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

**QUARTERLY RESULTS
AND
ACTIVITY REPORT**

**RAPPORT TRIMESTRIEL
DES ACTIVITES ET DES RESULTATS**

**APRIL - JUNE 1986
(1st QUARTER FY 1986-87)**

**AVRIL - JUIN 1986
(1er TRIMESTRE, AF 1986-87)**

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

QUARTERLY RESULTS
AND
ACTIVITY REPORT

Dept. of External Affairs
Min. des Affaires extérieures
SEP 12 1986
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RAPPORT TRIMESTRIEL
DES ACTIVITES ET DES RESULTATS

APRIL - JUNE 1986
(1ST QUARTER FY 1986-87)

AVRIL - JUIN 1986
(1er TRIMESTRE, AF 1986-87)

NON - CIRCULATING /
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Dept. of External Affairs
Min. des Affaires extérieures

September 1986
External Affairs

NOV 6 1986

Septembre 1986
Affaires extérieures

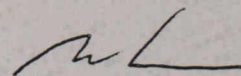
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Soon after my return to DEA as DMT, I was pleased to review this, the third trade tracking reporting system report which was produced from your quarterly submissions for the first quarter of this FY. The information in these reports provides me and my colleagues in senior management an important insight into your activities and workload on a worldwide basis. As well as being an internal management tool, the trade tracking system will give the department far greater facility to keep other government departments, the provinces and the private sector abreast of our activities on a more current basis than has previously been the case. I would like to stress the importance of maintaining and improving the quality and accuracy of the trade tracking system reports towards which end the majority of missions have made considerable progress.

In response to previous departmental requests for views on the trade tracking system, a number of missions and headquarter's bureaux have made suggestions for changes and these suggestions have led to modifications to the format of the trade tracking system which will be integrated with the new Export and Investment Promotion Planning and Tracking System. This will replace the trade and industrial development component of the post operational plan to be prepared by all posts this fall. For the rest of this fiscal year we will continue to use the current trade tracking system format because the new format has been designed to be linked directly with the planning system.

I would remind you that the department's ability to monitor progress and measure results and workload is of critical importance now and for the foreseeable future. I consider the trade tracking system to be an important source of continuing operational information and the attention you pay to its preparation will have a direct bearing on the accuracy of the information it is ultimately able to provide me.

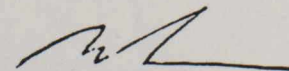


G.E. Shannon
Deputy Minister
International Trade

Peu après mon retour au MAE en qualité de DMT, j'ai été heureux de prendre connaissance du troisième rapport du Système de suivi des résultats commerciaux, qui a été produit à partir des rapports que vous avez présentés pour le premier trimestre du présent exercice. Ces rapports nous fournissent, à moi-même et à mes collègues de la haute direction, des données importantes sur vos activités et votre charge de travail à l'échelle mondiale. Tout en étant un outil de gestion interne, le Système de suivi des résultats commerciaux permettra au Ministère de fournir plus facilement aux autres ministères, aux provinces et au secteur privé des renseignements plus récents sur nos activités. Permettez-moi de souligner l'importance de tenir à jour et d'améliorer la qualité et l'exactitude des rapports établis dans le cadre du Système. D'ailleurs, la majorité des missions ont déjà fait des progrès considérables en vue de la réalisation de cet objectif.

A la demande du Ministère, des missions et de directions générales ont proposé des changements qui nous ont amenés à apporter à la présentation du Système de suivi des résultats commerciaux des modifications qui se reflèteront dans le nouveau Système de planification et de suivi pour la promotion des exportations et des investissements. Ce nouveau Système remplacera la composante "expansion commerciale et industrielle" du plan opérationnel que toutes les missions doivent établir cet automne. Jusqu'à la fin du présent exercice, nous continuerons d'utiliser l'actuel Système de suivi des résultats commerciaux, car la nouvelle présentation a été conçue de façon à se rapporter directement au système de planification.

Je voudrais vous rappeler que la capacité du Ministère de surveiller les progrès accomplis et de mesurer les résultats et la charge de travail est d'une importance critique à l'heure actuelle et le restera dans le proche avenir. J'estime que le Système de suivi est une source importante de données opérationnelles à jour et que l'attention que vous prêterez à l'établissement des rapports aura une portée directe sur l'exactitude des informations qu'il me permettra finalement d'obtenir.



G.E. Shannon
Sous-ministre du Commerce
extérieur

Trade Tracking System Format

In seeking clarifications related to the completion of the trade tracking system, missions are reminded to review the original instruction book as well as the forecast Personnel Utilization Plan of the FY 86/87 post operations plan. One point of concern raised by some missions relates to the accounting of time spent on economic reporting. In those missions where economic reporting is part of the assigned "package" of the Trade and Industrial Development program manager, those activities would normally be allocated to "other trade development activities". Where economic reporting is normally performed by other programs at the mission but where there is significant contribution from the TID program, this contribution could be allocated to service to External Affairs or other government departments depending upon the client of such reports. The "new" trade tracking system format will eliminate this lack of precision. Time accounted for "other programs" should be restricted to direct participation in other post programs e.g. consular, general relations, etc.

Trade Program managers should ensure that multiple counting of any one event does not occur (3 post officers may attend a particular trade fair; however, that should be recorded as 1 event).

Dollar values shown for "new business connections" are considered potential and hence not included in any totals unless the "export sale agreement" box is also marked.

Business visitors need not necessarily be physically on a mission's premises to be tallied. You could count those who have made contact with the mission from its territory (e.g. telephone calls, registration at post exhibits, etc.). The governing factor on deciding whether to count such a contact or not is to decide if the caller requested and received a level of service normally given in an office visit.

Présentation du Système de suivi des résultats commerciaux

Nous rappelons aux missions qui ont besoin d'éclaircissements pour remplir les formulaires du Système de suivi des résultats commerciaux de revoir le premier guide ainsi que le plan d'utilisation de l'effectif pour les opérations de la mission au cours de l'exercice 1986-1987. L'un des points soulevés par certaines missions concerne la comptabilisation du temps consacré à la préparation de rapports économiques. Dans les missions où cette fonction est assumée par le gestionnaire du Programme commercial, elle serait normalement rapportée sous la rubrique "Autres activités d'expansion commerciale". Lorsque les rapports économiques sont habituellement établis par les responsables d'autres programmes de la mission, mais que le gestionnaire du Programme commercial y contribue de façon importante, sa contribution pourrait figurer sous la rubrique des services offerts aux Affaires extérieures ou à d'autres ministères, en fonction du client pour le compte duquel ils sont établis. Le nouveau Système de suivi permettra d'éliminer cette imprécision. Le temps comptabilisé pour les "autres programmes" devrait se limiter à la participation directe à d'autres programmes de la mission concernant les affaires consulaires, les relations générales, etc.

Les gestionnaires du Programme commercial doivent veiller à ce qu'un événement ne soit pas comptabilisé plusieurs fois; par exemple, une foire commerciale à laquelle participent trois agents doit être comptée comme un seul événement.

Les montants en dollars qui correspondent aux "nouveaux contacts" sont considérés comme "potentiels" et ne doivent être inclus dans aucun total, à moins que la case "Accord d'exportation" n'ait été cochée.

Les visites de gens d'affaires comptabilisées ne sont pas forcément des visites à la mission même. Il peut s'agir de contacts pris avec la mission dans le territoire de cette dernière (p. ex. appels téléphoniques ou inscriptions à des foires organisées par la mission). Il faut surtout considérer si la personne qui a appelé a demandé et reçu un service qui lui aurait été normalement fourni si elle s'était présentée au bureau de la mission.

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APRIL-JUNE 1986 (1ST QUARTER FISCAL 1986-87)

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INTRODUCTION

This is the third quarterly report of Trade and Industrial Development Program results and activity. It covers the period April through June 1986 and contains information drawn from the TID Program Tracking System. The report is based on the returns that were available up to August 15, 1986, from a total of eighty-seven 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: the business activity reported and highlights of that activity; key statistics on trade and investment enquiries; and the number of business visitors. Data in this section referring to the previous quarter has been updated to include reports received after publication of the January-March 1986 Quarterly Results and Activity Report.

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

INTRODUCTION

Le présent document constitue le troisième rapport trimestriel des résultats et activités du Programme commercial. Il couvre la période d'avril à juin 1986 et contient des renseignements tirés du Système de suivi des résultats commerciaux. Il a été établi d'après les rapports présentés, au 15 août 1986, par quatre-vingt-sept 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 et le nombre de visites de gens d'affaires. Les données de cette section qui se rapportent au trimestre précédant ont été mises à jour de façon à tenir compte des rapports reçus après la publication du rapport trimestriel des activités et des résultats de janvier à mars 1986.

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 considéré 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

PROGRAM RESULTS: ALL REGIONS

1. BUSINESS ACTIVITY

During the April-June 1986 period seventy-three posts reported the following business activity:

1. 381 EXPORT SALES WORTH \$806 MILLION
2. 353 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 58 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 14 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 6 VALUED AT \$8.9 MILLION
5. 11 CANADIAN INVESTMENT INITIATIVES IN TERRITORY; 3 VALUED AT \$450.8 MILLION
6. 19 TECHNOLOGY TRANSFERS; 13 VALUED AT \$47.7 MILLION

HIGHLIGHTS:

- o \$450 million commercial development investment (Paris)
- o \$39.7 million sale of sonobuoys (Washington)
- o \$27 million sale of air traffic control towers and equipment (Algiers)
- o \$22 million sale of 2 Dash-8 aircraft (Sydney, Wellington)
- o \$14 million sale of Canola (Mexico)

2. KEY STATISTICS for the eighty seven posts with workload information available

<u>MISSIONS IN:</u>	<u>TRADE ENQUIRIES</u>	<u>INVESTMENT ENQUIRIES</u>	<u>BUSINESS VISITORS</u>
AFRICA & MIDDLE EAST	11673 (12478)	288 (354)	2155 (3121)
ASIA & PACIFIC	15883 (15859)	389 (573)	5814 (5989)
EUROPE	14007 (12763)	1557 (1831)	3424 (3063)
LATIN AMERICA & CARIBBEAN	7797 (7395)	116 (89)	2104 (1811)
UNITED STATES	17199 (19331)	1071 (1374)	3844 (7914)
	66559 (67826)	3421 (4221)	17341 (21898)

(Previous quarter figures in brackets)

RÉSULTATS DU PROGRAMME - TOUTES LES RÉGIONS

1. ACTIVITÉS COMMERCIALES

D'avril à juin 1986, soixante-treize missions ont rapporté les activités commerciales suivantes:

1. 381 ACCORDS D'EXPORTATION D'UNE VALEUR DE 806 MILLIONS DE DOLLARS
2. 353 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 58 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 14 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA, DONT 6 D'UNE VALEUR DE 8,9 MILLIONS DE DOLLARS
5. 11 NOUVELLES INITIATIVES D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE, DONT 3 D'UNE VALEUR DE 450,8 MILLIONS DE DOLLARS
6. 19 TRANSFERTS DE TECHNOLOGIE, DONT 13 D'UNE VALEUR DE 47,7 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Investissement de 450 millions de dollars pour l'expansion commerciale (Paris)
- o Vente de bouées acoustiques d'une valeur de 39,7 millions de dollars (Washington)
- o Vente de tours et d'équipement de contrôle de la circulation aérienne d'une valeur de 27 millions de dollars (Alger)
- o Vente de 2 avions Dash-8 d'une valeur de 22 millions de dollars (Sydney, Wellington)
- o Vente de colza canola d'une valeur de 14 millions de dollars (Mexique)

2. STATISTIQUES CLÉS pour les quatre-vingt-sept missions ayant fourni des renseignements sur leur charge de travail

	DEMANDES DE RENSEIGNEMENTS SUR LE COMMERCE	DEMANDE DE RENSEIGNEMENTS SUR L'INVESTISSEMENT	VISITE DE GENS D'AFFAIRES
<u>MISSIONS</u>			
AFRIQUE ET MOYEN-ORIENT	11 673 (12 478)	288 (354)	2 155 (3 121)
ASIE ET PACIFIQUE	15 883 (15 859)	389 (573)	5 814 (5 989)
EUROPE	14 007 (12 763)	1 557 (1 831)	3 424 (3 063)
AMÉRIQUE LATINE ET ANTILLES	7 797 (7 395)	116 (89)	2 104 (1 811)
ÉTATS-UNIS	17 199 (19 331)	1 071 (1 374)	3 844 (7 914)
	66 559 (67 826)	3 421 (4 221)	17 341 (21 898)

(Les chiffres du trimestre précédant sont entre parenthèses.)

PROGRAM RESULTS: AFRICA & MIDDLE EAST

1. BUSINESS ACTIVITY

During the April-June 1986 period fifteen posts reported the following business activity:

1. 35 EXPORT SALES WORTH \$59 MILLION
2. 39 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 8 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 1 CANADIAN INVESTMENT INITIATIVES IN TERRITORY VALUED AT \$(N/A)
6. 9 TECHNOLOGY TRANSFERS; 8 WORTH \$12.5 MILLION

HIGHLIGHTS:

- o \$6 million sale of mobile bakeries (Cairo)
- o \$3.2 million sale of work benches for electronics assembly line (Kuwait)
- o \$1.4 million sale of wood products (Cairo)
- o \$27 million sale air traffic control towers and equipment (Algiers)
- o \$10 million sale of oil drilling technology and equipment (Accra)
- o \$2.5 million sale of dairy technology and livestock (Tunis)
- o \$1.5 million sale of metallurgy consulting services (Addis)
- o \$1.5 million sale of educational equipment (Abidjan)
- o \$1.2 million sale of engineering consulting services (Yaounde)

2. KEY STATISTICS for the seventeen posts with workload information available

MISSIONS REPORTING TO:

	<u>GAT</u>	<u>GMT</u>
- NO. TRADE ENQUIRIES:	8339 (7144)	3334 (5334)
- NO. INVESTMENT ENQUIRIES:	62 (85)	226 (269)
- NO. BUSINESS VISITORS	1135 (1388)	1020 (1733)

(Previous quarter figures in brackets)

RÉSULTATS DU PROGRAMME - AFRIQUE ET MOYEN-ORIENT

1. ACTIVITÉS COMMERCIALES

D'avril à juin 1986, quinze missions ont rapporté les activités commerciales suivantes:

1. 35 VENTES A L'EXPORTATION D'UNE VALEUR DE 59 MILLIONS DE DOLLARS
2. 39 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 8 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 0 INITIATIVE D'EXPANSION INDUSTRIELLE AU CANADA
5. 1 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE, D'UNE VALEUR DE (S/O)\$
6. 9 TRANSFERTS DE TECHNOLOGIE, DONT 8 D'UNE VALEUR DE 12,5 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Vente de boulangeries mobiles d'une valeur de 6 millions de dollars (Le Caire)
- o Vente de bancs de montage pour une chaîne d'assemblage électronique, d'une valeur de 3,2 millions de dollars (Koweït)
- o Vente de produits du bois d'une valeur de 1,4 million de dollars (Le Caire)
- o Vente de tours et d'équipement de contrôle de la circulation aérienne d'une valeur de 27 millions de dollars (Alger)
- o Vente de technologie et d'équipement de forage pétrolier d'une valeur de 10 millions de dollars (Accra)
- o Vente de technologie laitière et de bétail laitier d'une valeur de 2,5 millions de dollars (Tunis)
- o Vente de services d'experts-conseils en métallurgie d'une valeur de 1,5 million de dollars (Addis)
- o Vente d'équipement éducatif d'une valeur de 1,5 million de dollars (Abidjan)
- o Vente de services d'experts-conseils en ingénierie, d'une valeur de 1,2 million de dollars (Yaoundé)

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

	RAPPORTS A:	
	GAT	GMT
- N ^{bre} DE DEMANDES DE RENSEIGNEMENTS SUR LE COMMERCE	8 339 (7 144)	3 334 (5 334)
- N ^{bre} DE DEMANDES DE RENSEIGNEMENTS SUR L'INVESTISSEMENT	62 (85)	226 (269)
- N ^{bre} DE VISITES DE GENS D'AFFAIRES	1 135 (1 388)	1 020 (1 733)

(Les chiffres du trimestre précédent sont entre parenthèses.)

PROGRAM RESULTS: ASIA & PACIFIC

1. BUSINESS ACTIVITY

During the April-June 1986 period fourteen posts reported the following business activity:

1. 90 EXPORT SALES WORTH \$105 MILLION
2. 81 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 29 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 3 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 1 VALUED AT \$685,000
5. 4 CANADIAN INVESTMENT INITIATIVES IN TERRITORY WORTH \$(N/A)
6. 0 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- o \$22 million sale of 2 Dash-8 aircraft (Sydney 1, Wellington 1)
- o \$3 million sale of design and construction services (Perth)
- o 2 sales of pulp mill equipment valued at \$4 million
- o \$6 million sale of aircraft (Hong Kong)
- o \$2.8 million sale of satellite image analysis equipment (Beijing)
- o \$1.2 million sale of communications equipment (Beijing)
- o \$4 million contract for aerial survey services (Jakarta)
- o \$3.2 million sale of educational equipment (Islamabad)
- o \$6 million sale of communications equipment (Singapore)

2. KEY STATISTICS for the sixteen posts with workload information available

MISSIONS REPORTING TO:

	PET	PPT	PST
- NO. TRADE ENQUIRIES:	6734 (4036)	4877 (4140)	4272 (7683)
- NO. INVESTMENT ENQUIRIES:	116 (185)	166 (95)	107 (293)
- NO. BUSINESS VISITORS:	2151 (1602)	2294 (2042)	1369 (2345)

(Previous quarter figures in brackets)

RÉSULTATS DU PROGRAMME - ASIE ET PACIFIQUE

1. ACTIVITÉS COMMERCIALES

D'avril à juin 1986, quatorze missions ont rapporté les activités commerciales suivantes:

1. 90 VENTES A L'EXPORTATION D'UNE VALEUR DE 105 MILLIONS DE DOLLARS
2. 81 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 29 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 3 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA, DONT 1 D'UNE VALEUR DE 685 000 \$
5. 4 INITIATIVES D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE, D'UNE VALEUR DE (S/O)\$
6. 0 TRANSFERT DE TECHNOLOGIE

POINTS SAILLANTS

- o Vente de 2 avions Dash-8 (1 à Sydney, 1 à Wellington) d'une valeur de 22 millions de dollars
- o Vente de services de conception et de construction, d'une valeur de 3 millions de dollars (Perth)
- o 2 ventes d'équipement d'usine de pâte à papier d'une valeur de 4 millions de dollars
- o Vente d'avions d'une valeur de 6 millions de dollars (Hong Kong)
- o Vente d'équipement d'analyse d'images prises par satellite, d'une valeur de 2,8 millions de dollars (Beijing)
- o Vente d'équipement de communication d'une valeur de 1,2 million de dollars (Beijing)
- o Contrat de services de contrôle aérien d'une valeur de 4 millions de dollars (Djakarta)
- o Vente d'équipement éducatif d'une valeur de 3,2 millions de dollars (Islamabad)
- o Vente d'équipement de communication d'une valeur de 6 millions de dollars (Singapour)

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

	RAPPORTS A		
	PET	PPT	PST
- N ^{bre} DE DEMANDES DE RENSEIGNEMENTS SUR LE COMMERCE	6 734 (4 036)	4 877 (4 140)	4 272 (7 683)
- N ^{bre} DE DEMANDES DE RENSEIGNEMENTS SUR L'INVESTISSEMENT	116 (185)	166 (95)	107 (293)
- N ^{bre} DE VISITES DE GENS D'AFFAIRES	2 151 (1 602)	2 294 (2 042)	1 369 (2 345)

(Les chiffres du trimestre précédent sont entre parenthèses.)

PROGRAM RESULTS: EUROPE

1. BUSINESS ACTIVITY

During the April-June 1986 period twenty posts reported the following business activity:

1. 103 EXPORT SALES WORTH \$441 MILLION
2. 93 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 10 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 10 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 4 VALUED AT \$6.8 MILLION
5. 4 CANADIAN INVESTMENT INITIATIVE IN TERRITORY; 1 VALUED AT \$450 MILLION
6. 3 TECHNOLOGY TRANSFERS WORTH \$(N/A)

HIGHLIGHTS:

- o \$250 million (past year) sales of Maple Leaf gold coins (Vienna)
- o \$4.6 million sale of pulp and paper industry instrumentation (Helsinki)
- o \$12 million sale of chemical storage facilities (Oslo)
- o \$105 million sale of boilers (Belgrade)
- o \$750 thousand sale of air transportation services (Warsaw)
- o \$1.5 million sale of personal computers (Budapest)
- o \$450 million commercial development investment (Paris)
- o \$13.8 million sale of a flight simulator (Bonn)
- o \$3.6 million sale of printing and associated machinery (Dusseldorf)

2. KEY STATISTICS for the twenty-five posts with workload information available

MISSIONS REPORTING TO:

	<u>RBT</u>	<u>RCT</u>	<u>RST</u>
- NO. TRADE ENQUIRIES:	2773 (2660)	4951 (4268)	6323 (5835)
- NO. INVESTMENT ENQUIRIES:	3 (8)	1066 (1240)	488 (583)
- NO. BUSINESS VISITORS:	156 (258)	1883 (1546)	1385 (1259)

(Previous quarter figures in brackets)

RÉSULTATS DU PROGRAMME - EUROPE

1. ACTIVITÉS COMMERCIALES

D'avril à juin 1986, vingt missions ont rapporté les activités commerciales suivantes:

1. 103 VENTES A L'EXPORTATION D'UNE VALEUR DE 441 MILLIONS DE DOLLARS
2. 93 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 10 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 10 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA, DONT 4 D'UNE VALEUR DE 6,8 MILLIONS DE DOLLARS
5. 4 INITIATIVES D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE, DONT 1 D'UNE VALEUR DE 450 MILLIONS DE DOLLARS
6. 3 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE (S/O) \$

POINTS SAILLANTS

- o Vente (année précédente) de pièces d'or à feuille d'érable d'une valeur de 250 millions de dollars (Vienne)
- o Vente d'instruments pour l'industrie des pâtes et papiers, d'une valeur de 4,6 millions de dollars (Helsinki)
- o Vente d'installations de stockage chimique, d'une valeur de 12 millions de dollars (Oslo)
- o Vente de chaudières d'une valeur de 105 millions de dollars (Belgrade)
- o Vente de services de transport aérien d'une valeur de 750 mille dollars (Varsovie)
- o Vente d'ordinateurs personnels d'une valeur de 1,5 million de dollars (Budapest)
- o Investissement d'une valeur de 450 millions de dollars pour l'expansion commerciale (Paris)
- o Vente d'un simulateur de vol d'une valeur de 13,8 millions de dollars (Bonn)
- o Vente de machines à imprimer et de machines connexes d'une valeur de 3,6 millions de dollars (Düsseldorf)

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

	RAPPORTS A:		
	RBT	RCT	RST
- N ^{bre} DE DEMANDES DE RENSEIGNEMENTS SUR LE COMMERCE	2 773 (2 660)	4 951 (4 268)	6 323 (5 835)
- N ^{bre} DE DEMANDES DE RENSEIGNEMENTS SUR L'INVESTISSEMENT	3 (8)	1 066 (1 240)	488 (583)
- N ^{bre} DE VISITES DE GENS D'AFFAIRES	156 (258)	1 883 (1 546)	1 385 (1 259)

(Les chiffres du trimestre précédent sont entre parenthèses.)

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

1. BUSINESS ACTIVITY

During the April-June 1986 period fourteen posts reported the following business activity:

1. 66 EXPORT SALES WORTH \$62 MILLION
2. 56 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 8 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 2 CANADIAN INVESTMENT INITIATIVES IN TERRITORY VALUED AT \$0.8 MILLION
6. 5 TECHNOLOGY TRANSFERS; 4 WORTH \$35.1 MILLION

HIGHLIGHTS:

- o \$5 million sale of engineering consulting services (San Jose)
- o \$14 million sale of Canola (Mexico)
- o 2 sales of skim milk powder valued at \$720 thousand (Port of Spain)
- o \$27 million sale of sodium and chloride plant equipment and technology (Bogota)
- o \$7 million sale of a grinding mill (Santiago)
- o \$3 million sale of microwave landing systems (Sao Paulo)
- o \$10 million sale of wheat (Lima)
- o \$1.2 million sale of aircraft parts (Caracas)
- o \$900 thousand sale of road graders (Quito)

2. KEY STATISTICS for the fifteen posts with workload information available

MISSIONS REPORTING TO:

	<u>LCT</u>	<u>LST</u>
- NO. TRADE ENQUIRIES:	2821 (2776)	4976 (4619)
- NO. INVESTMENT ENQUIRIES:	53 (30)	63 (59)
- NO. BUSINESS VISITORS:	735 (853)	1369 (958)

(Previous quarter figures in brackets)

RÉSULTATS DU PROGRAMME - AMÉRIQUE LATINE ET ANTILLES

1. ACTIVITÉS COMMERCIALES

D'avril à juin 1986, quatorze missions ont rapporté les activités commerciales suivantes:

1. 66 VENTES A L'EXPORTATION D'UNE VALEUR DE 62 MILLIONS DE DOLLARS
2. 56 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 8 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 0 INITIATIVE D'EXPANSION INDUSTRIELLE AU CANADA
5. 2 INITIATIVES D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE, D'UNE VALEUR DE 0,8 MILLION DE DOLLARS
6. 5 TRANSFERTS DE TECHNOLOGIE, DONT 4 D'UNE VALEUR DE 35,1 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Vente de services d'experts-conseils en ingénierie d'une valeur de 5 millions de dollars (San Jose)
- o Vente de colza canola d'une valeur de 14 millions de dollars (Mexico)
- o 2 ventes de lait écrémé en poudre d'une valeur de 720 mille dollars (Port of Spain)
- o Vente d'équipement et de technologie destinés à une usine de fabrication de sodium et de chlorure, d'une valeur de 27 millions de dollars (Bogota)
- o Vente d'un broyeur d'une valeur de 7 millions de dollars (Santiago)
- o Vente de systèmes d'atterrissage hyperfréquences d'une valeur de 3 millions de dollars (Sao Paulo)
- o Vente de blé d'une valeur de 10 millions de dollars (Lima)
- o Vente de pièces d'aéronef d'une valeur de 1,2 million de dollars (Caracas)
- o Vente de niveleuses d'une valeur de 900 mille dollars (Quito)

2. STATISTIQUES CLÉS pour les quinze missions qui ont fourni des renseignements sur leur charge de travail.

RAPPORTS A:

	LCT	LST
- N ^{bre} DE DEMANDES DE RENSEIGNEMENTS SUR LE COMMERCE	2 821 (2 776)	4 976 (4 619)
- N ^{bre} DE DEMANDES DE RENSEIGNEMENTS SUR L'INVESTISSEMENT	53 (30)	63 (59)
- N ^{bre} DE VISITES DE GENS D'AFFAIRES	735 (853)	1 369 (958)

(Les chiffres du trimestre précédent sont entre parenthèses.)

PROGRAM RESULTS: UNITED STATES

1. BUSINESS ACTIVITY

During the April-June 1986 period ten posts reported the following business activity:

1. 87 EXPORT SALES WORTH \$139 MILLION
2. 84 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 3 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 1 INDUSTRIAL DEVELOPMENT INITIATIVE IN CANADA, VALUED AT \$1.4 MILLION
5. 0 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 2 TECHNOLOGY TRANSFERS; 1 WORTH \$50,000

HIGHLIGHTS:

- o \$39.7 million sale of sonobuoys (Washington)
- o \$27.4 million sale of aircraft power units (Seattle)
- o \$ multi million sale of flat panel display modules (San Francisco)
- o Establishment in Canada of a \$1.4 million colour separating technology plant (San Francisco)
- o \$17 million sale of urban transit buses (Detroit)
- o \$1.8 million sale of semi-manufactured material for semi-conductors (Cleveland)
- o 3 sales of farm equipment totalling \$1.4 million (Minneapolis)
- o \$1.4 million sale of colour video monitors (Boston)
- o \$1.3 million sale of office furniture (New York)

2. KEY STATISTICS for the fourteen posts with workload information available

- NO. TRADE ENQUIRIES:	17199 (19331)
- NO. INVESTMENT ENQUIRIES:	1071 (1374)
- NO. BUSINESS VISITORS:	3844 (7914)

(Previous quarter figures in brackets)

RÉSULTATS DU PROGRAMME - ÉTATS-UNIS

1. ACTIVITÉS COMMERCIALES

D'avril à juin 1986, dix missions ont rapporté les activités commerciales suivantes:

1. 87 VENTES A L'EXPORTATION D'UNE VALEUR DE 139 MILLIONS DE DOLLARS
2. 84 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 3 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 1 INITIATIVE D'EXPANSION INDUSTRIELLE AU CANADA D'UNE VALEUR DE 1,4 MILLION DE DOLLARS
5. 0 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 2 TRANSFERTS DE TECHNOLOGIE, DONT 1 D'UNE VALEUR DE 50 000 \$

POINTS SAILLANTS

- o Vente de bouées acoustiques d'une valeur de 39,7 millions de dollars (Washington)
- o Vente de groupes motopropulseurs d'aéronef d'une valeur de 27,4 millions de dollars (Seattle)
- o Vente de modules d'affichage à écran plat d'une valeur de plusieurs millions de dollars (San Francisco)
- o Création au Canada d'une usine de techniques de séparation des couleurs d'une valeur de 1,4 million de dollars (San Francisco)
- o Vente d'autobus destinés au transport urbain, d'une valeur de 17 millions de dollars (Detroit)
- o Vente de matériaux semi-finis pour des semi-conducteurs, d'une valeur de 1,8 million de dollars (Cleveland)
- o 3 ventes d'équipement agricole d'une valeur totale de 1,4 million de dollars (Minneapolis)
- o Vente de moniteurs vidéos couleurs d'une valeur de 1,4 million de dollars (Boston)
- o Vente de mobilier de bureau d'une valeur de 1,3 million de dollars (New-York)

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

- N ^{bre} DE DEMANDES DE RENSEIGNEMENTS SUR LE COMMERCE	17 199	(19 331)
- N ^{bre} DE DEMANDES DE RENSEIGNEMENTS SUR L'INVESTISSEMENT	1 071	(1 374)
- N ^{bre} DE VISITES DE GENS D'AFFAIRES	3 844	(7 914)

(Les chiffres du trimestre précédent sont entre parenthèses.)

UNITED STATES CUSTOMS SERVICE
 ANNUAL REPORT
 FOR THE YEAR 1964

Table 10. U.S. CUSTOMS SERVICE

	NUMBER OF PERSONNEL				TOTAL PERSONNEL	PERCENTAGE OF TOTAL PERSONNEL
	1964	1963	1962	1961		
Total	1	1	1	1		
A. Service of Customs Officers						
1. Free Zone	2.7	2.5	2.4	2.3	2.7	26% (206)
2. Free Zone	1.2	1.1	1.0	0.9	1.2	12% (92)
B. Other Customs Officers	7.2	6.5	5.9	5.3	7.2	70% (544)
C. Other Customs Personnel	1.9	1.7	1.6	1.5	1.9	18% (144)
D. Technical Support						
1. Service of Customs Officers	1.4	1.3	1.2	1.1	1.4	14% (107)
2. Other Customs Officers	0.5	0.4	0.4	0.4	0.5	5% (37)
E. Service of Customs						
1. Other Customs Officers	1.5	1.4	1.3	1.2	1.5	15% (113)
2. Other Customs Officers	0.4	0.3	0.3	0.3	0.4	4% (31)
F. Administration						
1. Other Customs Officers	0.7	0.6	0.6	0.5	0.7	7% (53)
2. Other Customs Officers	1.2	1.1	1.0	0.9	1.2	12% (92)
Total Personnel	21.2	19.1	17.2	15.5	21.2	
Total Officers	11.8	10.8	9.9	9.0	11.8	

SECTION II

ACTIVITY SUMMARIES

RÉSUMÉS DES ACTIVITÉS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	18.7	14.5	31.0	30.0	98.57	37086 (Enquiries)
from Territory	9.2	3.0	19.7	15.0	57.00	29463 (Enquiries)
B. Export Promotion Projects and Events	7.7	0.0	7.4	0.0	29.96	1940 (Projects/Events)
C. Other Trade Development Activities	9.0	2.0	9.6	0.0	36.84	
D. Promotional Projects	10.4	2.5	10.6	0.0	41.68	1279 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.4	0.0	1.3	0.0	7.29	950 (Enquiries)
from Territory	4.6	0.0	3.2	0.0	15.43	2471 (Enquiries)
F. Service to Government						
External Affairs	8.2	4.0	3.8	3.0	23.88	2302 (Reports)
OGAs, Provinces, ETC	5.0	1.5	3.8	2.0	17.37	2321 (Contacts)
G. Administration						
Program Management	10.7	3.5	2.6	0.0	26.51	
Leave, Professional Dev.	7.4	0.0	5.0	0.0	24.61	
Total TID Program	93.3	31.0	98.0	50.0	379.14	
H. Other Programs	6.6	69.0	2.0	50.0	18.86	

Trade Officers: 395

Non-Trade Officers: 3

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

1. AFRICA & MIDDLE EAST

2. AFRICA

3. MIDDLE EAST

ABIDJAN
 ACCRA
 ADDIS ABABA
 ALGIERS
 *HARARE
 KINSHASA
 LAGOS
 NAIROBI
 RABAT
 TUNIS
 YAOUNDÉ

AMMAN
 CAIRO
 KUWAIT
 RIYADH
 TEL AVIV

* Business activity information for this post was not available.

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	24.8	8.0	32.2	30.0	13.35	6190 (Enquiries)
	from Territory	14.0	2.0	24.3	15.0	8.78	5463 (Enquiries)
B. Export Promotion Projects and Events		8.2	0.0	6.0	0.0	3.31	226 (Projects/Events)
C. Other Trade Development Activities		8.2	1.0	12.0	0.0	4.57	
D. Promotional Projects		9.2	3.0	8.6	0.0	4.15	67 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.6	0.0	0.6	0.0	0.51	130 (Enquiries)
	from Territory	2.8	0.0	2.3	0.0	1.18	158 (Enquiries)
F. Service to Government	External Affairs	6.2	4.0	2.5	3.0	2.14	137 (Reports)
	OGAs, Provinces, ETC	3.6	2.0	2.4	2.0	1.43	210 (Contacts)
G. Administration	Program Management	8.5	2.0	1.7	0.0	2.49	
	Leave, Professional Dev.	6.6	0.0	3.6	0.0	2.41	
Total TID Program		93.7	22.0	96.2	50.0	44.32	
H. Other Programs		6.3	78.0	3.9	50.0	3.68	

Trade Officers: 46

Non-Trade Officers: 2

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

**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (B61)**

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	25.7	8.0	33.9	38.0	8.56	4509 (Enquiries)
from Territory	11.9	2.8	20.3	15.0	4.52	3830 (Enquiries)
B. Export Promotion Projects and Events	10.5	0.0	8.0	0.0	2.64	288 (Projects/Events)
C. Other Trade Development Activities	11.5	1.0	15.3	0.0	3.68	
D. Promotional Projects	9.1	3.0	7.0	0.0	2.32	32 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	1.1	0.0	0.1	0.0	0.18	30 (Enquiries)
from Territory	0.8	0.8	0.8	0.8	0.21	32 (Enquiries)
F. Service to Government						
External Affairs	5.9	4.0	2.8	3.0	1.35	80 (Reports)
OGDs, Provinces, ETC	3.3	2.0	2.6	2.0	0.87	128 (Contacts)
G. Administration						
Program Management	6.4	2.8	1.9	0.0	1.27	
Leave, Professional Dev.	7.4	0.0	0.6	0.0	1.26	
Total TID Program	93.6	22.0	93.3	50.0	26.86	
H. Other Programs	6.5	78.0	6.8	50.0	3.14	

Trade Officers: 28
Non-Trade Officers: 2

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for POST: Abidjan

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (H)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	38.5	0.	50.0	0.	1.11	217 (Enquiries)
from Territory	9.0	0.	25.0	0.	0.43	112 (Enquiries)
B. Export Promotion Projects and Events	5.0	0.	5.0	0.	0.15	0 (Projects/Events)
C. Other Trade Development Activities	17.5	0.	20.0	0.	0.55	
D. Promotional Projects	12.0	0.	0.0	0.	0.24	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
from Territory	0.5	0.	0.0	0.	0.01	2 (Enquiries)
F. Service to Government						
External Affairs	4.5	0.	0.0	0.	0.09	2 (Reports)
OGDs, Provinces, ETC	1.5	0.	0.0	0.	0.03	1 (Contacts)
G. Administration						
Program Management	7.5	0.	0.0	0.	0.15	
Leave, Professional Dev.	5.0	0.	0.0	0.	0.10	
<hr/>						
Total TID Program	93.0	0.	100.0	0.	2.86	
H. Other Programs	7.0	0.	0.0	0.	0.14	

Trade Officers: 3
Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

Summary for POST: Accra

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	MORELOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries	40.0	0.	0.	0.	0.40	150 (Enquiries)
from Canada						
from Territory	5.0	0.	0.	0.	0.05	30 (Enquiries)
B. Export Promotion Projects and Events	2.0	0.	0.	0.	0.02	2 (Projects/Events)
C. Other Trade Development Activities	1.0	0.	0.	0.	0.01	
D. Promotional Projects	0.0	0.	0.	0.	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	10.0	0.	0.	0.	0.10	20 (Enquiries)
from Canada						
from Territory	5.0	0.	0.	0.	0.05	5 (Enquiries)
F. Service to Government	1.0	0.	0.	0.	0.01	10 (Reports)
External Affairs						
OGAs, Provinces, ETC	0.0	0.	0.	0.	0.00	0 (Contacts)
G. Administration	1.0	0.	0.	0.	0.01	
Program Management						
Leave, Professional Dev.	0.0	0.	0.	0.	0.00	
Total TID Program	65.0	0.	0.	0.	0.65	
H. Other Programs	35.0	0.	0.	0.	0.35	

Trade Officers: 1

Non-Trade Officers: 0

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

**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)**

Summary for POST: Addis Ababa

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-EMPLOYED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	0.	8.0	0.	30.0	0.38	171 (Enquiries)
	from Territory	0.	2.0	0.	15.0	0.17	25 (Enquiries)
B. Export Promotion Projects and Events		0.	0.0	0.	0.0	0.00	0 (Projects/Events)
C. Other Trade Development Activities		0.	1.0	0.	0.0	0.01	
D. Promotional Projects		0.	3.0	0.	0.0	0.03	3 (Fairs/Miss/Conf.)
		0.	0.0	0.	0.0	0.00	0 (Enquiries)
E. Servicing Investment Development	from Canada	0.	0.0	0.	0.0	0.00	0 (Enquiries)
	from Territory	0.	0.0	0.	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs OGAs, Provinces, ETC	0.	4.0	0.	3.0	0.07	3 (Reports)
		0.	2.0	0.	2.0	0.04	2 (Contacts)
G. Administration	Program Management	0.	2.0	0.	0.0	0.02	
	Leave, Professional Dev.	0.	0.0	0.	0.0	0.00	
Total TID Program		0.	22.0	0.	50.0	0.72	
II. Other Programs		0.	78.0	0.	50.0	1.28	

Trade Officers: 0
Non-Trade Officers: 2

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	15.0	0.	31.0	0.	1.38	760 (Enquiries)
	from Territory	2.0	0.	4.0	0.	0.19	102 (Enquiries)
B. Export Promotion Projects and Events		14.0	0.	17.0	0.	0.93	44 (Projects/Events)
C. Other Trade Development Activities		26.0	0.	24.0	0.	1.50	
D. Promotional Projects		14.0	0.	15.0	0.	0.87	8 (Fairs/Miss/Conf.)
E. Servicing Investment Development							
	from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government							
	External Affairs	4.0	0.	6.0	0.	0.30	18 (Reports)
	OGAs, Provinces, ETC	2.0	0.	0.0	0.	0.06	48 (Contacts)
G. Administration							
	Program Management	8.0	0.	0.0	0.	0.24	
	Leave, Professional Dev.	12.0	0.	0.0	0.	0.36	
<hr/>							
Total TID Program		97.0	0.	97.0	0.	5.82	
H. Other Programs		3.0	0.	3.0	0.	0.18	

Trade Officers: 6

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for POST: Harare

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (S)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	38.8	0.	0.	0.	302 (Enquiries)
	from Territory	27.0	0.	0.	0.	461 (Enquiries)
B. Export Promotion Projects and Events		0.0	0.	0.	0.00	0 (Projects/Events)
C. Other Trade Development Activities		18.0	0.	0.	0.18	
D. Promotional Projects		10.0	0.	0.	0.10	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.0	0.	0.	0.00	4 (Enquiries)
	from Territory	0.0	0.	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	5.0	0.	0.	0.05	3 (Reports)
	OGAs, Provinces, ETC	5.0	0.	0.	0.05	5 (Contacts)
G. Administration	Program Management	0.8	0.	0.	0.08	
	Leave, Professional Dev.	5.8	0.	0.	0.05	
Total TID Program		100.0	0.	0.	0.	1.00
H. Other Programs		0.0	0.	0.	0.	0.00

Trade Officers: 1
Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for POST: Kiasasa

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (H)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	10.0	0.	25.0	0.	0.35	52 (Enquiries)
	from Territory	10.0	0.	10.0	0.	0.20	120 (Enquiries)
B. Export Promotion Projects and Events		10.0	0.	10.0	0.	0.20	10 (Projects/Events)
C. Other Trade Development Activities		10.0	0.	10.0	0.	0.20	
D. Promotional Projects		5.0	0.	10.0	0.	0.15	2 (Fairs/Visits/Conf.)
E. Servicing Investment Development	from Canada	5.0	0.	0.0	0.	0.05	1 (Enquiries)
	from Territory	5.0	0.	5.0	0.	0.10	10 (Enquiries)
F. Service to Government	External Affairs	5.0	0.	0.0	0.	0.05	2 (Reports)
	GGOs, Provinces, ETC	10.0	0.	5.0	0.	0.15	5 (Contacts)
G. Administration	Program Management	5.0	0.	5.0	0.	0.10	
	Leave, Professional Dev.	20.0	0.	0.0	0.	0.20	
Total TID Program		95.0	0.	80.0	0.	1.75	
H. Other Programs		5.0	0.	20.0	0.	0.25	

Trade Officers: 2

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Lagos

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	OVERLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TIME	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	32.5	0.	50.0	0.	1.15	990 (Enquiries)
from Territory	22.5	0.	45.0	0.	0.90	901 (Enquiries)
B. Export Promotion Projects and Events	22.5	0.	5.0	0.	0.59	40 (Projects/Events)
C. Other Trade Development Activities	2.5	0.	0.0	0.	0.05	
D. Promotional Projects	0.0	0.	0.0	0.	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	10.0	0.	0.0	0.	0.20	15 (Reports)
OGDs, Provinces, ETC	0.0	0.	0.0	0.	0.00	1 (Contacts)
G. Administration						
Program Management	5.0	0.	0.0	0.	0.10	
Leave, Professional Dev.	2.5	0.	0.0	0.	0.05	
Total TID Program	97.5	0.	100.0	0.	2.95	
HL Other Programs	2.5	0.	0.0	0.	0.05	

Trade Officers: 3

Non-Trade Officers: 0

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

TIME AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for POST: Nairobi

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	18.0	0.	18.0	0.	0.46	586 (Enquiries)
	from Territory	15.0	0.	26.0	0.	0.67	1214 (Enquiries)
B. Export Promotion Projects and Events		20.0	0.	2.5	0.	0.25	33 (Projects/Events)
C. Other Trade Development Activities		15.0	0.	21.0	0.	0.57	
D. Promotional Projects		8.0	0.	0.0	0.	0.08	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	1.0	0.	0.5	0.	0.02	6 (Enquiries)
F. Service to Government	External Affairs	4.0	0.	0.0	0.	0.04	3 (Reports)
	OGDs, Provinces, ETC	5.0	0.	2.5	0.	0.10	40 (Contacts)
G. Administration	Program Management	6.0	0.	3.5	0.	0.13	
	Leave, Professional Dev.	15.0	0.	1.0	0.	0.17	
Total TID Program		99.0	0.	75.0	0.	2.49	
H. Other Programs		1.0	0.	25.0	0.	0.51	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

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	40.0	0.	35.0	0.	0.75	430 (Enquiries)
	from Territory	38.0	0.	25.0	0.	0.35	115 (Enquiries)
B. Export Promotion Projects and Events		10.0	0.	10.0	0.	0.20	70 (Projects/Events)
C. Other Trade Development Activities		5.0	0.	5.0	0.	0.10	
D. Promotional Projects		13.0	0.	0.0	0.	0.13	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.0	0.	0.08	2 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.09	3 (Enquiries)
F. Service to Government	External Affairs	7.0	0.	10.0	0.	0.17	10 (Reports)
	NGOs, Provinces, ETC	5.0	0.	15.0	0.	0.20	6 (Contacts)
G. Administration	Program Management	5.0	0.	0.0	0.	0.05	
	Leave, Professional Dev.	0.0	0.	0.0	0.	0.00	
Total TID Program		95.0	0.	100.0	0.	1.95	
H. Other Programs		5.0	0.	0.0	0.	0.05	

Trade Officers: 2

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (B61)

Summary for POST: Tuis

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	22.5	0.	38.0	0.	0.83	357 (Enquiries)
	from Territory	20.0	0.	22.0	0.	0.62	270 (Enquiries)
B. Export Promotion Projects and Events		7.5	0.	10.0	0.	0.25	1 (Projects/Events)
C. Other Trade Development Activities		5.0	0.	10.0	0.	0.20	
D. Promotional Projects		0.0	0.	20.0	0.	0.20	5 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	12.5	0.	0.0	0.	0.25	4 (Reports)
	OGDs, Provinces, ETC	5.0	0.	0.0	0.	0.10	4 (Contacts)
G. Administration	Program Management	7.5	0.	0.0	0.	0.15	
	Leave, Professional Dev.	10.0	0.	0.0	0.	0.20	
Total TID Program		90.0	0.	100.0	0.	2.00	
H. Other Programs		10.0	0.	0.0	0.	0.20	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

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	32.5	0.	48.0	0.	1.13	406 (Enquiries)
	from Territory	7.5	0.	32.0	0.	0.47	144 (Enquiries)
B. Export Promotion Projects and Events		7.9	0.	0.0	0.	0.14	0 (Projects/Events)
C. Other Trade Development Activities		7.5	0.	5.0	0.	0.20	
D. Promotional Projects		21.5	0.	9.0	0.	0.52	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	1.0	0.	0.0	0.	0.02	0 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	3.5	0.	3.0	0.	0.19	15 (Reports)
	OGCs, Provinces, ETC	4.0	0.	3.0	0.	0.11	15 (Contacts)
G. Administration	Program Management	6.5	0.	0.0	0.	0.13	
	Leave, Professional Dev.	4.0	0.	0.0	0.	0.08	
Total TID Program		95.0	0.	100.0	0.	2.90	
H. Other Programs		5.0	0.	0.0	0.	0.10	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

Summary for SUB-REGION: MIDDLE EAST

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TIME	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	23.3	0.	29.9	0.	4.79	1681 (Enquiries)
	from Territory	17.7	0.	29.7	0.	4.26	1653 (Enquiries)
B. Export Promotion Projects and Events		4.1	0.	3.3	0.	0.67	26 (Projects/Events)
C. Other Trade Development Activities		2.2	0.	7.7	0.	0.89	
D. Promotional Projects		9.6	0.	10.8	0.	1.83	35 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	2.4	0.	1.2	0.	0.33	100 (Enquiries)
	from Territory	6.4	0.	4.3	0.	0.97	126 (Enquiries)
F. Service to Government	External Affairs	6.7	0.	2.1	0.	0.79	57 (Reports)
	OGEs, Provinces, ETC	4.1	0.	2.1	0.	0.56	82 (Contacts)
G. Administration	Program Management	12.2	0.	1.3	0.	1.22	
	Leave, Professional Dev.	5.2	0.	7.6	0.	1.15	
Total TID Program		93.9	0.	100.9	0.	17.46	
H. Other Programs		6.0	0.	0.0	0.	0.54	

Trade Officers: 18
Non-Trade Officers: 0

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

**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1966 (Q61)**

Summary for POST: Amman

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	15.0	0.	34.0	0.	0.83	243 (Enquiries)
	from Territory	18.0	0.	38.0	0.	0.78	203 (Enquiries)
B. Export Promotion Projects and Events		5.0	0.	2.5	0.	0.10	5 (Projects/Events)
C. Other Trade Development Activities		0.0	0.	0.0	0.	0.00	
D. Promotional Projects		25.0	0.	13.5	0.	0.52	5 (Fairs/Visits/Conf.)
E. Servicing Investment Development	from Canada	2.0	0.	0.0	0.	0.02	2 (Enquiries)
	from Territory	8.0	0.	5.0	0.	0.18	10 (Enquiries)
F. Service to Government	External Affairs	5.0	0.	5.0	0.	0.15	3 (Reports)
	OGDs, Provinces, ETC	5.0	0.	0.0	0.	0.05	1 (Contacts)
G. Administration	Program Management	10.0	0.	0.0	0.	0.10	
	Leave, Professional Dev.	0.0	0.	10.0	0.	0.20	
Total TID Program		85.0	0.	100.0	0.	2.85	
H. Other Programs		15.0	0.	0.0	0.	0.15	

Trade Officers: 3

Non-Trade Officers: 0

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

**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)**

Summary for POST: Cairo

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	29.7	0.	28.0	0.	1.45	856 (Enquiries)
	from Territory	18.3	0.	31.0	0.	1.17	863 (Enquiries)
B. Export Promotion Projects and Events		2.3	0.	2.5	0.	0.12	11 (Projects/Events)
C. Other Trade Development Activities		4.9	0.	3.0	0.	0.18	
D. Promotional Projects		9.3	0.	8.5	0.	0.45	18 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.7	0.	0.5	0.	0.06	19 (Enquiries)
	from Territory	1.7	0.	3.0	0.	0.11	36 (Enquiries)
F. Service to Government	External Affairs	3.0	0.	1.0	0.	0.11	28 (Reports)
	OGDs, Provinces, ETC	3.3	0.	3.5	0.	0.17	55 (Contacts)
G. Administration	Program Management	11.7	0.	0.0	0.	0.35	
	Leave, Professional Dev.	13.0	0.	19.0	0.	0.77	
Total TID Program		98.0	0.	100.0	0.	4.94	
H. Other Programs		2.0	0.	0.0	0.	0.06	

Trade Officers: 5

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for POST: Resait

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	38.0	0.	38.0	0.	0.68 (Enquiries)
	from Territory	20.0	0.	40.0	0.	0.60 (Enquiries)
B. Export Promotion Projects and Events		5.0	0.	0.0	0.	0.05 5 (Projects/Events)
C. Other Trade Development Activities		0.0	0.	0.0	0.	0.00
D. Promotional Projects		10.0	0.	0.0	0.	0.10 2 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.0	0.	8.0	0.	0.08 22 (Enquiries)
	from Territory	10.0	0.	15.0	0.	0.25 35 (Enquiries)
F. Service to Government	External Affairs	15.0	0.	5.0	0.	0.20 15 (Reports)
	GOs, Provinces, ETC	5.0	0.	2.0	0.	0.07 12 (Contacts)
G. Administration	Program Management	5.0	0.	0.0	0.	0.05
	Leave, Professional Dev.	0.0	0.	0.0	0.	0.00
Total TID Program		100.0	0.	100.0	0.	2.00
H. Other Programs		0.0	0.	0.0	0.	0.00

Trade Officers: 2

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for POST: Riyadh

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (H)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	21.3	0.	30.0	0.	1.24	338 (Enquiries)
	from Territory	18.7	0.	30.0	0.	1.16	267 (Enquiries)
B. Export Promotion Projects and Events		6.7	0.	7.5	0.	0.35	3 (Projects/Events)
C. Other Trade Development Activities		2.7	0.	6.5	0.	0.21	
D. Promotional Projects		7.0	0.	14.0	0.	0.49	12 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	1.7	0.	1.0	0.	0.07	15 (Enquiries)
	from Territory	3.3	0.	1.5	0.	0.13	23 (Enquiries)
F. Service to Government	External Affairs	9.3	0.	1.0	0.	0.30	11 (Reports)
	OSDs, Provinces, ETC	2.3	0.	5.0	0.	0.17	2 (Contacts)
G. Administration	Program Management	13.3	0.	2.5	0.	0.45	
	Leave, Professional Dev.	2.7	0.	1.0	0.	0.10	
<hr/>							
Total TID Program		89.0	0.	100.0	0.	4.67	
H. Other Programs		11.0	0.	0.0	0.	0.33	

Trade Officers: 5
Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for PGST: Tel Aviv

AVERAGE TIME
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	12.0	0.	27.5	0.	0.67	96 (Enquiries)
from Territory	16.0	0.	22.5	0.	0.63	142 (Enquiries)
B. Export Promotion Projects and Events	0.0	0.	2.5	0.	0.05	2 (Projects/Events)
C. Other Trade Development Activities	0.0	0.	25.0	0.	0.50	
D. Promotional Projects	2.0	0.	12.5	0.	0.27	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	10.0	0.	0.0	0.	0.10	42 (Enquiries)
from Territory	25.0	0.	2.5	0.	0.30	22 (Enquiries)
F. Service to Government						
External Affairs	3.0	0.	0.0	0.	0.03	0 (Reports)
OSDs, Provinces, ETC	10.0	0.	0.0	0.	0.10	12 (Contacts)
G. Administration						
Program Management	20.0	0.	3.5	0.	0.27	
Leave, Professional Dev.	0.0	0.	4.0	0.	0.08	
Total TID Program	100.0	0.	100.0	0.	3.08	
H. Other Programs	0.0	0.	0.0	0.	0.00	

Trade Officers: 3

Non-Trade Officers: 0

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

1. ASIA & PACIFIC

2. EAST ASIA

BEIJING
*SHANGHAI
HONG KONG

3. PACIFIC

CANBERRA
MELBOURNE
PERTH
SYDNEY
*TOKYO
WELLINGTON

4. SOUTH & SOUTHEAST ASIA

BANGKOK
DHAKA
ISLAMABAD
JAKARTA
KUALA LUMPUR
MANILA
SINGAPORE

*Business activity information for these two post was not available.

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (961)

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	19.9	21.0	26.8	0.	20.61	8504 (Enquires)
	from Territory	8.2	4.0	20.2	0.	12.05	7379 (Enquires)
B. Export Promotion Projects and Events		8.3	0.0	4.2	0.	5.78	467 (Projects/Events)
C. Other Trade Development Activities		9.2	3.0	9.3	0.	8.26	
D. Promotional Projects		9.9	2.0	12.1	0.	9.71	299 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.8	0.0	2.6	0.	1.89	138 (Enquiries)
	from Territory	3.9	0.0	7.4	0.	4.84	251 (Enquiries)
F. Service to Government	External Affairs	8.1	4.0	4.6	0.	5.92	741 (Reports)
	OGAs, Provinces, ETC	5.6	1.0	3.0	0.	4.00	788 (Contacts)
G. Administration	Program Management	10.3	5.0	3.0	0.	6.40	
	Leave, Professional Dev.	8.0	0.0	5.2	0.	6.00	
Total TID Program		93.2	40.0	98.4	0.	85.46	
H. Other Programs		6.6	60.0	1.6	0.	4.54	

Trade Officers: 89

Non-Trade Officers: 1

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for SUB-REGION: EAST ASIA

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	22.5	0.	20.3	0.	3.96	335 (Enquiries)
from Territory	7.1	0.	30.5	0.	2.21	3339 (Enquiries)
B. Export Promotion Projects and Events	8.1	0.	2.3	0.	1.22	80 (Projects/Events)
C. Other Trade Development Activities	7.9	0.	6.3	0.	1.35	
D. Promotional Projects	14.6	0.	2.3	0.	2.13	62 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.5	0.	11.3	0.	0.52	60 (Enquiries)
from Territory	0.7	0.	8.8	0.	0.45	56 (Enquiries)
F. Service to Government						
External Affairs	5.6	0.	4.3	0.	0.96	341 (Reports)
GGOs, Provinces, ETC	5.7	0.	8.5	0.	1.14	425 (Contacts)
G. Administration						
Program Management	11.7	0.	2.5	0.	1.74	
Leave, Professional Dev.	7.1	0.	2.8	0.	1.11	
Total TID Program	91.5	0.	99.9	0.	16.79	
H. Other Programs	8.5	0.	0.5	0.	1.21	

Trade Officers: 18

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Beijing

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries							
	from Canada	25.3	0.	15.0	0.	2.43	2660 (Enquiries)
	from Territory	6.7	0.	45.0	0.	1.05	1177 (Enquiries)
B. Export Promotion Projects and Events		9.0	0.	0.0	0.	0.81	79 (Projects/Events)
C. Other Trade Development Activities		6.6	0.	15.0	0.	0.74	
D. Promotional Projects		12.4	0.	0.0	0.	1.12	58 (Fairs/Visits/Conf.)
E. Servicing Investment Development from Canada		0.3	0.	0.0	0.	0.03	20 (Enquiries)
	from Territory	0.2	0.	0.0	0.	0.02	15 (Enquiries)
F. Service to Government							
	External Affairs	7.1	0.	10.0	0.	0.74	262 (Reports)
	OGAs, Provinces, ETC	6.8	0.	15.0	0.	0.76	335 (Contacts)
G. Administration							
	Program Management	10.7	0.	0.0	0.	0.96	
	Leave, Professional Dev.	7.8	0.	0.0	0.	0.70	
<hr/>							
Total TID Program		92.9	0.	100.0	0.	9.36	
H. Other Programs		7.1	0.	0.0	0.	0.64	

Trade Officers: 10

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	6.5	0.	0.	0.	9 (Enquiries)
	from Territory	1.0	0.	0.	0.	1 (Enquiries)
B. Export Promotion Projects and Events		1.0	0.	0.	0.	1 (Projects/Events)
C. Other Trade Development Activities		15.0	0.	0.	0.	
D. Promotional Projects		24.0	0.	0.	0.	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.	0.	0 (Enquiries)
	from Territory	0.0	0.	0.	0.	0 (Enquiries)
F. Service to Government	External Affairs	0.0	0.	0.	0.	0 (Reports)
	OGDs, Provinces, ETC	5.0	0.	0.	0.	9 (Contacts)
G. Administration	Program Management	20.0	0.	0.	0.	
	Leave, Professional Dev.	0.8	0.	0.	0.	
Total TID Program		72.5	0.	0.	0.	1.45
H. Other Programs		27.5	0.	0.	0.	0.55

Trade Officers: 2

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	24.7	0.	22.0	0.	1.40	726 (Enquiries)
	from Territory	12.3	0.	25.7	0.	1.14	2161 (Enquiries)
B. Export Promotion Projects and Events		10.0	0.	3.0	0.	0.39	0 (Projects/Events)
C. Other Trade Development Activities		7.0	0.	3.3	0.	0.31	
D. Promotional Projects		14.7	0.	3.0	0.	0.53	0 (Fairs/Visits/Conf.)
E. Servicing Investment Development	from Canada	1.3	0.	15.0	0.	0.49	40 (Enquiries)
	from Territory	2.7	0.	11.7	0.	0.43	41 (Enquiries)
F. Service to Government	External Affairs	5.0	0.	2.3	0.	0.22	79 (Reports)
	OGDs, Provinces, ETC	3.0	0.	6.3	0.	0.28	81 (Contacts)
G. Administration	Program Management	9.3	0.	3.3	0.	0.38	
	Leave, Professional Dev.	10.0	0.	3.7	0.	0.41	
Total TID Program		100.0	0.	99.3	0.	5.98	
H. Other Programs		8.0	0.	0.7	0.	0.02	

Trade Officers: 6
Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for SUB-REGION: 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	12.8	0.	24.1	0.	7.98	2288 (Enquiries)
	from Territory	7.7	0.	17.5	0.	5.47	2589 (Enquiries)
B. Export Promotion Projects and Events		7.9	0.	5.6	0.	2.89	157 (Projects/Events)
C. Other Trade Development Activities		11.4	0.	10.9	0.	4.78	
D. Promotional Projects		5.3	0.	12.2	0.	3.79	56 (Fairs/Miss/Conf.)
E. Servicing Investment Development							
	from Canada	3.4	0.	2.2	0.	1.21	39 (Enquiries)
	from Territory	8.3	0.	10.9	0.	4.14	127 (Enquiries)
F. Service to Government							
	External Affairs	11.6	0.	4.5	0.	3.44	185 (Reports)
	OGIs, Provinces, ETC	6.8	0.	2.4	0.	1.94	176 (Contacts)
G. Administration							
	Program Management	10.7	0.	3.6	0.	3.05	
	Leave, Professional Dev.	6.2	0.	5.0	0.	2.41	
<hr/>							
Total TID Program		92.1	0.	98.9	0.	41.10	
H. Other Programs		8.0	0.	1.0	0.	1.90	

Trade Officers: 43

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (86:1)

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	2.0	0.	35.0	0.	0.41	136 (Enquiries)
	from Territory	0.3	0.	21.0	0.	0.22	151 (Enquiries)
B. Export Promotion Projects and Events		0.3	0.	5.0	0.	0.06	0 (Projects/Events)
C. Other Trade Development Activities		11.0	0.	10.0	0.	0.43	
D. Promotional Projects		0.0	0.	1.0	0.	0.01	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.0	0.	0.00	1 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	46.3	0.	1.0	0.	1.40	66 (Reports)
	IGBs, Provinces, ETC	20.3	0.	0.0	0.	0.61	35 (Contacts)
G. Administration	Program Management	9.7	0.	7.0	0.	0.36	
	Leave, Professional Dev.	3.7	0.	10.0	0.	0.21	
Total TID Program		93.6	0.	90.0	0.	3.71	
H. Other Programs		6.3	0.	10.0	0.	0.29	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for PGST: 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	12.0	0.	22.5	0.	0.57	222 (Enquires)
	from Territory	12.0	0.	28.5	0.	0.69	495 (Enquires)
B. Export Promotion Projects and Events		12.0	0.	8.0	0.	0.28	4 (Projects/Events)
C. Other Trade Development Activities		17.0	0.	12.0	0.	0.41	
D. Promotional Projects		8.0	0.	12.0	0.	0.32	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.0	0.	0.00	1 (Enquiries)
	from Territory	2.0	0.	0.0	0.	0.02	9 (Enquiries)
F. Service to Government	External Affairs	6.0	0.	0.0	0.	0.06	35 (Reports)
	OGs, Provinces, ETC	5.0	0.	1.5	0.	0.08	81 (Contacts)
G. Administration	Program Management	10.0	0.	3.0	0.	0.16	
	Leave, Professional Dev.	4.0	0.	12.5	0.	0.29	
Total TID Program		88.0	0.	100.0	0.	2.88	
H. Other Programs		12.0	0.	0.0	0.	0.12	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Perth

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.	22.0	0.	0.32	106 (Enquiries)
from Territory	5.0	0.	5.0	0.	0.10	97 (Enquiries)
B. Export Promotion Projects and Events	1.0	0.	2.0	0.	0.03	2 (Projects/Events)
C. Other Trade Development Activities	24.0	0.	8.0	0.	0.32	
D. Promotional Projects	1.0	0.	37.0	0.	0.38	11 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	1.0	0.	1.0	0.	0.02	7 (Enquiries)
from Territory	1.0	0.	1.0	0.	0.02	4 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.	2.0	0.	0.07	9 (Reports)
OGAs, Provinces, ETC	2.0	0.	3.0	0.	0.05	9 (Contacts)
G. Administration						
Program Management	10.0	0.	3.0	0.	0.13	
Leave, Professional Dev.	0.0	0.	16.0	0.	0.16	
Total TID Program	60.0	0.	100.0	0.	1.60	
H. Other Programs	40.0	0.	0.0	0.	0.40	

Trade Officers: 2

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (B&I)

Summary for POST: Sydney

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	MORELOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	31.0	0.	37.3	0.	2.36	497 (Enquiries)
	from Territory	16.5	0.	16.0	0.	1.14	389 (Enquiries)
B. Export Promotion Projects and Events		17.3	0.	8.7	0.	0.95	7 (Projects/Events)
C. Other Trade Development Activities		6.0	0.	8.3	0.	0.49	
D. Promotional Projects		2.5	0.	8.7	0.	0.36	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.3	0.	0.0	0.	0.01	4 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	2 (Enquiries)
F. Service to Government	External Affairs	0.8	0.	0.3	0.	0.04	2 (Reports)
	OGOs, Provinces, ETC	0.5	0.	0.0	0.	0.02	2 (Contacts)
G. Administration	Program Management	8.0	0.	9.0	0.	0.59	
	Leave, Professional Dev.	10.0	0.	11.7	0.	0.75	
Total TID Program		92.9	0.	100.0	0.	6.71	
H. Other Programs		7.3	0.	0.0	0.	0.29	

Trade Officers: 7

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	6.9	0.	15.5	0.	2.55	891 (Enquiries)
	from Territory	3.1	0.	13.8	0.	1.96	1081 (Enquiries)
B. Export Promotion Projects and Events		6.1	0.	4.6	0.	1.16	143 (Projects/Events)
C. Other Trade Development Activities		13.8	0.	12.7	0.	2.90	
D. Promotional Projects		8.1	0.	14.3	0.	2.52	37 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	7.0	0.	4.0	0.	1.28	26 (Enquiries)
	from Territory	17.8	0.	19.8	0.	4.08	108 (Enquiries)
F. Service to Government	External Affairs	5.9	0.	6.8	0.	1.40	58 (Reports)
	OGAs, Provinces, ETC	6.7	0.	3.6	0.	1.18	43 (Contacts)
G. Administration	Program Management	11.3	0.	2.3	0.	1.40	
	Leave, Professional Dev.	7.4	0.	1.8	0.	0.95	
Total TID Program		93.3	0.	99.2	0.	21.28	
H. Other Programs		6.7	0.	1.1	0.	0.80	

Trade Officers: 22

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	23.5	0.	43.3	0.	1.77	436 (Enquiries)
	from Territory	23.5	0.	29.7	0.	1.36	376 (Enquiries)
B. Export Promotion Projects and Events		10.5	0.	6.7	0.	0.41	1 (Projects/Events)
C. Other Trade Development Activities		1.5	0.	6.7	0.	0.23	
D. Promotional Projects		5.5	0.	3.0	0.	0.20	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	1.0	0.	0.0	0.	0.02	4 (Enquiries)
F. Service to Government	External Affairs	16.0	0.	5.0	0.	0.47	15 (Reports)
	OGs, Provinces, ETC	2.5	0.	1.0	0.	0.08	6 (Contacts)
G. Administration	Program Management	15.5	0.	3.3	0.	0.41	
	Leave, Professional Dev.	0.5	0.	1.3	0.	0.05	
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Total TID Program		100.0	0.	100.0	0.	5.00	
H. Other Programs		0.0	0.	0.0	0.	0.00	

Trade Officers: 5

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for SUB-REGION: SOUTH AND SOUTHEAST ASIA

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	21.0	33.4	0.	8.67	2821 (Enquires)
	from Territory	10.1	4.0	21.7	0.	4.37	1451 (Enquires)
B. Export Promotion Projects and Events		9.1	0.0	2.3	0.	1.67	230 (Projects/Events)
C. Other Trade Development Activities		7.5	3.0	7.5	0.	2.13	
D. Promotional Projects		12.1	2.0	15.1	0.	3.79	181 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.6	0.0	0.5	0.	0.16	39 (Enquiries)
	from Territory	0.7	0.0	1.2	0.	0.25	68 (Enquiries)
F. Service to Government	External Affairs	5.6	4.0	4.9	0.	1.52	215 (Reports)
	OGDs, Provinces, ETC	4.0	1.0	2.4	0.	0.92	187 (Contacts)
G. Administration	Program Management	8.5	5.0	2.2	0.	1.61	
	Leave, Professional Dev.	11.3	0.0	6.1	0.	2.48	
Total TID Program		97.0	40.0	97.3	0.	27.57	
H. Other Programs		3.1	60.0	2.8	0.	1.43	

Trade Officers: 28

Non-Trade Officers: 1

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	35.0	0.	48.3	0.	2.15	564 (Enquiries)
	from Territory	12.0	0.	21.3	0.	0.88	301 (Enquiries)
B. Export Promotion Projects and Events		13.5	0.	1.0	0.	0.30	10 (Projects/Events)
C. Other Trade Development Activities		1.5	0.	4.3	0.	0.16	
D. Promotional Projects		10.0	0.	11.7	0.	0.55	15 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.5	0.	0.0	0.	0.01	7 (Enquiries)
	from Territory	0.0	0.	0.3	0.	0.01	4 (Enquiries)
F. Service to Government	External Affairs	3.5	0.	8.0	0.	0.31	99 (Reports)
	OGDs, Provinces, ETC	3.0	0.	3.0	0.	0.15	92 (Contacts)
G. Administration	Program Management	14.0	0.	0.3	0.	0.29	
	Leave, Professional Dev.	4.5	0.	0.0	0.	0.09	
Total TID Program		97.5	0.	98.2	0.	4.90	
H. Other Programs		2.5	0.	1.7	0.	0.10	

Trade Officers: 5

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (86:1)

Summary for POST: Ikhala

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.	21.0	48.0	0.	0.61	131 (Enquiries)
	from Territory	0.	4.0	28.0	0.	0.32	114 (Enquiries)
B. Export Promotion Projects and Events		0.	0.0	0.0	0.	0.00	0 (Projects/Events)
C. Other Trade Development Activities		0.	3.0	16.0	0.	0.19	
D. Promotional Projects		0.	2.0	0.0	0.	0.02	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.	0.0	0.0	0.	0.00	0 (Enquiries)
	from Territory	0.	0.0	0.0	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	0.	4.0	4.0	0.	0.08	3 (Reports)
	OGOs, Provinces, ETC	0.	1.0	1.0	0.	0.02	1 (Contacts)
G. Administration	Program Management	0.	5.0	10.0	0.	0.15	
	Leave, Professional Dev.	0.	0.0	0.0	0.	0.00	
<hr/>							
Total TID Program		0.	40.0	99.0	0.	1.39	
H. Other Programs		0.	60.0	1.0	0.	0.61	

Trade Officers: 1

Non-Trade Officers: 1

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	13.0	0.	34.0	0.	0.81	275 (Enquiries)
	from Territory	7.0	0.	22.0	0.	0.51	125 (Enquiries)
B. Export Promotion Projects and Events		7.0	0.	4.0	0.	0.15	5 (Projects/Events)
C. Other Trade Development Activities		18.0	0.	13.0	0.	0.44	
D. Promotional Projects		15.0	0.	11.0	0.	0.37	5 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	5.0	0.	5.5	0.	0.16	5 (Reports)
	OGOs, Provinces, ETC	5.0	0.	3.0	0.	0.11	9 (Contacts)
G. Administration	Program Management	18.0	0.	5.0	0.	0.28	
	Leave, Professional Dev.	12.0	0.	2.5	0.	0.17	
Total TID Program		100.0	0.	100.0	0.	3.00	
H. Other Programs		0.0	0.	0.0	0.	0.00	

Trade Officers: 3
Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

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	27.5	0.	21.7	0.	1.75	493 (Enquiries)
	from Territory	8.8	0.	18.3	0.	0.90	267 (Enquiries)
B. Export Promotion Projects and Events		4.3	0.	0.0	0.	0.17	28 (Projects/Events)
C. Other Trade Development Activities		0.0	0.	4.7	0.	0.14	
D. Promotional Projects		20.0	0.	25.0	0.	1.55	12 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.0	0.	1.7	0.	0.05	5 (Enquiries)
	from Territory	0.5	0.	3.3	0.	0.12	9 (Enquiries)
F. Service to Government	External Affairs	5.0	0.	3.3	0.	0.30	31 (Reports)
	OGAs, Provinces, ETC	2.0	0.	3.3	0.	0.18	12 (Contacts)
G. Administration	Program Management	5.3	0.	0.0	0.	0.21	
	Leave, Professional Dev.	17.5	0.	8.3	0.	0.95	
Total TID Program		90.9	0.	89.6	0.	6.32	
H. Other Programs		9.3	0.	10.3	0.	0.68	

Trade Officers: 7

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q&1)

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	22.3	0.	26.0	0.	0.93	726 (Enquiries)
	from Territory	4.3	0.	18.0	0.	0.31	183 (Enquiries)
B. Export Promotion Projects and Events		10.0	0.	7.0	0.	0.37	142 (Projects/Events)
C. Other Trade Development Activities		6.7	0.	4.0	0.	0.24	
D. Promotional Projects		10.3	0.	17.0	0.	0.48	128 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		1.3	0.	0.0	0.	0.04	10 (Enquiries)
	from Territory	0.7	0.	0.0	0.	0.02	16 (Enquiries)
F. Service to Government	External Affairs	9.0	0.	8.0	0.	0.35	58 (Reports)
	OGOs, Provinces, ETC	3.0	0.	2.0	0.	0.11	64 (Contacts)
G. Administration	Program Management	6.3	0.	7.0	0.	0.26	
	Leave, Professional Dev.	25.7	0.	11.0	0.	0.88	
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Total TID Program		99.6	0.	100.0	0.	3.99	
H. Other Programs		0.3	0.	0.0	0.	0.01	

Trade Officers: 4
Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	39.3	0.	53.0	0.	1.71	336 (Enquires)
	from Territory	16.7	0.	8.0	0.	0.58	150 (Enquires)
B. Export Promotion Projects and Events		11.0	0.	0.0	0.	0.33	3 (Projects/Events)
C. Other Trade Development Activities		14.0	0.	9.0	0.	0.51	
D. Promotional Projects		0.0	0.	0.0	0.	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.0	0.	0.0	0.	0.03	11 (Enquiries)
	from Territory	1.3	0.	0.0	0.	0.04	17 (Enquiries)
F. Service to Government	External Affairs	6.7	0.	0.0	0.	0.20	5 (Reports)
	OGIs, Provinces, ETC	2.7	0.	0.0	0.	0.08	4 (Contacts)
G. Administration	Program Management	7.3	0.	0.0	0.	0.22	
	Leave, Professional Dev.	0.0	0.	30.0	0.	0.30	
Total TID Program		100.0	0.	100.0	0.	4.00	
H. Other Programs		0.0	0.	0.0	0.	0.00	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	17.8	0.	18.5	0.	0.71	296 (Enquires)
from Territory	11.0	0.	32.5	0.	0.87	311 (Enquires)
B. Export Promotion Projects and Events	11.5	0.	6.0	0.	0.35	42 (Projects/Events)
C. Other Trade Development Activities	15.0	0.	7.5	0.	0.45	
D. Promotional Projects	17.5	0.	23.5	0.	0.82	19 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.5	0.	1.0	0.	0.03	6 (Enquiries)
from Territory	1.0	0.	2.0	0.	0.06	22 (Enquiries)
F. Service to Government						
External Affairs	2.5	0.	3.5	0.	0.12	14 (Reports)
OSDs, Provinces, ETC	12.0	0.	1.5	0.	0.27	5 (Contacts)
G. Administration						
Program Management	10.0	0.	8.0	0.	0.20	
Leave, Professional Dev.	0.5	0.	4.0	0.	0.09	
Total TID Program	98.5	0.	100.0	0.	3.97	
H. Other Programs	1.5	0.	0.0	0.	0.03	

Trade Officers: 4

Non-Trade Officers: 0

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

1. EUROPE

UNITED STATES DEPARTMENT OF STATE
 ACTIVITY REPORT
 FOR THE QUARTER OF 1964

2. USSR & EAST EUROPE

- BELGRADE
- *BUCHAREST
- BUDAPEST
- *PRAGUE
- WARSAW

3. EUROPE WEST I

- BONN
- DUSSELDORF
- *HAMBURG
- MUNICH
- LONDON
- PARIS
- MILAN
- ROME

4. EUROPE WEST II

- ANKARA
- *ATHENS
- BERNE
- BRUSSELS
- COPENHAGEN
- HELSINKI
- LISBON
- MADRID
- OSLO
- *STOCKHOLM
- THE HAGUE
- VIENNA

*Business activity information for these five posts was not available.

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

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	13.2	0.	26.7	0.	23.00	7558 (Enquiries)
from Territory	6.1	0.	18.3	0.	14.11	6449 (Enquiries)
B. Export Promotion Projects and Events	8.2	0.	7.8	0.	9.13	882 (Projects/Events)
C. Other Trade Development Activities	11.0	0.	11.7	0.	12.97	
D. Promotional Projects	12.2	0.	11.0	0.	13.23	573 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	3.8	0.	1.6	0.	3.02	424 (Enquiries)
from Territory	6.0	0.	3.3	0.	5.25	1133 (Enquiries)
F. Service to Government						
External Affairs	8.3	0.	3.6	0.	6.70	694 (Reports)
OGDs, Provinces, ETC	5.5	0.	4.7	0.	5.80	731 (Contacts)
G. Administration						
Program Management	10.9	0.	3.3	0.	7.99	
Leave, Professional Dev.	7.8	0.	5.3	0.	7.42	
Total TID Program	93.0	0.	97.3	0.	108.62	
H. Other Programs	7.1	0.	2.5	0.	5.38	

Trade Officers: 114

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	17.5	0.	39.3	0.	4.19	1778 (Enquiries)
from Territory	2.8	0.	13.8	0.	1.27	955 (Enquiries)
B. Export Promotion Projects and Events	9.2	0.	14.3	0.	1.69	145 (Projects/Events)
C. Other Trade Development Activities	13.0	0.	5.4	0.	1.21	
D. Promotional Projects	13.7	0.	8.1	0.	1.47	18 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.	0.0	0.	0.00	3 (Enquiries)
from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	10.7	0.	4.5	0.	1.00	72 (Reports)
OGDs, Provinces, ETC	2.8	0.	5.8	0.	0.63	50 (Contacts)
G. Administration						
Program Management	9.3	0.	2.4	0.	0.75	
Leave, Professional Dev.	12.0	0.	3.0	0.	0.96	
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Total TID Program	91.0	0.	96.6	0.	13.17	
H. Other Programs	9.0	0.	3.6	0.	0.83	

Trade Officers: 14

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	27.5	0.	42.5	0.	1.40	257 (Enquiries)
	from Territory	3.5	0.	5.0	0.	0.17	30 (Enquiries)
B. Export Promotion Projects and Events		18.5	0.	38.0	0.	0.97	77 (Projects/Events)
C. Other Trade Development Activities		20.5	0.	8.5	0.	0.58	
D. Promotional Projects		6.0	0.	5.0	0.	0.22	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	2.0	0.	0.0	0.	0.04	2 (Reports)
	OGDs, Provinces, ETC	4.0	0.	9.8	0.	0.26	6 (Contacts)
G. Administration	Program Management	3.8	0.	0.0	0.	0.06	
	Leave, Professional Dev.	11.5	0.	0.0	0.	0.23	
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Total TID Program		96.5	0.	100.0	0.	3.93	
H. Other Programs		3.5	0.	0.0	0.	0.07	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Bucharest

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.	25.0	0.	0.58	76 (Enquiries)
	from Territory	3.0	0.	1.5	0.	0.06	12 (Enquiries)
B. Export Promotion Projects and Events		8.0	0.	12.5	0.	0.33	7 (Projects/Events)
C. Other Trade Development Activities		5.0	0.	10.5	0.	0.26	
D. Promotional Projects		18.0	0.	12.5	0.	0.43	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government		20.0	0.	15.0	0.	0.50	31 (Reports)
	External Affairs OGs, Provinces, ETC	5.0	0.	6.5	0.	0.18	11 (Contacts)
G. Administration		13.0	0.	2.5	0.	0.18	
	Program Management Leave, Professional Dev.	0.0	0.	0.0	0.	0.00	
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Total TID Program		80.0	0.	86.0	0.	2.52	
H. Other Programs		20.0	0.	14.0	0.	0.48	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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.	57.0	0.	0.67	301 (Enquires)
from Territory	0.0	0.	12.0	0.	0.12	68 (Enquires)
B. Export Promotion Projects and Events	10.0	0.	5.0	0.	0.15	27 (Projects/Events)
C. Other Trade Development Activities	22.0	0.	2.0	0.	0.24	
D. Promotional Projects	32.0	0.	2.0	0.	0.34	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Territory	0.0	0.	0.0	0.	0.00	0 (Enquires)
	0.0	0.	0.0	0.	0.00	0 (Enquires)
F. Service to Government						
External Affairs	10.0	0.	2.0	0.	0.12	12 (Reports)
OGIs, Provinces, ETC	0.0	0.	5.0	0.	0.05	25 (Contacts)
G. Administration						
Program Management	12.0	0.	1.0	0.	0.13	
Leave, Professional Dev.	4.0	0.	13.0	0.	0.17	
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Total TID Program	100.0	0.	99.0	0.	1.99	
H. Other Programs	0.0	0.	1.0	0.	0.01	

Trade Officers: 2

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Prague

Activity	MERGEE 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.	41.0	0.	0.94	1034 (Enquiries)
	from Territory	2.0	0.	32.5	0.	0.67	756 (Enquiries)
B. Export Promotion Projects and Events		0.0	0.	2.0	0.	0.04	30 (Projects/Events)
C. Other Trade Development Activities		5.0	0.	1.5	0.	0.08	
D. Promotional Projects		20.0	0.	9.0	0.	0.38	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.0	0.	0.0	0.	0.00	3 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	25.0	0.	2.0	0.	0.29	14 (Reports)
	OGOs, Provinces, ETC	4.0	0.	0.0	0.	0.04	6 (Contacts)
G. Administration	Program Management	15.0	0.	6.5	0.	0.28	
	Leave, Professional Dev.	15.0	0.	5.5	0.	0.26	
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Total TID Program		98.0	0.	100.0	0.	2.98	
H. Other Programs		2.0	0.	0.0	0.	0.02	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	20.0	0.	40.0	0.	0.60	110 (Enquiries)
from Territory	5.0	0.	20.0	0.	0.25	89 (Enquiries)
B. Export Promotion Projects and Events	0.0	0.	20.0	0.	0.20	4 (Projects/Events)
C. Other Trade Development Activities	5.0	0.	0.0	0.	0.05	
D. Promotional Projects	0.0	0.	10.0	0.	0.10	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.	0.0	0.	0.05	13 (Reports)
OGDs, Provinces, ETC	0.0	0.	10.0	0.	0.10	2 (Contacts)
G. Administration						
Program Management	10.0	0.	0.0	0.	0.10	
Leave, Professional Dev.	30.0	0.	0.0	0.	0.30	
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Total TID Program	75.0	0.	100.0	0.	1.75	
H. Other Programs	25.0	0.	0.0	0.	0.25	

Trade Officers: 2

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for SUB-REGION: EUROPE WEST I

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	10.7	0.	20.0	0.	7.89	2457 (Enquiries)
	from Territory	5.9	0.	17.0	0.	5.82	2494 (Enquiries)
B. Export Promotion Projects and Events		8.2	0.	9.4	0.	4.57	388 (Projects/Events)
C. Other Trade Development Activities		9.7	0.	14.0	0.	6.12	
D. Promotional Projects		13.8	0.	13.2	0.	7.08	418 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	5.0	0.	1.8	0.	1.81	260 (Enquiries)
	from Territory	8.6	0.	5.2	0.	3.62	806 (Enquiries)
F. Service to Government	External Affairs	6.7	0.	4.0	0.	2.82	340 (Reports)
	GGDs, Provinces, ETC	6.1	0.	4.2	0.	2.70	350 (Contacts)
G. Administration	Program Management	12.8	0.	4.7	0.	4.64	
	Leave, Professional Dev.	5.1	0.	4.0	0.	2.39	
Total TID Program		92.5	0.	97.5	0.	49.39	
H. Other Programs		7.5	0.	2.4	0.	2.61	

Trade Officers: 52

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: None

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	11.0	0.	19.0	0.	0.71	200 (Enquiries)
from Territory	4.0	0.	10.0	0.	0.32	141 (Enquiries)
B. Export Promotion Projects and Events	5.0	0.	4.0	0.	0.23	5 (Projects/Events)
C. Other Trade Development Activities	3.3	0.	2.0	0.	0.14	
D. Promotional Projects	12.0	0.	12.5	0.	0.61	27 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	10.0	0.	0.5	0.	0.31	20 (Enquiries)
from Territory	11.7	0.	6.5	0.	0.48	30 (Enquiries)
F. Service to Government						
External Affairs	11.0	0.	13.0	0.	0.59	36 (Reports)
NGOs, Provinces, ETC	17.0	0.	18.0	0.	0.87	22 (Contacts)
G. Administration						
Program Management	5.0	0.	1.0	0.	0.17	
Leave, Professional Dev.	2.3	0.	5.0	0.	0.17	
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Total TID Program	92.3	0.	91.5	0.	4.60	
H. Other Programs	7.7	0.	8.5	0.	0.48	

Trade Officers: 5

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

Summary for POST: Düsseldorf

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.	30.0	0.	0.90	215 (Enquiries)
	from Territory	7.3	0.	19.5	0.	0.61	137 (Enquiries)
B. Export Promotion Projects and Events		6.0	0.	4.5	0.	0.27	10 (Projects/Events)
C. Other Trade Development Activities		1.7	0.	7.5	0.	0.20	
D. Promotional Projects		0.0	0.	22.0	0.	0.44	12 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		5.3	0.	0.5	0.	0.17	15 (Enquiries)
	from Territory	13.0	0.	5.0	0.	0.49	56 (Enquiries)
F. Service to Government	External Affairs	7.7	0.	1.0	0.	0.25	22 (Reports)
	OGSs, Provinces, ETC	12.0	0.	8.0	0.	0.52	45 (Contacts)
G. Administration	Program Management	19.0	0.	0.0	0.	0.57	
	Leave, Professional Dev.	0.3	0.	2.0	0.	0.05	
Total TID Program		82.3	0.	100.0	0.	4.47	
H. Other Programs		17.7	0.	0.0	0.	0.53	

Trade Officers: 5

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Hamburg

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	8.5	0.	18.0	0.	0.53	152 (Enquiries)
	from Territory	5.0	0.	21.0	0.	0.52	229 (Enquiries)
B. Export Promotion Projects and Events		9.5	0.	14.5	0.	0.48	14 (Projects/Events)
C. Other Trade Development Activities		20.0	0.	11.0	0.	0.62	
D. Promotional Projects		10.5	0.	9.0	0.	0.39	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	4.5	0.	1.0	0.	0.11	40 (Enquiries)
	from Territory	5.0	0.	4.0	0.	0.18	113 (Enquiries)
F. Service to Government	External Affairs	2.5	0.	2.0	0.	0.09	10 (Reports)
	OGs, Provinces, ETC	7.5	0.	3.5	0.	0.22	18 (Contacts)
G. Administration	Program Management	11.5	0.	1.0	0.	0.25	
	Leave, Professional Dev.	6.5	0.	14.0	0.	0.41	
Total TID Program		91.0	0.	99.0	0.	3.80	
H. Other Programs		9.0	0.	1.0	0.	0.20	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

Summary for POST: March

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.	17.5	0.	0.51	194 (Enquiries)
	from Territory	9.5	0.	22.5	0.	0.64	355 (Enquiries)
B. Export Promotion Projects and Events		3.5	0.	0.0	0.	0.07	4 (Projects/Events)
C. Other Trade Development Activities		7.0	0.	3.5	0.	0.21	
D. Promotional Projects		21.5	0.	17.0	0.	0.77	10 (Fairs/Visits/Conf.)
E. Servicing Investment Development from Canada		6.0	0.	2.0	0.	0.16	16 (Enquiries)
	from Territory	9.0	0.	16.0	0.	0.50	111 (Enquiries)
F. Service to Government	External Affairs	2.0	0.	4.5	0.	0.13	10 (Reports)
	OGDs, Provinces, ETC	6.5	0.	3.5	0.	0.20	39 (Contacts)
G. Administration	Program Management	10.0	0.	4.0	0.	0.28	
	Leave, Professional Dev.	13.0	0.	9.5	0.	0.45	
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Total TID Program		96.0	0.	100.0	0.	3.92	
H. Other Programs		4.0	0.	0.0	0.	0.08	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

Summary for POST: London

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	COMMON-BASED		LOCALLY-ENGAGED				
	TIME	NON-TIME	TIME	NON-TIME			
A. Servicing Export Enquiries							
	from Canada	11.0	0.	18.3	0.	1.76	404 (Enquiries)
	from Territory	7.7	0.	15.7	0.	1.40	570 (Enquiries)
B. Export Promotion Projects and Events		7.0	0.	3.3	0.	0.62	160 (Projects/Events)
C. Other Trade Development Activities		15.5	0.	30.8	0.	2.78	
D. Promotional Projects		15.2	0.	18.7	0.	2.03	305 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		5.2	0.	2.0	0.	0.43	81 (Enquiries)
	from Territory	10.5	0.	2.2	0.	0.76	308 (Enquiries)
F. Service to Government	External Affairs	6.8	0.	4.3	0.	0.67	168 (Reports)
	OGAs, Provinces, ETC	4.5	0.	4.0	0.	0.51	167 (Contacts)
G. Administration	Program Management	10.8	0.	0.7	0.	0.69	
	Leave, Professional Dev.	0.0	0.	0.0	0.	0.00	
<hr/>							
Total TID Program		94.2	0.	100.8	0.	11.65	
H. Other Programs		5.8	0.	0.0	0.	0.35	

Trade Officers: 12

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for POST: Paris

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	MESSAGELOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	12.5	0.	18.5	0.	1.86	704 (Enquiries)
from Territory	4.8	0.	14.5	0.	1.16	545 (Enquiries)
B. Export Promotion Projects and Events	8.8	0.	11.8	0.	1.24	146 (Projects/Events)
C. Other Trade Development Activities	11.2	0.	11.0	0.	1.33	
D. Promotional Projects	20.2	0.	9.3	0.	1.77	38 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	3.2	0.	0.5	0.	0.22	44 (Enquiries)
from Territory	3.8	0.	5.5	0.	0.56	135 (Enquiries)
F. Service to Government						
External Affairs	2.8	0.	1.5	0.	0.26	49 (Reports)
NGOs, Provinces, ETC	1.2	0.	0.8	0.	0.12	22 (Contacts)
G. Administration						
Program Management	17.7	0.	14.8	0.	1.95	
Leave, Professional Dev.	7.7	0.	5.0	0.	0.76	
Total TID Program	93.9	0.	93.2	0.	11.23	
H. Other Programs	6.2	0.	6.7	0.	0.77	

Trade Officers: 12

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (961)

Summary for POST: Milan

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries							
	from Canada	10.0	0.	14.7	0.	0.64	307 (Enquiries)
	from Territory	3.5	0.	12.7	0.	0.45	353 (Enquiries)
B. Export Promotion Projects and Events		15.0	0.	23.7	0.	1.01	39 (Projects/Events)
C. Other Trade Development Activities		8.5	0.	16.3	0.	0.66	
D. Promotional Projects		10.0	0.	13.3	0.	0.60	8 (Fairs/Miss/Conf.)
E. Servicing Investment Development							
	from Canada	5.0	0.	6.0	0.	0.28	37 (Enquiries)
	from Territory	11.0	0.	5.7	0.	0.39	36 (Enquiries)
F. Service to Government							
	External Affairs	9.0	0.	1.7	0.	0.23	12 (Reports)
	OGs, Provinces, ETC	0.0	0.	1.7	0.	0.05	1 (Contacts)
G. Administration							
	Program Management	20.0	0.	2.7	0.	0.40	
	Leave, Professional Dev.	6.5	0.	1.7	0.	0.18	
Total TID Program		98.5	0.	100.2	0.	4.97	
H. Other Programs		1.5	0.	0.0	0.	0.03	

Trade Officers: 5
Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for POST: None

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.	32.5	0.	0.98	201 (Enquires)
	from Territory	4.0	0.	30.0	0.	0.72	164 (Enquires)
B. Export Promotion Projects and Events		12.3	0.	14.0	0.	0.65	10 (Projects/Events)
C. Other Trade Development Activities		5.0	0.	1.5	0.	0.18	
D. Promotional Projects		13.3	0.	0.0	0.	0.40	11 (Fairs/Visits/Conf.)
E. Servicing Investment Development							
	from Canada	3.0	0.	2.0	0.	0.13	7 (Enquiries)
	from Territory	7.0	0.	2.5	0.	0.26	17 (Enquiries)
F. Service to Government							
	External Affairs	13.3	0.	10.0	0.	0.60	33 (Reports)
	OGAs, Provinces, ETC	5.3	0.	2.5	0.	0.21	36 (Contacts)
G. Administration							
	Program Management	6.7	0.	2.5	0.	0.25	
	Leave, Professional Dev.	10.7	0.	2.5	0.	0.37	
Total TID Program		91.6	0.	100.0	0.	4.75	
H. Other Programs		0.3	0.	0.0	0.	0.25	

Trade Officers: 5
Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (961)

Summary for SUB-REGION: EUROPE WEST II

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	15.8	0.	29.3	0.	10.92	3323 (Enquiries)
	from Territory	7.2	0.	20.9	0.	7.02	3000 (Enquiries)
B. Export Promotion Projects and Events		7.9	0.	4.3	0.	2.87	269 (Projects/Events)
C. Other Trade Development Activities		12.1	0.	11.5	0.	5.64	
D. Promotional Projects		9.9	0.	9.9	0.	4.75	137 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.3	0.	1.9	0.	1.21	161 (Enquiries)
	from Territory	4.5	0.	2.5	0.	1.63	327 (Enquiries)
F. Service to Government	External Affairs	9.5	0.	3.0	0.	2.88	282 (Reports)
	OGAs, Provinces, ETC	5.4	0.	5.0	0.	2.47	331 (Contacts)
G. Administration	Program Management	9.1	0.	2.3	0.	2.60	
	Leave, Professional Dev.	10.0	0.	7.2	0.	4.07	
Total TID Program		93.9	0.	97.8	0.	46.06	
H. Other Programs		6.0	0.	2.3	0.	1.94	

Trade Officers: 48

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Ankara

Activity	MERGEE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	COMMA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries							
	from Canada	25.0	0.	37.5	0.	1.00	307 (Enquiries)
	from Territory	5.0	0.	17.5	0.	0.40	89 (Enquiries)
B. Export Promotion Projects and Events		0.0	0.	4.0	0.	0.08	8 (Projects/Events)
C. Other Trade Development Activities		20.0	0.	14.0	0.	0.48	
D. Promotional Projects		5.0	0.	13.5	0.	0.32	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.0	0.	1.5	0.	0.03	1 (Enquiries)
	from Territory	0.0	0.	2.0	0.	0.04	2 (Enquiries)
F. Service to Government	External Affairs	10.0	0.	0.0	0.	0.10	2 (Reports)
	OGs, Provinces, ETC	5.0	0.	5.0	0.	0.15	2 (Contacts)
G. Administration	Program Management	18.0	0.	0.0	0.	0.18	
	Leave, Professional Dev.	15.0	0.	5.0	0.	0.25	
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Total TID Program		95.0	0.	100.0	0.	2.95	
H. Other Programs		5.0	0.	0.0	0.	0.05	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Athens

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	14.0	0.	29.0	0.	0.96	32 (Enquires)
from Territory	6.0	0.	18.0	0.	0.48	60 (Enquires)
B. Export Promotion Projects and Events	16.5	0.	1.5	0.	0.36	9 (Projects/Events)
C. Other Trade Development Activities	33.5	0.	7.5	0.	0.82	
D. Promotional Projects	3.5	0.	1.5	0.	0.10	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.0	0.	1.5	0.	0.03	1 (Enquiries)
from Territory	0.0	0.	0.5	0.	0.01	0 (Enquiries)
F. Service to Government						
External Affairs	3.5	0.	6.0	0.	0.19	0 (Reports)
OGDs, Provinces, ETC	0.0	0.	3.0	0.	0.06	1 (Contacts)
G. Administration						
Program Management	8.5	0.	12.0	0.	0.41	
Leave, Professional Dev.	8.5	0.	18.5	0.	0.54	
Total TID Program	94.0	0.	99.0	0.	3.96	
H. Other Programs	6.0	0.	1.0	0.	0.14	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Denae

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.	43.0	0.	1.16	243 (Enquiries)
from Territory	13.0	0.	23.0	0.	0.72	215 (Enquiries)
B. Export Promotion Projects and Events	2.0	0.	1.5	0.	0.07	6 (Projects/Events)
C. Other Trade Development Activities	5.0	0.	2.5	0.	0.15	
D. Promotional Projects	21.5	0.	15.5	0.	0.74	17 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	1.0	0.	0.0	0.	0.02	9 (Enquiries)
from Territory	1.5	0.	0.0	0.	0.03	17 (Enquiries)
F. Service to Government						
External Affairs	14.5	0.	3.0	0.	0.35	37 (Reports)
GGRs, Provinces, ETC	6.0	0.	1.5	0.	0.15	23 (Contacts)
G. Administration						
Program Management	2.5	0.	0.0	0.	0.05	
Leave, Professional Dev.	16.5	0.	10.0	0.	0.53	
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Total TID Program	98.5	0.	100.0	0.	3.97	
H. Other Programs	1.5	0.	0.0	0.	0.03	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	19.8	0.	25.0	0.	1.54	388 (Enquiries)
from Territory	9.5	0.	24.3	0.	1.11	258 (Enquiries)
B. Export Promotion Projects and Events	7.3	0.	3.3	0.	0.39	3 (Projects/Events)
C. Other Trade Development Activities	5.5	0.	10.0	0.	0.52	
D. Promotional Projects	8.5	0.	9.3	0.	0.62	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	2.5	0.	0.7	0.	0.12	6 (Enquiries)
from Territory	4.0	0.	1.0	0.	0.19	26 (Enquiries)
F. Service to Government						
External Affairs	5.3	0.	5.0	0.	0.36	18 (Reports)
GGBs, Provinces, ETC	4.3	0.	5.0	0.	0.32	47 (Contacts)
G. Administration						
Program Management	8.5	0.	1.7	0.	0.39	
Leave, Professional Dev.	10.3	0.	9.7	0.	0.70	
Total TID Program	85.5	0.	95.0	0.	6.26	
H. Other Programs	14.8	0.	5.0	0.	0.74	

Trade Officers: 7

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	15.0	0.	25.0	0.	0.65	256 (Enquiries)
	from Territory	5.0	0.	21.0	0.	0.47	210 (Enquiries)
B. Export Promotion Projects and Events		15.0	0.	2.5	0.	0.20	2 (Projects/Events)
C. Other Trade Development Activities		10.0	0.	0.0	0.	0.10	
D. Promotional Projects		0.0	0.	26.5	0.	0.53	12 (Fairs/Miss/Conf.)
E. Servicing Investment Development							
	from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	15.0	0.	7.5	0.	0.30	68 (Enquiries)
F. Service to Government							
	External Affairs	15.0	0.	2.5	0.	0.20	10 (Reports)
	OGEs, Provinces, ETC	5.0	0.	7.5	0.	0.20	1 (Contacts)
G. Administration							
	Program Management	10.0	0.	2.5	0.	0.15	
	Leave, Professional Dev.	0.0	0.	5.0	0.	0.10	
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Total TID Program		90.0	0.	100.0	0.	2.90	
H. Other Programs		10.0	0.	0.0	0.	0.10	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	15.0	0.	23.0	0.	0.61	156 (Enquiries)
	from Territory	4.0	0.	8.5	0.	0.21	203 (Enquiries)
B. Export Promotion Projects and Events		5.0	0.	6.5	0.	0.18	84 (Projects/Events)
C. Other Trade Development Activities		10.0	0.	11.5	0.	0.33	
D. Promotional Projects		24.0	0.	14.0	0.	0.52	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development							
	from Canada	3.0	0.	4.5	0.	0.12	34 (Enquiries)
	from Territory	10.0	0.	6.0	0.	0.22	81 (Enquiries)
F. Service to Government							
	External Affairs	11.0	0.	4.5	0.	0.20	26 (Reports)
	OGOs, Provinces, ETC	4.0	0.	3.5	0.	0.11	23 (Contacts)
G. Administration							
	Program Management	12.0	0.	1.5	0.	0.15	
	Leave, Professional Dev.	0.0	0.	13.5	0.	0.27	
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Total TID Program		98.0	0.	97.0	0.	2.92	
H. Other Programs		2.0	0.	3.0	0.	0.08	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

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	13.0	0.	35.0	0.	0.40	98 (Enquiries)
	from Territory	10.0	0.	14.0	0.	0.24	59 (Enquiries)
B. Export Promotion Projects and Events		15.0	0.	16.0	0.	0.25	10 (Projects/Events)
C. Other Trade Development Activities		10.0	0.	14.0	0.	0.24	
D. Promotional Projects		15.0	0.	19.0	0.	0.34	12 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	2.0	0.	0.0	0.	0.02	3 (Enquiries)
F. Service to Government	External Affairs	20.0	0.	4.0	0.	0.24	35 (Reports)
	OGs, Provinces, ETC	5.0	0.	4.0	0.	0.09	9 (Contacts)
G. Administration	Program Management	2.0	0.	0.0	0.	0.02	
	Leave, Professional Dev.	6.0	0.	0.0	0.	0.06	
Total TID Program		98.0	0.	100.0	0.	1.98	
H. Other Programs		2.0	0.	0.0	0.	0.02	

Trade Officers: 2

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

Summary for POST: Madrid

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	MORELOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	20.0	0.	30.8	0.	1.63	333 (Enquiries)
from Territory	10.0	0.	36.8	0.	1.67	577 (Enquiries)
B. Export Promotion Projects and Events	10.0	0.	7.3	0.	0.49	46 (Projects/Events)
C. Other Trade Development Activities	12.5	0.	9.9	0.	0.61	
D. Promotional Projects	5.5	0.	8.5	0.	0.45	6 (Fairs/Visits/Conf.)
E. Servicing Investment Development from Canada						
from Canada	1.0	0.	0.5	0.	0.04	5 (Enquiries)
from Territory	3.5	0.	1.3	0.	0.12	18 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.	0.8	0.	0.13	9 (Reports)
OGIs, Provinces, ETC	5.0	0.	1.8	0.	0.17	6 (Contacts)
G. Administration						
Program Management	13.5	0.	1.0	0.	0.31	
Leave, Professional Dev.	5.0	0.	0.8	0.	0.13	
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Total TID Program	91.0	0.	98.6	0.	5.75	
H. Other Programs	9.0	0.	1.8	0.	0.25	

Trade Officers: 6

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

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	9.0	0.	18.5	0.	0.55	306 (Enquiries)
	from Territory	4.5	0.	15.5	0.	0.40	240 (Enquiries)
B. Export Promotion Projects and Events		13.0	0.	7.5	0.	0.41	71 (Projects/Events)
C. Other Trade Development Activities		5.0	0.	40.0	0.	0.90	
D. Promotional Projects		15.5	0.	1.0	0.	0.33	8 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		2.5	0.	0.0	0.	0.05	11 (Enquiries)
	from Territory	2.0	0.	0.0	0.	0.04	15 (Enquiries)
F. Service to Government	External Affairs	8.5	0.	2.0	0.	0.21	99 (Reports)
	OGDs, Provinces, ETC	8.0	0.	3.0	0.	0.22	65 (Contacts)
G. Administration	Program Management	8.0	0.	1.0	0.	0.18	
	Leave, Professional Dev.	24.0	0.	9.0	0.	0.66	
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Total TID Program		100.0	0.	97.5	0.	3.95	
M. Other Programs		0.0	0.	2.5	0.	0.05	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Stockholm

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	18.5	0.	30.0	0.	1.27	750 (Enquiries)
from Territory	8.5	0.	19.3	0.	0.75	388 (Enquiries)
B. Export Promotion Projects and Events	2.0	0.	2.3	0.	0.11	9 (Projects/Events)
C. Other Trade Development Activities	15.5	0.	7.7	0.	0.54	
D. Promotional Projects	5.5	0.	7.0	0.	0.32	49 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	14.0	0.	7.0	0.	0.49	74 (Enquiries)
from Territory	3.5	0.	0.7	0.	0.09	44 (Enquiries)
F. Service to Government						
External Affairs	1.0	0.	1.7	0.	0.07	6 (Reports)
OGEs, Provinces, ETC	5.5	0.	9.7	0.	0.40	96 (Contacts)
G. Administration						
Program Management	11.0	0.	0.3	0.	0.23	
Leave, Professional Dev.	11.0	0.	6.3	0.	0.41	
<hr/>						
Total TID Program	96.0	0.	92.0	0.	4.68	
H. Other Programs	4.0	0.	8.0	0.	0.32	

Trade Officers: 5

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (BGL)

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	9.3	0.	35.0	0.	0.63	118 (Enquiries)
from Territory	3.3	0.	15.0	0.	0.25	48 (Enquiries)
B. Export Promotion Projects and Events	4.3	0.	0.0	0.	0.13	4 (Projects/Events)
C. Other Trade Development Activities	12.0	0.	22.0	0.	0.58	
D. Promotional Projects	10.0	0.	0.0	0.	0.30	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	3.3	0.	0.0	0.	0.10	7 (Enquiries)
from Territory	6.7	0.	1.0	0.	0.21	12 (Enquiries)
F. Service to Government						
External Affairs	18.0	0.	4.0	0.	0.58	17 (Reports)
OGDs, Provinces, ETC	9.0	0.	11.0	0.	0.38	37 (Contacts)
G. Administration						
Program Management	13.3	0.	0.0	0.	0.40	
Leave, Professional Dev.	7.7	0.	11.0	0.	0.34	
<hr/>						
Total TID Program	96.9	0.	99.0	0.	3.90	
H. Other Programs	3.0	0.	1.0	0.	0.10	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Vienna

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)
	CANADA-BASED		LOCALLY-ENGAGED			
	TIME	NON-TIME	TIME	NON-TIME		
A. Servicing Export Enquiries						
	from Canada					124 (Enquiries)
	from Territory					83 (Enquiries)
B. Export Promotion Projects and Events	18.0	0.	5.0	0.	0.20	17 (Projects/Events)
C. Other Trade Development Activities	15.0	0.	11.0	0.	0.37	
D. Promotional Projects	7.0	0.	5.5	0.	0.18	11 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	12.0	0.	4.5	0.	0.21	13 (Enquiries)
	from Territory					41 (Enquiries)
F. Service to Government						
	External Affairs					15 (Reports)
	ODAs, Provinces, ETC					21 (Contacts)
G. Administration						
	Program Management					0.21
	Leave, Professional Dev.					0.08
Total TID Program	95.0	0.	99.5	0.	2.94	
H. Other Programs	5.0	0.	0.5	0.	0.06	

Trade Officers: 3

Non-Trade Officers: 0

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

1. LATIN AMERICA & CARIBBEAN

2. CARIBBEAN & CENTRAL AMERICA

3. SOUTH AMERICA

BRIDGETOWN
 GUATEMALA
 HAVANA
 KINGSTON
 MEXICO
 PORT OF SPAIN
 SAN JOSE

BOGOTA
 *BRASILIA
 SAO PAULO
 BUENOS AIRES
 CARACAS
 LIMA
 QUITO
 SANTIAGO

*Business activity information for this post was not available.

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	23.4	0.	36.9	0.	18.08	4698 (Enquiries)
	from Territory	12.1	0.	29.6	0.	9.81	3099 (Enquiries)
B. Export Promotion Projects and Events		6.0	0.	7.6	0.	4.09	99 (Projects/Events)
C. Other Trade Development Activities		7.7	0.	8.6	0.	4.90	
D. Promotional Projects		8.7	0.	9.2	0.	5.37	89 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.6	0.	0.3	0.	0.29	55 (Enquiries)
	from Territory	0.4	0.	0.4	0.	0.23	61 (Enquiries)
F. Service to Government	External Affairs	12.7	0.	5.4	0.	5.43	280 (Reports)
	OGs, Provinces, ETC	5.6	0.	5.4	0.	3.31	254 (Contacts)
G. Administration	Program Management	10.0	0.	1.3	0.	3.38	
	Leave, Professional Dev.	5.9	0.	2.9	0.	2.64	
Total TID Program		93.1	0.	98.6	0.	57.53	
H. Other Programs		6.8	0.	1.4	0.	2.47	

Trade Officers: 60

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	22.4	0.	40.6	0.	8.00	1720 (Enquiries)
	from Territory	10.1	0.	20.8	0.	3.90	1101 (Enquiries)
B. Export Promotion Projects and Events		4.7	0.	4.9	0.	1.25	63 (Projects/Events)
C. Other Trade Development Activities		10.6	0.	9.4	0.	2.61	
D. Promotional Projects		6.9	0.	10.0	0.	2.17	37 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.7	0.	0.8	0.	0.20	16 (Enquiries)
	from Territory	0.4	0.	0.9	0.	0.17	37 (Enquiries)
F. Service to Government	External Affairs	10.6	0.	2.9	0.	1.84	101 (Reports)
	OGDs, Provinces, ETC	4.5	0.	3.2	0.	1.01	82 (Contacts)
G. Administration	Program Management	10.2	0.	2.2	0.	1.69	
	Leave, Professional Dev.	9.0	0.	2.9	0.	1.61	
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Total TID Program		90.1	0.	98.6	0.	24.45	
H. Other Programs		9.9	0.	1.4	0.	1.55	

Trade Officers: 26

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for POST: Bridgetown

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	65.0	0.	55.0	0.	1.85	221 (Enquiries)
from Territory	6.0	0.	49.0	0.	0.52	75 (Enquiries)
B. Export Promotion Projects and Events	3.0	0.	0.0	0.	0.06	1 (Projects/Events)
C. Other Trade Development Activities	2.0	0.	3.0	0.	0.07	
D. Promotional Projects	6.0	0.	1.0	0.	0.13	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	1.0	0.	0.0	0.	0.02	2 (Enquiries)
from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	8.5	0.	0.0	0.	0.01	0 (Reports)
OGDs, Provinces, ETC	6.5	0.	1.0	0.	0.14	5 (Contacts)
G. Administration						
Program Management	2.5	0.	0.0	0.	0.05	
Leave, Professional Dev.	2.5	0.	0.0	0.	0.05	
<hr/>						
Total TID Program	95.0	0.	100.0	0.	2.90	
H. Other Programs	5.0	0.	0.0	0.	0.10	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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.	50.0	0.	0.60	165 (Enquires)
	from Territory	15.0	0.	30.0	0.	0.45	120 (Enquires)
B. Export Promotion Projects and Events		0.0	0.	5.0	0.	0.05	1 (Projects/Events)
C. Other Trade Development Activities		0.0	0.	5.0	0.	0.05	
D. Promotional Projects		15.0	0.	5.0	0.	0.20	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.0	0.	0.0	0.	0.03	3 (Enquiries)
	from Territory	0.0	0.	2.0	0.	0.02	5 (Enquiries)
F. Service to Government	External Affairs	5.0	0.	0.0	0.	0.05	3 (Reports)
	OGDs, Provinces, ETC	5.0	0.	0.0	0.	0.05	3 (Contacts)
G. Administration	Program Management	5.0	0.	0.0	0.	0.05	
	Leave, Professional Dev.	0.0	0.	3.0	0.	0.03	
Total TID Program		58.0	0.	100.0	0.	1.58	
H. Other Programs		42.0	0.	0.0	0.	0.42	

Trade Officers: 2

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	11.0	0.	30.0	0.	0.82	411 (Enquiries)
	from Territory	4.5	0.	19.5	0.	0.48	278 (Enquiries)
B. Export Promotion Projects and Events		6.0	0.	19.5	0.	0.51	11 (Projects/Events)
C. Other Trade Development Activities		23.0	0.	9.0	0.	0.64	
D. Promotional Projects		4.5	0.	18.0	0.	0.45	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	4.0	0.	1.0	0.	0.10	11 (Reports)
	OGDs, Provinces, ETC	5.0	0.	3.0	0.	0.16	6 (Contacts)
G. Administration	Program Management	13.5	0.	0.0	0.	0.27	
	Leave, Professional Dev.	15.5	0.	0.0	0.	0.31	
Total TID Program		87.0	0.	100.0	0.	3.74	
H. Other Programs		13.0	0.	0.0	0.	0.26	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	22.0	0.	51.5	0.	1.25	228 (Enquiries)
	from Territory	18.0	0.	19.0	0.	0.56	95 (Enquiries)
B. Export Promotion Projects and Events		0.0	0.	0.0	0.	0.00	0 (Projects/Events)
C. Other Trade Development Activities		15.0	0.	19.0	0.	0.53	
D. Promotional Projects		3.0	0.	0.0	0.	0.03	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	1.0	0.	0.0	0.	0.01	1 (Enquiries)
F. Service to Government	External Affairs OGDs, Provinces, ETC	3.0	0.	2.0	0.	0.07	15 (Reports)
		3.0	0.	2.5	0.	0.08	8 (Contacts)
G. Administration	Program Management	10.0	0.	0.0	0.	0.10	
	Leave, Professional Dev.	11.0	0.	6.0	0.	0.23	
Total TID Program		86.0	0.	100.0	0.	2.86	
H. Other Programs		14.0	0.	0.0	0.	0.14	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	10.3	0.	56.0	0.	2.09	245 (Enquiries)
from Territory	3.8	0.	16.3	0.	0.64	133 (Enquiries)
B. Export Promotion Projects and Events	7.3	0.	0.0	0.	0.29	19 (Projects/Events)
C. Other Trade Development Activities	19.5	0.	9.7	0.	1.07	
D. Promotional Projects	7.5	0.	5.0	0.	0.45	21 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.3	0.	0.0	0.	0.01	2 (Enquiries)
from Territory	1.3	0.	0.7	0.	0.07	25 (Enquiries)
F. Service to Government						
External Affairs	24.3	0.	1.3	0.	1.01	35 (Reports)
OGDs, Provinces, ETC	1.8	0.	0.0	0.	0.07	17 (Contacts)
G. Administration						
Program Management	7.8	0.	6.0	0.	0.49	
Leave, Professional Dev.	10.0	0.	3.7	0.	0.51	
Total TID Program	93.9	0.	98.7	0.	6.70	
H. Other Programs	6.5	0.	1.3	0.	0.30	

Trade Officers: 7

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Part 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	33.0	0.	23.5	0.	1.13	322 (Enquires)
	from Territory	30.0	0.	23.5	0.	1.07	330 (Enquires)
B. Export Promotion Projects and Events		5.0	0.	2.5	0.	0.15	28 (Projects/Events)
C. Other Trade Development Activities		2.5	0.	7.5	0.	0.20	
D. Promotional Projects		6.0	0.	13.5	0.	0.39	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	8.0	0.	2.5	0.	0.05	3 (Enquiries)
	from Territory	0.0	0.	3.5	0.	0.07	6 (Enquiries)
F. Service to Government	External Affairs	8.5	0.	3.0	0.	0.23	13 (Reports)
	OGOs, Provinces, ETC	4.0	0.	5.5	0.	0.19	8 (Contacts)
G. Administration	Program Management	7.5	0.	4.0	0.	0.23	
	Leave, Professional Dev.	3.5	0.	4.5	0.	0.16	
Total TID Program		100.0	0.	93.5	0.	3.87	
H. Other Programs		0.0	0.	6.5	0.	0.13	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: San Jose

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.	4.0	0.	0.26	128 (Enquires)
from Territory	6.0	0.	6.0	0.	0.18	70 (Enquires)
B. Export Promotion Projects and Events	4.5	0.	10.0	0.	0.19	3 (Projects/Events)
C. Other Trade Development Activities	0.0	0.	5.0	0.	0.05	
D. Promotional Projects	8.0	0.	36.0	0.	0.52	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.0	0.	5.0	0.	0.09	6 (Enquiries)
from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	9.0	0.	19.0	0.	0.37	24 (Reports)
OGs, Provinces, ETC	8.5	0.	15.0	0.	0.32	35 (Contacts)
G. Administration						
Program Management	25.0	0.	0.0	0.	0.50	
Leave, Professional Dev.	16.0	0.	0.0	0.	0.32	
Total TID Program	90.0	0.	100.0	0.	2.80	
H. Other Programs	10.0	0.	0.0	0.	0.20	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	24.3	0.	34.4	0.	10.08	2978 (Enquiries)
	from Territory	13.9	0.	20.5	0.	5.91	1998 (Enquiries)
B. Export Promotion Projects and Events		7.1	0.	9.4	0.	2.84	36 (Projects/Events)
C. Other Trade Development Activities		5.3	0.	8.1	0.	2.29	
D. Promotional Projects		10.3	0.	8.6	0.	3.20	52 (Fairs/Miss/Conf.)
E. Servicing Investment Development							
	from Canada	0.6	0.	0.0	0.	0.09	39 (Enquiries)
	from Territory	0.4	0.	0.0	0.	0.06	24 (Enquiries)
F. Service to Government							
	External Affairs	14.5	0.	7.1	0.	3.59	179 (Reports)
	OGDs, Provinces, ETC	6.6	0.	6.9	0.	2.30	172 (Contacts)
G. Administration							
	Program Management	9.8	0.	0.7	0.	1.69	
	Leave, Professional Dev.	3.2	0.	2.9	0.	1.03	
Total TID Program		96.0	0.	98.6	0.	33.08	
H. Other Programs		4.1	0.	1.4	0.	0.92	

Trade Officers: 34

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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.	20.0	0.	0.90	633 (Enquires)
	from Territory	20.0	0.	35.0	0.	1.10	102 (Enquires)
B. Export Promotion Projects and Events		12.5	0.	15.0	0.	0.55	0 (Projects/Events)
C. Other Trade Development Activities		10.0	0.	5.0	0.	0.30	
D. Promotional Projects		0.0	0.	0.0	0.	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.0	0.	0.00	2 (Enquiries)
	from Territory	1.0	0.	0.0	0.	0.02	1 (Enquiries)
F. Service to Government	External Affairs	12.5	0.	12.5	0.	0.50	5 (Reports)
	OGDs, Provinces, ETC	12.5	0.	7.5	0.	0.40	2 (Contacts)
G. Administration	Program Management	2.5	0.	0.0	0.	0.05	
	Leave, Professional Dev.	3.0	0.	5.0	0.	0.16	
Total TID Program		99.0	0.	100.0	0.	3.98	
H. Other Programs		1.0	0.	0.0	0.	0.02	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

Summary for POST: Brasilia

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.	40.0	0.	0.75	105 (Enquires)
	from Territory	5.0	0.	10.0	0.	0.20	36 (Enquires)
B. Export Promotion Projects and Events		2.5	0.	0.0	0.	0.05	1 (Projects/Events)
C. Other Trade Development Activities		0.0	0.	5.0	0.	0.05	
D. Promotional Projects		7.5	0.	15.0	0.	0.30	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.0	0.	0.00	8 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	47.5	0.	25.0	0.	1.20	93 (Reports)
	OGDs, Provinces, ETC	10.0	0.	5.0	0.	0.25	24 (Contacts)
G. Administration	Program Management	7.5	0.	0.0	0.	0.15	
	Leave, Professional Dev.	0.0	0.	0.0	0.	0.00	
Total TID Program		97.5	0.	100.0	0.	2.95	
H. Other Programs		2.5	0.	0.0	0.	0.05	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

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	22.5	0.	37.8	0.	1.96	356 (Enquiries)
	from Territory	7.5	0.	19.8	0.	0.94	173 (Enquiries)
B. Export Promotion Projects and Events		12.5	0.	6.5	0.	0.51	13 (Projects/Events)
C. Other Trade Development Activities		2.5	0.	6.3	0.	0.30	
D. Promotional Projects		12.5	0.	11.3	0.	0.70	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.5	0.	0.0	0.	0.03	4 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	1 (Enquiries)
F. Service to Government	External Affairs	10.0	0.	3.5	0.	0.34	10 (Reports)
	OGOs, Provinces, ETC	5.0	0.	13.8	0.	0.65	8 (Contacts)
G. Administration	Program Management	29.0	0.	8.0	0.	0.40	
	Leave, Professional Dev.	5.0	0.	1.3	0.	0.15	
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Total TID Program		99.0	0.	100.3	0.	5.98	
H. Other Programs		1.0	0.	0.0	0.	0.02	

Trade Officers: 6

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	28.0	0.	28.3	0.	1.25	220 (Enquires)
	from Territory	5.0	0.	13.3	0.	0.50	103 (Enquires)
B. Export Promotion Projects and Events		12.5	0.	20.0	0.	0.85	2 (Projects/Events)
C. Other Trade Development Activities		5.0	0.	6.7	0.	0.30	
D. Promotional Projects		25.0	0.	10.0	0.	0.80	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.	0.0	0.	0.00	5 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	2.5	0.	5.0	0.	0.20	10 (Reports)
	OGEs, Provinces, ETC	5.0	0.	5.0	0.	0.25	30 (Contacts)
G. Administration	Program Management	10.0	0.	0.0	0.	0.20	
	Leave, Professional Dev.	15.0	0.	11.7	0.	0.65	
<hr/>							
Total TID Program		100.0	0.	100.0	0.	5.00	
H. Other Programs		0.0	0.	0.0	0.	0.00	

Trade Officers: 5
Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	28.0	0.	52.0	0.	2.40	546 (Enquires)
	from Territory	27.7	0.	9.0	0.	1.10	363 (Enquires)
B. Export Promotion Projects and Events		4.3	0.	3.7	0.	0.24	9 (Projects/Events)
C. Other Trade Development Activities		8.0	0.	13.7	0.	0.65	
D. Promotional Projects		6.3	0.	2.3	0.	0.26	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.7	0.	0.0	0.	0.02	5 (Enquiries)
	from Territory	1.3	0.	0.0	0.	0.04	20 (Enquiries)
F. Service to Government	External Affairs	4.7	0.	2.7	0.	0.22	10 (Reports)
	OGDs, Provinces, ETC	4.0	0.	5.3	0.	0.28	36 (Contacts)
G. Administration	Program Management	10.0	0.	3.3	0.	0.40	
	Leave, Professional Dev.	0.0	0.	0.7	0.	0.02	
Total TID Program		95.0	0.	92.7	0.	5.63	
H. Other Programs		5.0	0.	7.3	0.	0.37	

Trade Officers: 6

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	19.0	0.	42.5	0.	1.23	383 (Enquiries)
	from Territory	10.0	0.	26.0	0.	0.72	313 (Enquiries)
B. Export Promotion Projects and Events		2.0	0.	2.5	0.	0.09	4 (Projects/Events)
C. Other Trade Development Activities		3.0	0.	2.0	0.	0.10	
D. Promotional Projects		17.5	0.	15.5	0.	0.66	12 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.0	0.	0.0	0.	0.02	5 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	2 (Enquiries)
F. Service to Government	External Affairs	13.0	0.	6.5	0.	0.39	22 (Reports)
	OGDs, Provinces, ETC	7.5	0.	3.5	0.	0.22	30 (Contacts)
G. Administration	Program Management	10.0	0.	0.5	0.	0.21	
	Leave, Professional Dev.	2.5	0.	0.0	0.	0.05	
Total TID Program		85.5	0.	99.0	0.	3.69	
H. Other Programs		14.5	0.	1.0	0.	0.31	

Trade Officers: 4

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

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	36.0	0.	16.5	0.	0.69	420 (Enquires)
	from Territory	12.0	0.	27.5	0.	0.67	613 (Enquires)
B. Export Promotion Projects and Events		5.0	0.	19.0	0.	0.43	1 (Projects/Events)
C. Other Trade Development Activities		2.0	0.	11.0	0.	0.24	
D. Promotional Projects		3.0	0.	7.0	0.	0.17	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development							
	from Canada	0.0	0.	0.0	0.	0.00	0 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government							
	External Affairs	22.0	0.	13.5	0.	0.49	18 (Reports)
	OGDs, Provinces, ETC	4.0	0.	3.5	0.	0.11	0 (Contacts)
G. Administration							
	Program Management	12.0	0.	1.0	0.	0.14	
	Leave, Professional Dev.	0.0	0.	0.0	0.	0.00	
<hr/>							
Total TID Program		96.0	0.	99.0	0.	2.94	
H. Other Programs		4.0	0.	1.0	0.	0.06	

Trade Officers: 3

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	30.5	0.	29.0	0.	0.90	315 (Enquires)
	from Territory	16.0	0.	36.0	0.	0.68	295 (Enquires)
B. Export Promotion Projects and Events		6.0	0.	0.0	0.	0.12	6 (Projects/Events)
C. Other Trade Development Activities		8.5	0.	18.0	0.	0.35	
D. Promotional Projects		9.0	0.	13.0	0.	0.31	11 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.0	0.	0.0	0.	0.02	10 (Enquiries)
	from Territory	0.0	0.	0.0	0.	0.00	0 (Enquiries)
F. Service to Government	External Affairs	12.5	0.	0.0	0.	0.25	11 (Reports)
	GGDs, Provinces, ETC	5.0	0.	4.0	0.	0.14	42 (Contacts)
G. Administration	Program Management	7.0	0.	0.0	0.	0.14	
	Leave, Professional Dev.	0.0	0.	0.0	0.	0.00	
Total TID Program		95.5	0.	100.0	0.	2.91	
H. Other Programs		4.5	0.	0.0	0.	0.09	

Trade Officers: 3

Non-Trade Officers: 0

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

1. UNITED STATES

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Summary of Business Activity

Activity	Atlanta	Boston	Buffalo	Chicago	Cleveland	Dallas	Detroit	Los Angeles	Minneapolis	New York	Philadelphia	San Francisco	Seattle	Washington
1. New and expanded projects	12	15	10	18	14	11	13	16	17	19	15	12	14	16
2. Other new business activities	8	10	7	12	9	8	10	11	13	14	12	9	11	13
3. Total new business	20	25	17	30	23	19	23	27	30	33	27	21	25	29
4. Business activity information for these four posts was not available.														

*Business activity information for these four posts was not available.

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for REGION: UNITED STATES

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	MORELOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	17.5	0.	35.9	0.	23.53	10146 (Enquiries)
	from Territory	9.7	0.	18.2	0.	12.25	7653 (Enquiries)
B. Export Promotion Projects and Events		7.5	0.	18.1	0.	7.65	346 (Projects/Events)
C. Other Trade Development Activities		7.6	0.	6.7	0.	6.14	
D. Promotional Projects		10.7	0.	10.8	0.	9.22	251 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.0	0.	8.8	0.	1.58	203 (Enquiries)
	from Territory	7.9	0.	1.7	0.	3.93	868 (Enquiries)
F. Service to Government	External Affairs	6.1	0.	2.8	0.	3.69	450 (Reports)
	OGDs, Provinces, ETC	4.0	0.	2.7	0.	2.83	338 (Contacts)
G. Administration	Program Management	12.8	0.	2.5	0.	6.25	
	Leave, Professional Dev.	7.6	0.	6.7	0.	6.14	
Total TID Program		94.4	0.	98.9	0.	83.21	
H. Other Programs		5.8	0.	1.1	0.	2.79	

Trade Officers: 86

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q61)

Summary for POST: Atlanta

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TIME	NON-TIME	TIME	NON-TIME		
A. Servicing Export Enquiries	from Canada	12.7	0.	28.0	0.	1.50	566 (Enquiries)
	from Territory	6.0	0.	14.3	0.	0.75	347 (Enquiries)
B. Export Promotion Projects and Events		0.7	0.	10.0	0.	0.66	28 (Projects/Events)
C. Other Trade Development Activities		7.0	0.	2.0	0.	0.29	
D. Promotional Projects		9.3	0.	3.3	0.	0.41	28 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.3	0.	3.3	0.	0.14	13 (Enquiries)
	from Territory	5.0	0.	4.0	0.	0.31	47 (Enquiries)
F. Service to Government	External Affairs	5.0	0.	0.0	0.	0.47	97 (Reports)
	OGAs, Provinces, ETC	2.7	0.	3.5	0.	0.22	42 (Contacts)
G. Administration	Program Management	19.3	0.	1.8	0.	0.65	
	Leave, Professional Dev.	15.0	0.	17.5	0.	1.15	
Total TID Program		91.0	0.	95.7	0.	6.55	
H. Other Programs		9.0	0.	4.5	0.	0.45	

Trade Officers: 7

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q&1)

Summary for POST: Boston

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	MOBILIDAD (\$)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	25.8	0.	57.0	0.	3.60	675 (Enquiries)
	from Territory	13.3	0.	27.6	0.	1.78	429 (Enquiries)
B. Export Promotion Projects and Events		1.7	0.	7.6	0.	0.43	2 (Projects/Events)
C. Other Trade Development Activities		3.3	0.	0.6	0.	0.13	
D. Promotional Projects		6.7	0.	3.6	0.	0.38	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	4.0	0.	0.4	0.	0.14	8 (Enquiries)
	from Territory	5.0	0.	0.4	0.	0.17	18 (Enquiries)
F. Service to Government	External Affairs	11.7	0.	0.4	0.	0.37	12 (Reports)
	OSIs, Provinces, ETC	6.7	0.	1.0	0.	0.25	0 (Contacts)
G. Administration	Program Management	11.7	0.	0.0	0.	0.35	
	Leave, Professional Dev.	5.0	0.	0.6	0.	0.18	
<hr/>							
Total TID Program		94.1	0.	99.2	0.	7.78	
H. Other Programs		6.0	0.	0.8	0.	0.22	

Trade Officers: 8

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

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	24.0	0.	34.7	0.	1.52	929 (Enquiries)
	from Territory	21.0	0.	32.0	0.	1.38	568 (Enquiries)
B. Export Promotion Projects and Events		5.8	0.	1.7	0.	0.15	8 (Projects/Events)
C. Other Trade Development Activities		0.5	0.	0.3	0.	0.02	
D. Promotional Projects		21.5	0.	19.3	0.	1.81	35 (Fairs/Miss/Conf.)
E. Servicing Investment Development							
	from Canada	0.5	0.	0.0	0.	0.01	4 (Enquiries)
	from Territory	3.0	0.	0.0	0.	0.06	29 (Enquiries)
F. Service to Government							
	External Affairs	3.0	0.	3.3	0.	0.16	24 (Reports)
	OSIs, Provinces, ETC	2.5	0.	2.3	0.	0.12	20 (Contacts)
G. Administration							
	Program Management	4.0	0.	2.0	0.	0.14	
	Leave, Professional Dev.	13.0	0.	4.3	0.	0.39	
<hr/>							
Total TID Program		98.0	0.	99.9	0.	4.96	
H. Other Programs		2.0	0.	0.0	0.	0.04	

Trade Officers: 5

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

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	18.3	0.	18.3	0.	1.10	3% (Enquiries)
	from Territory	18.7	0.	21.7	0.	0.97	310 (Enquiries)
B. Export Promotion Projects and Events		6.3	0.	14.3	0.	0.62	20 (Projects/Events)
C. Other Trade Development Activities		12.0	0.	7.7	0.	0.59	
D. Promotional Projects		1.7	0.	14.0	0.	0.47	36 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	8.7	0.	3.0	0.	0.35	41 (Enquiries)
	from Territory	18.0	0.	3.3	0.	0.64	214 (Enquiries)
F. Service to Government	External Affairs OGDs, Provinces, ETC	5.7	0.	1.3	0.	0.21	40 (Reports)
		1.3	0.	2.7	0.	0.12	26 (Contacts)
G. Administration	Program Management	12.3	0.	10.7	0.	0.69	
	Leave, Professional Dev.	3.3	0.	1.7	0.	0.15	
Total TID Program		98.3	0.	98.7	0.	5.91	
H. Other Programs		1.7	0.	1.3	0.	0.09	

Trade Officers: 6

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for PST: Cleveland

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (h)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	23.3	0.	27.3	0.	1.52	960 (Enquiries)
	from Territory	13.3	0.	20.0	0.	1.00	605 (Enquiries)
B. Export Promotion Projects and Events		8.0	0.	11.7	0.	0.59	12 (Projects/Events)
C. Other Trade Development Activities		9.0	0.	14.7	0.	0.71	
D. Promotional Projects		3.7	0.	11.7	0.	0.46	19 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.3	0.	0.0	0.	0.01	6 (Enquiries)
	from Territory	5.0	0.	3.0	0.	0.24	61 (Enquiries)
F. Service to Government	External Affairs	11.3	0.	3.3	0.	0.44	04 (Reports)
	OGDs, Provinces, ETC	3.3	0.	1.3	0.	0.14	47 (Contacts)
G. Administration	Program Management	7.3	0.	0.0	0.	0.22	
	Leave, Professional Dev.	11.7	0.	6.7	0.	0.55	
Total TID Program		96.2	0.	99.7	0.	5.88	
H. Other Programs		3.7	0.	0.3	0.	0.12	

Trade Officers: 6

Non-Trade Officers: 0

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

TIME AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	16.8	0.	26.0	0.	1.19	404 (Enquiries)
	from Territory	11.8	0.	19.0	0.	0.83	531 (Enquiries)
B. Export Promotion Projects and Events		9.3	0.	5.0	0.	0.47	66 (Projects/Events)
C. Other Trade Development Activities		14.8	0.	0.0	0.	0.59	
D. Promotional Projects		7.8	0.	23.5	0.	0.78	17 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.0	0.	0.0	0.	0.04	8 (Enquiries)
	from Territory	6.5	0.	0.0	0.	0.26	39 (Enquiries)
F. Service to Government	External Affairs	3.8	0.	0.0	0.	0.15	15 (Reports)
	OGs, Provinces, ETC	4.3	0.	0.5	0.	0.18	34 (Contacts)
G. Administration	Program Management	9.5	0.	0.5	0.	0.39	
	Leave, Professional Dev.	12.8	0.	26.5	0.	1.04	
Total TID Program		98.4	0.	100.0	0.	5.92	
H. Other Programs		2.0	0.	0.0	0.	0.08	

Trade Officers: 6

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

Summary for POST: Detroit

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries							
	from Canada	21.3	0.	50.0	0.	2.64	473 (Enquiries)
	from Territory	9.3	0.	29.0	0.	1.44	431 (Enquiries)
B. Export Promotion Projects and Events		13.7	0.	3.8	0.	0.56	17 (Projects/Events)
C. Other Trade Development Activities		12.7	0.	7.8	0.	0.69	
D. Promotional Projects		6.7	0.	5.0	0.	0.40	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.7	0.	0.8	0.	0.05	7 (Enquiries)
	from Territory	2.3	0.	0.5	0.	0.09	23 (Enquiries)
F. Service to Government							
	External Affairs	1.0	0.	1.0	0.	0.07	3 (Reports)
	OGDs, Provinces, ETC	5.8	0.	1.0	0.	0.19	63 (Contacts)
G. Administration							
	Program Management	17.3	0.	1.3	0.	0.57	
	Leave, Professional Dev.	10.0	0.	0.0	0.	0.30	
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Total TID Program		100.0	0.	100.2	0.	7.00	
M. Other Programs		0.0	0.	0.0	0.	0.00	

Trade Officers: 7

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q&1)

Summary for POST: Los Angeles

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	OVERLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	6.3	0.	26.3	0.	0.98	324 (Enquiries)
	from Territory	11.0	0.	13.0	0.	0.72	364 (Enquiries)
B. Export Promotion Projects and Events		6.7	0.	9.0	0.	0.47	9 (Projects/Events)
C. Other Trade Development Activities		6.7	0.	8.7	0.	0.46	
D. Promotional Projects		7.0	0.	8.0	0.	0.45	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	7.7	0.	1.3	0.	0.27	17 (Enquiries)
	from Territory	22.0	0.	2.0	0.	0.72	105 (Enquiries)
F. Service to Government	External Affairs	10.3	0.	3.7	0.	0.42	17 (Reports)
	OGAs, Provinces, ETC	5.3	0.	7.3	0.	0.38	0 (Contacts)
G. Administration	Program Management	15.3	0.	5.0	0.	0.61	
	Leave, Professional Dev.	1.7	0.	9.0	0.	0.32	
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Total TID Program		100.0	0.	93.3	0.	5.80	
H. Other Programs		0.0	0.	6.7	0.	0.20	

Trade Officers: 6

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)

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	13.0	0.	22.3	0.	0.93	250 (Enquiries)
	from Territory	6.5	0.	8.0	0.	0.37	166 (Enquiries)
B. Export Promotion Projects and Events		7.5	0.	11.3	0.	0.49	21 (Projects/Events)
C. Other Trade Development Activities		9.5	0.	17.7	0.	0.72	
D. Promotional Projects		13.0	0.	16.0	0.	0.74	26 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	4.5	0.	0.0	0.	0.09	26 (Enquiries)
	from Territory	0.5	0.	0.3	0.	0.18	33 (Enquiries)
F. Service to Government	External Affairs	4.5	0.	1.0	0.	0.12	21 (Reports)
	OSDs, Provinces, ETC	5.0	0.	0.0	0.	0.10	17 (Contacts)
G. Administration	Program Management	18.5	0.	10.0	0.	0.67	
	Leave, Professional Dev.	5.0	0.	13.3	0.	0.50	
Total TID Program		95.5	0.	99.9	0.	4.91	
H. Other Programs		4.5	0.	0.0	0.	0.09	

Trade Officers: 5

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1966 (Q1)

Summary for PGST: New York

AVERAGE TIME
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	8.8	0.	32.0	0.	1.95	1316 (Enquiries)
from Territory	1.8	0.	13.2	0.	0.73	635 (Enquiries)
B. Export Promotion Projects and Events	7.5	0.	14.4	0.	1.02	24 (Projects/Events)
C. Other Trade Development Activities	5.8	0.	6.4	0.	0.55	
D. Promotional Projects	7.8	0.	18.4	0.	1.23	14 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	3.3	0.	0.8	0.	0.13	27 (Enquiries)
from Territory	8.5	0.	0.8	0.	0.38	165 (Enquiries)
F. Service to Government						
External Affairs	4.3	0.	1.6	0.	0.25	14 (Reports)
OGs, Provinces, ETC	4.3	0.	6.2	0.	0.48	29 (Contacts)
G. Administration						
Program Management	23.5	0.	8.8	0.	0.94	
Leave, Professional Dev.	5.5	0.	7.0	0.	0.57	
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Total TID Program	81.1	0.	100.0	0.	8.23	
H. Other Programs	19.3	0.	0.0	0.	0.77	

Trade Officers: 9

Non-Trade Officers: 0

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

**TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (861)**

Summary for POST: Philadelphia

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	13.5	0.	25.3	0.	1.03	654 (Enquiries)
from Territory	9.0	0.	19.7	0.	0.77	465 (Enquiries)
B. Export Promotion Projects and Events	2.5	0.	20.0	0.	0.65	22 (Projects/Events)
C. Other Trade Development Activities	2.5	0.	0.0	0.	0.05	
D. Promotional Projects	28.0	0.	18.3	0.	1.11	25 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	3.0	0.	2.0	0.	0.12	9 (Enquiries)
from Territory	4.5	0.	6.0	0.	0.27	43 (Enquiries)
F. Service to Government						
External Affairs	6.5	0.	3.7	0.	0.24	22 (Reports)
GGBs, Provinces, ETC	4.0	0.	0.7	0.	0.10	7 (Contacts)
G. Administration						
Program Management	14.0	0.	3.7	0.	0.39	
Leave, Professional Dev.	0.0	0.	0.7	0.	0.02	
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Total TID Program	87.5	0.	100.1	0.	4.75	
H. Other Programs	12.5	0.	0.0	0.	0.25	

Trade Officers: 5
Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for POST: San Francisco

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (H)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	16.7	0.	42.0	0.	1.34	126 (Enquiries)
from Territory	18.0	0.	7.0	0.	0.44	67 (Enquiries)
B. Export Promotion Projects and Events	5.7	0.	22.5	0.	0.62	6 (Projects/Events)
C. Other Trade Development Activities	3.3	0.	5.5	0.	0.21	
D. Promotional Projects	13.3	0.	5.5	0.	0.51	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	6.7	0.	8.0	0.	0.20	18 (Enquiries)
from Territory	15.0	0.	2.5	0.	0.50	46 (Enquiries)
F. Service to Government						
External Affairs	6.0	0.	5.5	0.	0.29	15 (Reports)
OGIs, Provinces, ETC	5.0	0.	8.0	0.	0.31	15 (Contacts)
G. Administration						
Program Management	5.0	0.	0.0	0.	0.15	
Leave, Professional Dev.	5.0	0.	1.5	0.	0.18	
Total TID Program	91.7	0.	100.0	0.	4.75	
H. Other Programs	8.3	0.	0.0	0.	0.25	

Trade Officers: 5

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

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	13.5	0.	60.3	0.	2.68	1043 (Enquiries)
from Territory	2.5	0.	11.5	0.	0.51	283 (Enquiries)
B. Export Promotion Projects and Events	9.0	0.	2.3	0.	0.27	19 (Projects/Events)
C. Other Trade Development Activities	14.0	0.	14.5	0.	0.86	
D. Promotional Projects	10.5	0.	5.8	0.	0.44	6 (Fairs/Meet/Conf.)
E. Servicing Investment Development						
from Canada	0.5	0.	0.0	0.	0.01	14 (Enquiries)
from Territory	2.5	0.	0.0	0.	0.05	22 (Enquiries)
F. Service to Government						
External Affairs	4.0	0.	0.0	0.	0.11	41 (Reports)
GOs, Provinces, ETC	4.0	0.	0.5	0.	0.10	10 (Contacts)
G. Administration						
Program Management	13.5	0.	0.0	0.	0.27	
Leave, Professional Dev.	15.5	0.	4.5	0.	0.49	
Total TID Program	89.5	0.	100.2	0.	5.79	
H. Other Programs	10.5	0.	0.0	0.	0.21	

Trade Officers: 6

Non-Trade Officers: 0

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 1ST QUARTER OF 1986 (Q1)

Summary for POST: Washington

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (8)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries							
	from Canada	33.0	0.	28.0	0.	1.55	2030 (Enquiries)
	from Territory	11.0	0.	11.5	0.	0.56	1852 (Enquiries)
B. Export Promotion Projects and Events		10.7	0.	16.5	0.	0.65	92 (Projects/Events)
C. Other Trade Development Activities		2.3	0.	10.0	0.	0.27	
D. Promotional Projects		24.3	0.	5.0	0.	0.83	29 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.3	0.	0.5	0.	0.02	5 (Enquiries)
	from Territory	0.7	0.	2.0	0.	0.06	23 (Enquiries)
F. Service to Government	External Affairs	7.0	0.	9.0	0.	0.39	45 (Reports)
	OGAs, Provinces, ETC	2.3	0.	3.5	0.	0.14	28 (Contacts)
G. Administration	Program Management	5.0	0.	3.0	0.	0.21	
	Leave, Professional Dev.	3.3	0.	10.0	0.	0.30	
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Total TID Program		99.9	0.	99.0	0.	4.98	
H. Other Programs		0.0	0.	1.0	0.	0.02	

Trade Officers: 5

Non-Trade Officers: 0

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

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