC	5.0	0.0	3.0	0.0	0.21	11 (Contacts)
G. Administration						
Program Management	5.0	0.0	0.0	0.0	0.15	
Leave, Professional Dev.	10.0	0.0	0.0	0.0	0.30	
<hr/>						
Total TID Program	96.6	0.0	100.0	0.0	4.90	
H. Other Programs	3.3	0.0	0.0	0.0	0.10	

Canadian Business Visitors: 155
Local Business Visitors: 181

Trade Officers: 5
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for POST: Seattle

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	14.5	0.0	44.0	0.0	2.05	820 (Enquires)
from Territory	4.5	0.0	6.8	0.0	0.36	193 (Enquires)
B. Export Promotion Projects and Events	13.0	0.0	5.5	0.0	0.48	16 (Projects/Events)
C. Other Trade Development Activities	13.0	0.0	8.3	0.0	0.59	
D. Promotional Projects	8.5	0.0	21.0	0.0	1.01	16 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	1.5	0.0	0.0	0.0	0.03	12 (Enquiries)
from Territory	4.5	0.0	0.3	0.0	0.10	27 (Enquiries)
F. Service to Government						
External Affairs	6.0	0.0	1.8	0.0	0.19	31 (Reports)
OGDs, Provinces, ETC	2.5	0.0	1.5	0.0	0.11	77 (Contacts)
G. Administration						
Program Management	25.0	0.0	0.3	0.0	0.51	
Leave, Professional Dev.	1.0	0.0	10.3	0.0	0.43	
<hr/>						
Total TID Program	94.0	0.0	99.8	0.0	5.86	
H. Other Programs	6.0	0.0	0.5	0.0	0.14	

Canadian Business Visitors: 193
Local Business Visitors: 104

Trade Officers: 6
Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS


TABLE OF CONTENTS
 PART I
 SUMMARY OF RESULTS

Activity	Location	Quarterly Results				Total
		Q1	Q2	Q3	Q4	
1. Trade Development	15 Countries	1.2	1.5	1.8	2.1	5.6
2. Industrial Development	12 Countries	0.8	1.0	1.2	1.5	4.5
3. Technical Assistance	10 Countries	0.5	0.6	0.7	0.8	2.6
4. Training	18 Countries	0.3	0.4	0.5	0.6	1.8
5. Research and Studies	8 Countries	0.2	0.3	0.4	0.5	1.4
6. Publicity	20 Countries	0.1	0.2	0.3	0.4	1.0
7. Administration	22 Countries	0.1	0.2	0.3	0.4	1.0
Total		3.2	4.0	4.9	6.0	18.1

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