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

**QUARTERLY RESULTS  
AND  
ACTIVITY REPORT**

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**RAPPORT TRIMESTRIEL  
DES ACTIVITES ET DES RESULTATS**

**JULY - SEPTEMBER 1986  
(2nd QUARTER FY 1986-87)**

**JUILLET - SEPTEMBRE 1986  
(2<sup>e</sup> TRIMESTRE, AF 1986-87)**



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

**QUARTERLY RESULTS**

**AND**

**ACTIVITY REPORT**

**RAPPORT TRIMESTRIEL**

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**JULY - SEPTEMBER 1986**  
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**(2<sup>e</sup> TRIMESTRE, AF 1986-87)**

**TRADE DEVELOPMENT POLICY  
AND PLANNING DIVISION (TPP)**

**DIRECTION DE LA POLITIQUE  
ET DE LA PLANIFICATION (TPP)**

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

**JAN 16 1987**

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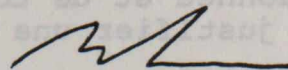
I am encouraged by the impressive worldwide total activity results of the Export and Investment Promotion Program as reflected in the July-September quarterly report. A number of individual missions have devoted considerable effort to refine their figures so that they are an increasingly realistic representation of workload results and progress. Several have done so despite difficult operating conditions, mostly of a workload nature.

Almost all of your Export and Investment Promotion Plans have been received in Ottawa and are currently being verified in the geographic bureaux. The next step will be to create a data base from the plans from which upwards of 23 standard reports will be available to form the basis of consultations with OGD's, provinces and national trade associations. Data entry will be completed by Christmas and the consultative process will be undertaken during January-February 1987. During the consultations on mission plans, the department's objective is to harmonize your plans with OGD's (to ensure they accommodate their many perspectives as well as possible) and to achieve similar synthesis with the provinces and the private sector to which the Government is committed in the continual development of a trade strategy for Canada.

Following the consultations, any significant changes will be incorporated into the plans which will be communicated to you as your agreed plan for the next fiscal year. The new Trade Tracking System Report forms which you received with your planning kits, will come into use April 1, 1987 to coincide with your new program year.

During FY 87/88 your Bureau will receive, based upon the new Tracking Report, a quarterly report comparing your progress and results with the work program you had outlined in your plan. They will also receive workload analyses based on your tracking reports. I am confident that this system will sharpen the department's ability to keep abreast of developments in a more disciplined fashion and to monitor developing situations which suggest resource reallocations may be warranted. The planning and tracking systems do not take the place of good management. They are intended to provide some of the tools to produce better management of the trade program.

Your mission plans are in the process of forming the most detailed and comprehensive storehouse of data on world markets we have ever had. We will be able to supply clients of the department with information on your territory, region, or on a world basis either sectorally, geographically or from a specific product, sector or project point of view. Perhaps most importantly, we will be able to identify our priorities quickly and with considerable precision; a key requirement when resources are becoming scarcer.



G.E. Shannon  
Deputy Minister  
International Trade

Je trouve encourageants les excellents résultats du Programme de promotion des exportations et des investissements en ce qui a trait à l'ensemble des activités dans le monde, tels qu'ils apparaissent dans le rapport trimestriel pour la période de juillet à septembre. Certaines missions ont déployé des efforts considérables pour fournir des chiffres plus précis, si bien que l'on peut maintenant se faire une idée plus juste de la charge de travail, des résultats obtenus et des progrès accomplis. Plusieurs missions y sont parvenues en dépit de conditions de travail difficiles, dues essentiellement à la nature des activités.

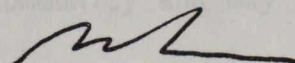
Presque tous les plans de promotion des exportations et des investissements sont parvenus à Ottawa et sont actuellement vérifiés par les directions générales géographiques. La prochaine étape consiste à établir une base de données tirées des plans, à partir de laquelle 23 rapports uniformisés au moins seront produits pour servir de base aux consultations avec les autres ministères, les provinces et les associations professionnelles nationales. L'entrée des données sera terminée avant Noël et le processus consultatif débutera en janvier ou février 1987. Au cours des consultations sur les plans des missions, l'objectif du Ministère est d'harmoniser vos plans avec ceux des autres ministères (pour s'assurer qu'ils couvrent le plus grand nombre possible d'aspects) et pour parvenir à une synthèse similaire avec les provinces et le secteur privé, avec lesquels le gouvernement s'est engagé à collaborer de manière suivie à l'élaboration d'une stratégie commerciale pour le Canada.

À l'issue des consultations, les changements majeurs seront incorporés aux plans qui vous seront communiqués et qui constitueront votre plan approuvé pour le prochain exercice financier. Les nouveaux formulaires de rapport du système de suivi des résultats commerciaux, que vous avez reçus avec votre trousse d'information sur la planification, entreront en vigueur le 1<sup>er</sup> avril 1987 de façon à coïncider avec la nouvelle année du programme.

Au cours de l'exercice 1987-1988, votre direction générale recevra un rapport trimestriel établi d'après le nouveau système de suivi, dans lequel vos activités en cours et vos résultats seront comparés avec le programme de travail que vous aviez présenté dans votre plan. La direction générale recevra également des analyses de la charge de travail fondées sur vos rapports de suivi. Je suis certain que ce système permettra d'accroître la capacité du Ministère de se tenir au courant des développements d'une façon plus ordonnée et de contrôler l'évolution de situations pouvant justifier une réaffectation des ressources. Les

systèmes de planification et de suivi ne remplacent pas une bonne gestion. Ils ont pour but de fournir quelques-uns des outils qui permettent de mieux gérer le programme du commerce.

Les plans des missions sont en passe de former l'ensemble de données le plus complet et le plus détaillé sur les marchés mondiaux que nous ayons jamais eu. Nous serons en mesure de fournir aux clients du Ministère des renseignements sur votre territoire, votre région ou sur l'ensemble des pays, que ce soit par secteur ou par région géographique, ou qu'ils portent sur un produit, un secteur ou un projet particuliers. Mais ce qui est peut-être le plus important, c'est que nous serons en mesure de définir nos priorités dans un délai très court et avec une très grande précision; il s'agit d'une exigence essentielle lorsque les ressources se font de plus en plus rares.



G.E. Shannon  
Sous-ministre  
Commerce extérieur





Directives sur le système de suivi  
des résultats commerciaux

**Trade Tracking System Guidelines**

Some concern has been expressed about the use of confidential information provided in Business Influenced Reports submitted by posts as part of their quarterly report. The general policy is that the relevant bureau is asked for its concurrence before any particular Business Influenced information is included among "Highlights". In any particular case where a post might have asked to approve the release of especially sensitive information, such requests are carefully followed.

While it is important to include all business within a quarterly report, only those items in which a post has played a meaningful role will be used among "Highlights".

Additional effort is needed, particularly among larger trade development posts, to provide a level of "Business Influenced" reports commensurate with their resources. The present format of this report does not feature the quantity of Business Influenced reports of individual posts, nor their cumulative values. However, it is thought that such a review would more vividly reflect the variety and magnitude of post's relationship with the business community and may be incorporated into future reports.

Posts should continue to submit the list of names of Canadian business visitors as such information can be used to update Departmental data on exporters and serve as a reference for project recruitment.

## Directives sur le système de suivi des résultats commerciaux

Certaines questions ont été soulevées concernant l'utilisation des renseignements confidentiels contenus dans les données sur les résultats commerciaux obtenus que les missions soumettent dans le cadre de leur rapport trimestriel. La politique générale à cet égard consiste à obtenir l'accord de la direction générale concernée avant d'inclure des renseignements particuliers sur les résultats commerciaux sous la rubrique "points saillants". Dans les cas particuliers où une mission a jugé utile de demander l'autorisation de divulguer des renseignements à caractère confidentiel, ces demandes sont examinées attentivement.

Bien qu'il soit important d'inclure toutes les activités dans chaque rapport trimestriel, seules les opérations pour lesquelles la mission a joué un rôle important doivent être inscrites à la rubrique "Points saillants".

Il convient de faire un effort particulier, notamment dans les missions où les activités commerciales sont plus importantes, pour transmettre des données sur les résultats commerciaux qui soient en proportion de leurs ressources. Le format actuel de ce type de rapports ne permet pas de faire ressortir le nombre de rapports sur les résultats commerciaux fournis par chaque mission, ni leur valeur cumulative. Toutefois, on estime que ce genre de recherches permet de donner une idée plus précise de la variété et de l'importance des relations qu'entretiennent les missions avec les milieux d'affaires, et qu'elles pourraient figurer dans les futurs rapports.

Les missions devraient continuer à dresser la liste des gens d'affaires canadiens en visite qui s'adressent à elles, car ces renseignements peuvent être utilisés pour mettre à jour les données du Ministère sur les exportateurs et servir de référence pour prendre les contacts nécessaires à un projet.

## INTRODUCTION

### TABLE OF CONTENTS

This is the fourth report of Trade and Industrial Development Program results. It covers the period of July through September 1986 and contains information drawn from the TID Program Tracking System. The report is based on the returns that were available up to November 17, 1986, from a total of eighty-six missions in all five major regions abroad.

This report encompasses the addition of Osaka as well as the recent reorganization of some geographic bureaux.

There are two main sections to this report:

#### **INTRODUCTION**

#### **I. GLOBAL AND REGIONAL SUMMARY OF PROGRAM RESULTS**

JULY - SEPTEMBER 1986 (2ND QUARTER FISCAL 1986-87)

#### **II. ACTIVITY SUMMARIES**

- TOTAL TID PROGRAM (GLOBAL)
- AFRICA & MIDDLE EAST
- ASIA & PACIFIC
- EUROPE
- LATIN AMERICA & CARIBBEAN
- UNITED STATES

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

JUILLET - SEPTEMBRE 1986 (2<sup>e</sup> TRIMESTRE, AF 1986-87)

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- ENSEMBLE DU PROGRAMME COMMERCIAL (A L'ÉCHELLE MONDIALE)
- AFRIQUE ET MOYEN-ORIENT
- ASIE ET PACIFIQUE
- EUROPE
- AMÉRIQUE LATINE ET ANTILLES
- ÉTATS-UNIS

## INTRODUCTION

This is the fourth quarterly report of Trade and Industrial Development Program results and activity. It covers the period of July through September 1986 and contains information drawn from the TID Program Tracking System. The report is based on the returns that were available up to November 17, 1986, from a total of eighty-six missions in all five major regions abroad.

This report encompasses the addition of Osaka as well as the recent reorganization of some geographic bureaux.

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.

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

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

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

## INTRODUCTION

Le présent document constitue le quatrième rapport trimestriel des résultats et activités du Programme commercial. Il couvre la période de juillet à septembre 1986 et contient des renseignements tirés du Système de suivi des résultats commerciaux. Il a été établi d'après les rapports présentés, au 17 novembre 1986, par quatre-vingt-six missions réparties dans les cinq grandes régions du monde.

Ce rapport comprend également notre nouvelle mission à Osaka et reflète la ré-organisation de certaines directions géographiques.

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.

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







1. ACTIVITÉS COMMERCIALES

1. BUSINESS ACTIVITY

- 1. 354 ACCORDS D'EXPORTATION EN UN D'UN AN
- 2. 342 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
- 3. 27 NOUVELLES COOPÉRATIONS ENTREPRISES
- 4. NOUVEAUX INVESTISSEMENTS EN RECHERCHE ET DÉVELOPPEMENT

POINTS SAILLANTS

SECTION I

POINTS SAILLANTS

SUMMARY OF PROGRAM

RESULTS

RÉSUMÉ DES RÉSULTATS

DU PROGRAMME

STATISTIQUES CLÉS

Missions	Missions		Missions
	Reporting	Total	
UNited States	14	14	14
Latin America & Caribbean	12	12	12
Europe	8	8	8
Asia Pacific	10	10	10
Africa & Middle East	10	10	10
Other	7	7	7
<b>Total</b>	<b>63</b>	<b>63</b>	<b>63</b>

Business Visitors	Business Visitors		Business Visitors
	Reporting	Total	
UNited States	14	14	14
Latin America & Caribbean	12	12	12
Europe	8	8	8
Asia Pacific	10	10	10
Africa & Middle East	10	10	10
Other	7	7	7
<b>Total</b>	<b>63</b>	<b>63</b>	<b>63</b>

Previous quarter figures are preliminary and subject to change.

**PROGRAM RESULTS: ALL REGIONS**

**1. BUSINESS ACTIVITY**

During the July-September 1986 period, eighty-seven posts submitted quarterly reports identifying the following business activity:

1. 354 EXPORT SALES WORTH \$408 MILLION
2. 342 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 27 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; VALUED AT \$5.0 MILLION
4. 7 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 4 VALUED AT \$5.5 MILLION
5. 5 CANADIAN INVESTMENT INITIATIVES IN TERRITORY; 1 VALUED AT \$5.4 MILLION
6. 4 TECHNOLOGY TRANSFERS; 1 VALUED AT \$1.6 MILLION

**HIGHLIGHTS:**

- o \$31 million sale of power station boiler (Cairo)
- o \$60 million sale of sulphuric acid plant (Mexico)
- o \$21 million sale of pulp mill equipment (Santiago)
- o \$5.0 million joint venture (Seoul)
- o \$4.6 million sale of computer assisted mapping system (Wellington)
- o Industrial Development worth \$4 million (Buffalo)
- o \$7 million sale of satellite ground station (Stockholm)

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

MISSIONS IN:	Missions		No. Confirmed Export Sales	Value Confirmed Export Sales(\$M)
	Total	Reporting		
Africa & Middle East	19	17	17	45
Asia & Pacific	19	17	122	89
Europe	27	26	78	55
Latin America & Caribbean	15	15	61	165
United States	14	12	78	76
	<u>94</u>	<u>87</u>	<u>354</u>	<u>430</u>

	Trade Enquiries		Investment Enquiries		Business Visitors	
Africa & Middle East	8554	(11673)	120	(288)	1738	(2155)
Asia & Pacific	11961	(15883)	541	(389)	3813	(5814)
Europe	11486	(14007)	987	(1557)	2545	(3424)
Latin America & Caribbean	6387		94		1923	(2104)
United States	11600	(17199)	997	(1071)	2478	(3844)
	<u>49988</u>	<u>(60559)</u>	<u>2739</u>	<u>(3421)</u>	<u>12497</u>	<u>(17341)</u>

(Previous quarter figures in brackets)

# RÉSULTATS DU PROGRAMME - TOUTES LES RÉGIONS

## 1. ACTIVITÉS COMMERCIALES

De juillet à septembre 1986, quatre-vingt-sept missions ont rapporté les activités commerciales suivantes:

1. 354 ACCORDS D'EXPORTATION D'UNE VALEUR DE 408 MILLIONS DE DOLLARS
2. 342 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 27 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE; DONT 1 D'UNE VALEUR DE 5 MILLIONS DE DOLLARS
4. 7 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA, DONT 4 D'UNE VALEUR DE 5,5 MILLIONS DE DOLLARS
5. 5 NOUVELLES INITIATIVES D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE, DONT 1 D'UNE VALEUR DE 5,4 MILLIONS DE DOLLARS
6. 4 TRANSFERTS DE TECHNOLOGIE, DONT 1 D'UNE VALEUR DE 1,6 MILLIONS DE DOLLARS

## POINTS SAILLANTS

- o Vente d'un générateur pour centrale électrique d'une valeur de 31 millions \$ (Le Caire)
- o Vente d'une usine d'acide sulfurique d'une valeur de 60 millions \$ (Mexico)
- o Vente d'équipement d'usine de pâte à papier d'une valeur de 21 millions \$ (Santiago)
- o Entreprise en participation d'une valeur de 5 millions \$ (Seoul)
- o Vente d'un système informatisé de cartographie d'une valeur de 4,6 millions \$ (Wellington)
- o Contrat d'expansion industrielle d'une valeur de 4 millions \$ (Buffalo)
- o Vente d'une station au sol pour satellites d'une valeur de 7 millions \$ (Stockholm)

## STATISTIQUES CLÉS

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

MISSIONS:	Missions		Nbre des Ventes à l'Exportation	Valeur des Ventes à l'Exportation \$M
	Somme	Rapports		
Afrique et Moyen-Orient	19	17	17	45
Asie et Pacifique	19	17	122	89
Europe	27	26	78	55
Amérique Latine et Antilles	15	15	61	165
États-Unis	14	12	78	76
	94	87	354	430

	Demande de Renseignements sur le Commerce		Demande de Renseignements sur l'Investissement		Visite de Gens d'Affaires	
Afrique et Moyen-Orient	8554	(11673)	120	(288)	1738	(2155)
Asie et Pacifique	11961	(15883)	541	(389)	3813	(5814)
Europe	11486	(14007)	987	(1557)	2545	(3424)
Amérique Latine et Antilles	6387	(7797)	94	(116)	1923	(2104)
États-Unis	11600	(17199)	997	(1071)	2478	(3844)
	49988	(60559)	2739	(3421)	12497	(17341)

(Les chiffres du trimestre précédant sont entre parenthèses)

**PROGRAM RESULTS: AFRICA & MIDDLE EAST**

**1. BUSINESS ACTIVITY**

During the July-September 1986 period seventeen posts reported the following business activity:

1. 17 EXPORT SALES WORTH \$45 MILLION
2. 40 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 2 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 0 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 0 TECHNOLOGY TRANSFERS

**HIGHLIGHTS:**

- o \$3.7 million sale of incubator equipment (Baghdad)
- o \$1.1 million sale of radio station equipment (Tunis)
- o \$0.6 million consultancy contract (Addis Ababa)
- o \$0.4 million sale of abattoir equipment (Nairobi)
- o \$5 million sale of wheat (Accra)
- o \$0.4 million sale of locomotive spare parts (Riyadh)
- o \$31 million sale of power station boiler (Cairo)

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

	Missions Reporting To	
	GAT	GMT
No. Trade Enquiries	5695 (8339)	2859 (3334)
No. Investment Enquiries	27 (62)	93 (226)
No. Business Visitors	928 (1135)	810 (1020)

(Previous quarter figures in brackets)

## RÉSULTATS DU PROGRAMME - AFRIQUE ET MOYEN-ORIENT

### 1. ACTIVITÉS COMMERCIALES

De juillet à septembre 1986, dix-sept missions ont rapporté les activités commerciales suivantes:

1. 17 VENTES A L'EXPORTATION D'UNE VALEUR DE 45 MILLIONS DE DOLLARS
2. 40 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 2 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 0 INITIATIVE D'EXPANSION INDUSTRIELLE AU CANADA
5. 0 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 0 TRANSFERTS DE TECHNOLOGIE

### POINTS SAILLANTS

- o Vente d'équipement pour incubateur d'une valeur de 3,7 millions \$ (Bagdad)
- o Vente d'équipement pour station de radio d'une valeur de 1,1 million \$ (Tunis)
- o Contrat de services-conseils d'une valeur de 0,6 million \$ (Addis-Abeba)
- o Vente d'équipement pour abattoirs d'une valeur de 0,4 million \$ (Nairobi)
- o Vente de blé d'une valeur de 5 millions \$ (Accra)
- o Vente de pièces détachées pour locomotives d'une valeur de 0,4 million \$ (Riyad)
- o Vente d'un générateur pour centrale électrique d'une valeur de 31 millions \$ (Le Caire)

### STATISTIQUES CLÉS

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

	RAPPORTS A:	
	GAT	GMT
Nbre de demandes de renseignements sur le commerce	5695 (8339)	2859 (3334)
Nbre de demandes de renseignements sur l'investissement	27 (62)	93 (226)
Nbre de visites de gens d'affaires	928 (1135)	810 (1020)

(Les chiffres du trimestre précédent sont entre parenthèses.)

# PROGRAM RESULTS: ASIA & PACIFIC

## 1. BUSINESS ACTIVITY

During the July-September 1986 period seventeen posts reported the following business activity:

1. 122 EXPORT SALES WORTH \$89 MILLION
2. 84 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 9 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 1 INDUSTRIAL DEVELOPMENT INITIATIVE IN CANADA
5. 2 CANADIAN INVESTMENT INITIATIVE IN TERRITORY;1 WORTH \$5.4 MILLION
6. 1 TECHNOLOGY TRANSFER IN TERRITORY WORTH \$330 THOUSAND

### HIGHLIGHTS:

- o \$1 million sale of banking software (Sydney)
- o \$2.2 million sale of equipment for oil drilling industry (New Delhi)
- o \$1.5 million sale of fibre optic equipment (Melbourne)
- o \$4.2 million sale of coinage (New Delhi)
- o \$4.6 million sale of computer assisted mapping system (Wellington)
- o \$1.6 million sale of telecommunications equipment (Islamabad)
- o \$2 million sale of window washing equipment (Hong Kong)
- o \$5 million joint venture (Seoul)

KEY STATISTICS: for the seventeen posts reporting workload information

#### Missions Reporting To

	<u>PST</u>	<u>PNT</u>
No. Trade Enquiries	9003 (7177)	2958 (8706)
No. Investment Enquiries	161 (139)	380 (250)
No. Business Visitors	2199 (1953)	1614 (3861)

(Previous quarter figure in brackets-adjusted for Bureau reorganization)

# RÉSULTATS DU PROGRAMME - ASIE ET PACIFIQUE

## 1. ACTIVITÉS COMMERCIALES

De juillet à septembre 1986, dix-sept missions ont rapporté les activités commerciales suivantes:

1. 122 VENTES A L'EXPORTATION D'UNE VALEUR DE 89 MILLIONS DE DOLLARS
2. 84 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 9 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 1 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA
5. 2 INITIATIVES D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE, D'UNE VALEUR DE 5,4 MILLIONS DE DOLLARS
6. 1 TRANSFERT DE TECHNOLOGIE

## POINTS SAILLANTS

- o Vente d'un logiciel pour opérations bancaires d'une valeur de 1 million \$ (Sydney)
- o Vente d'équipement pour l'industrie du forage pétrolier d'une valeur de 2,2 millions \$ (New Delhi)
- o Vente d'équipement pour fibres optiques d'une valeur de 1,5 million \$ (Melbourne)
- o Vente de monnaies d'une valeur de 4,2 millions \$ (New Delhi)
- o Vente d'un système informatisé de cartographie d'une valeur de 4,6 millions \$ (Wellington)
- o Vente d'équipement de télécommunications d'une valeur de 1,6 million \$ (Islamabad)
- o Vente d'équipement pour le nettoyage des fenêtres (Hong Kong)
- o Entreprise en participation d'une valeur de 5 millions \$ (Séoul)

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

### RAPPORTS A:

	PST	PNT
Nbre de demandes de renseignements sur le commerce	9003 (7177)	2958 (8706)
Nbre de demandes de renseignements sur l'investissement	161 (139)	380 (250)
Nbre de visites de gens d'affaires	2199 (1953)	1614 (3861)

(Les chiffres du trimestre précédent sont entre parenthèses.)

**1. BUSINESS ACTIVITY**

During the July-September 1986 period twenty-six posts reported the following business activity:

1. 78 EXPORT SALES WORTH \$55 MILLION
2. 113 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 4 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 4 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 3 VALUED AT \$1.5 MILLION
5. 2 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 2 TECHNOLOGY TRANSFERS

**HIGHLIGHTS:**

- o \$3.5 million sale of pipeline equipment (Belgrade)
- o \$2.4 million sale of semen and cattle (Madrid)
- o \$0.9 million on site sales at ISPO (Munich)
- o \$7 million sale of satellite ground station (Stockholm)
- o \$2.6 million sale of sonobuoys (Bonn)
- o \$0.8 million on site sales at Automechanika (Bonn)
- o \$1.2 million sale of offshore test equipment (Oslo)
- o \$1 million sale of bovine semen (Moscow)
- o \$0.4 million industrial development investment (Vienna)

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

	<u>Missions Reporting To</u>	
	RWT	RBT
No. Trade Enquiries	7637 (11,274)	3849 (2733)
No. Investment Enquiries	986 (1554)	1 (3)
No. Business Visitors	1988 (3268)	557 (156)

(Previous quarters figures in brackets-adjusted for Bureau reorganization)



## RÉSULTATS DU PROGRAMME - EUROPE

### 1. ACTIVITÉS COMMERCIALES

De juillet à septembre 1986, vingt-six missions ont rapporté les activités commerciales suivantes:

1. 78 VENTES A L'EXPORTATION D'UNE VALEUR DE 55 MILLIONS DE DOLLARS
2. 113 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 4 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 4 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA, DONT 3 D'UNE VALEUR DE 1,5 MILLIONS DE DOLLARS
5. 2 INITIATIVES D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 2 TRANSFERTS DE TECHNOLOGIE

### POINTS SAILLANTS

- o Vente d'équipement pour pipe-line d'une valeur de 3,5 millions \$ (Belgrade)
- o Vente de semences et de bétail d'une valeur de 2,4 millions \$ (Madrid)
- o Ventes de 0.9 million \$ sur les lieux à la foire ISPO (Munich)
- o Vente d'une station au sol pour satellites d'une valeur de 7 millions \$ (Stockholm)
- o Vente de bouées acoustiques d'une valeur de 2,6 millions \$ (Bonn)
- o Ventes de 0.8 million \$ sur les lieux à la foire Automechanika (Bonn)
- o Vente d'équipement d'exploration offshore d'une valeur de 1,2 million \$ (Oslo)
- o Vente de semences de bovins d'une valeur de 1 million \$ (Moscou)
- o Investissements de 0,4 million \$ pour l'expansion industrielle (Vienne)

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

#### RAPPORTS A:

	<u>RWT</u>	<u>RBT</u>
Nbre de demandes de renseignements sur le commerce	7637 (11274)	3849 (2733)
Nbre de demandes de renseignements sur l'investissement	986 (1554)	1 (3)
Nbre de visites de gens d'affaires	1988 (3268)	557 (156)

(Les chiffres du trimestre précédent sont entre parenthèses.)

**PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN**

**1. BUSINESS ACTIVITY**

During the July-September 1986 period fifteen posts reported the following business activity:

1. 61 EXPORT SALES WORTH \$165 MILLION
2. 56 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 11 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; 1 WORTH \$5 MILLION
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 1 CANADIAN INVESTMENT INITIATIVE IN TERRITORY
6. 1 TECHNOLOGY TRANSFER WORTH \$1.6 MILLION

**HIGHLIGHTS:**

- o \$1million sale of wind turbines (Buenos Aires)
- o \$21 million sale of pulp mill equipment (Santiago)
- o \$6 million sale of long fibre pulp (Sao Paulo)
- o \$60 million sale of sulphuric acid plant (Mexico)
- o \$4.2 million design/construction contract (Havana)
- o \$650 thousand sale of electronic taximeters (San Jose)
- o \$1.7 million sale of sewerage project equipment (Kingston)
- o \$5 million technology transfer contract (Caracas)
- o \$5 million sale of milk powder (Lima)

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

	<u>Missions Reporting To</u>	
	LCT	LST
No. Trade Enquiries	2004 (2821)	4383 (4976)
No. Investment Enquiries	41 (53)	53 (63)
No. Business Visitors	607 (735)	1316 (1369)

(Previous quarter figures in brackets)

## RÉSULTATS DU PROGRAMME - AMÉRIQUE LATINE ET ANTILLES

### 1. ACTIVITÉS COMMERCIALES

De juillet à septembre 1986, quinze missions ont rapporté les activités commerciales suivantes:

1. 61 VENTES A L'EXPORTATION D'UNE VALEUR DE 165 MILLIONS DE DOLLARS
2. 56 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 11 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE; 1 DONT D'UNE VALEUR DE 5 MILLIONS DE DOLLARS
4. 0 INITIATIVE D'EXPANSION INDUSTRIELLE AU CANADA
5. 1 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 1 TRANSFERT DE TECHNOLOGIE, D'UNE VALEUR DE 1,6 MILLIONS DE DOLLARS

### POINTS SAILLANTS

- o Vente de turbines éoliennes d'une valeur de 1 million \$ (Buenos Aires)
- o Vente d'équipement d'usine de pâte à papier d'une valeur de 21 millions \$ (Santiago)
- o Ventes de pâte à papier à fibres longues d'une valeur de 6 millions \$ (Sao Paulo)
- o Vente d'une usine d'acide sulfurique d'une valeur de 60 millions \$ (Mexico)
- o Contrat de conception et de construction d'une valeur de 4,2 millions \$ (La Havane)
- o Vente de taximètres électroniques d'une valeur de 650 000 \$ (San Jose)
- o Vente de matériel pour un réseau d'égouts d'une valeur de 1,7 million \$ (Kingston)
- o Contrat de transfert de technologie d'une valeur de 5 millions \$ (Caracas)
- o Vente de lait en poudre d'une valeur de 5 millions \$ (Lima)

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

	RAPPORTS A:	
	LCT	LST
Nbre de demandes de renseignements sur le commerce	2004 (2821)	4383 (4976)
Nbre de demandes de renseignements sur l'investissement	41 (53)	53 (63)
Nbre de visites de gens d'affaires	607 (735)	1316 (1369)

(Les chiffres du trimestre précédent sont entre parenthèses.)

**PROGRAM RESULTS: UNITED STATES**

**1. BUSINESS ACTIVITY**

During the July-September 1986 period twelve posts reported the following business activity:

1. 78 EXPORT SALES WORTH \$76 MILLION
2. 49 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 1 NEW JOINT AGREEMENT/LICENCING AGREEMENT
4. 2 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 1 VALUED AT \$4 MILLION
5. 0 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 0 TECHNOLOGY TRANSFERS

**HIGHLIGHTS:**

- o 3 sales of clothing and accessories worth \$3 million (Dallas)
- o \$4 million industrial development (Buffalo)
- o \$10 million sale of safety equipment (New York)
- o 8 sales of military components worth \$13.4 million (Detroit)
- o \$4 million sale of automotive stampings (Detroit)
- o \$1.4 million sale of silicone sealants (Minneapolis)
- o \$600 thousand sale of software (Minneapolis)
- o Computer software Industrial Developmentt creating 30 jobs (San Francisco)

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

	<u>Missions Reporting To</u>	
	<u>UTE</u>	<u>UTW</u>
No. Trade Enquiries	5514 (11,401)	6086 (5798)
No. Investment Enquiries	275 (438)	722 (633)
No. Business Visitors	1185 (2534)	1293 (1310)

(Previous quarter figures in brackets-adjusted for Bureau reorganization)

## RÉSULTATS DU PROGRAMME - ÉTATS-UNIS

### 1. ACTIVITÉS COMMERCIALES

De juillet à septembre 1986, douze missions ont rapporté les activités commerciales suivantes:

1. 78 VENTES A L'EXPORTATION D'UNE VALEUR DE 76 MILLIONS DE DOLLARS
2. 49 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 1 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 2 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA; DONT 1 D'UNE VALEUR DE 4 MILLIONS DE DOLLARS
5. 0 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 0 TRANSFERT DE TECHNOLOGIE

### POINTS SAILLANTS

- o Trois ventes de vêtements et d'accessoires d'une valeur de 3 millions \$ (Dallas)
- o Contrat d'expansion industrielle d'une valeur de 4 millions \$ (Buffalo)
- o Vente d'équipement de sécurité d'une valeur de 10 millions \$ (New York)
- o Huit ventes de pièces d'armement d'une valeur de 13,4 millions \$ (Detroit)
- o Vente d'étampeuses automotrices d'une valeur de 4 millions \$ (Detroit)
- o Vente de liants à base de silicone d'une valeur de 1,4 million \$ (Minneapolis)
- o Vente d'un logiciel d'une valeur de 600 000 \$ (Minneapolis)
- o Project d'expansion industrielle dans le domaine du logiciel informatique, permettant de créer 30 emplois (San Francisco)

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

#### RAPPORTS A:

	<u>UTE</u>	<u>UTW</u>
Nbre de demandes de renseignements sur le commerce	5514 (11401)	6086 (5798)
Nbre de demandes de renseignements sur l'investissement	275 (438)	722 (633)
Nbre de visites de gens d'affaires	1185 (2534)	1293 (1310)

(Les chiffres du trimestre précédent sont entre parenthèses.)









THE 48 DISTRICTS OF CALIFORNIA  
 ACTIVITY REPORT  
 FOR THE QUARTER OF 1966 (Q2)

Summary for THEM, I.L.S. PROGRAM

PERIOD: THE

**SECTION II**

ACTIVITY		COMMUNICATED		LOCAL-ORGANIZED		TOTAL TIME ALLOCATED	STATUS
		TIME	NO-TIME	TIME	NO-TIME		
<b>ACTIVITY SUMMARIES :</b>							
A. Services Expert Services	From Council	16.3	21.5	22.5	0.0	48.3	342 (Desired)
	From Territory	1.1	12.5	7.0	0.0	20.6	156 (Desired)
B. Expert Franchise Projects and Deals		0.0	0.0	0.0	0.0	0.0	0 (Desired/Actual)
C. Other Time Development Activities		10.1	0.0	9.1	0.0	19.2	
D. Franchise Projects		0.0	0.0	11.1	0.0	11.1	114 (Fair/Not/Fair)
<b>RÉSUMÉS DES ACTIVITÉS</b>							
E. Servicing Investment Development	From Council	2.3	0.0	1.1	0.0	3.4	72 (Desired)
	From Territory	2.3	0.0	2.0	0.0	4.3	127 (Desired)
F. Services to District	External Affairs	7.5	0.0	4.1	0.0	11.6	150 (Desired)
	Other Programs, etc.	3.0	0.0	3.0	0.0	6.0	111 (Desired)
G. Administration	Program Development	10.0	0.0	2.6	0.0	12.6	
	Local Professional Dev.	12.0	0.0	11.9	0.0	23.9	
Total ILS Program		92.4	21.5	70.0	0.0	113.9	
H. Other Programs		7.0	0.0	2.1	0.0	9.1	

Track Officers: 30  
 Non-Track Officers: 4

Note: Reported values are not adjusted for transfer adjustments, because adjustment is 1 percent

CHIEF



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (Q2)

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	16.9	22.5	28.5	0.0	82.10	28452 (Enquires)
from Territory	9.4	12.5	17.0	0.0	47.73	21536 (Enquires)
B. Export Promotion Projects and Events	6.7	0.0	6.1	0.0	22.93	2773 (Projects/Events)
C. Other Trade Development Activities	10.1	0.0	9.1	0.0	34.37	
D. Promotional Projects	8.4	0.0	11.1	0.0	35.05	1014 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	2.3	0.0	1.4	0.0	6.57	962 (Enquiries)
from Territory	3.5	0.0	2.4	0.0	10.53	1777 (Enquiries)
F. Service to Government						
External Affairs	7.5	0.0	4.1	0.0	20.70	1580 (Reports)
OGDs, Provinces, ETC	5.0	0.0	3.8	0.0	15.71	1836 (Contacts)
G. Administration						
Program Management	10.6	2.5	2.6	0.0	23.45	
Leave, Professional Dev.	12.0	0.0	11.9	0.0	42.72	
Total TID Program	92.4	37.5	98.0	0.0	341.86	
H. Other Programs	7.5	62.5	2.1	0.0	18.14	

Trade Officers: 350

Non-Trade Officers: 2

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

COMMENTS







AFRICA & MIDDLE EAST

AFRIQUE ET MOYEN-ORIENT

GAT

GMT

ABIDJAN

ACCRA

ADDIS ABABA

\* ALGIERS

DAR-ES-SALAAM

HARARE

\* KINSHASA

LAGOS

NAIROBI

RABAT

TUNIS

YAOUNDÉ

ABU DHABI

AMMAN

BAGHDAD

CAIRO

KUWAIT

RIYADH

TEL AVIV

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	24.4	22.5	31.3	0.0	12.19	4989 (Enquiries)
from Territory	16.4	12.5	19.2	0.0	7.80	3565 (Enquiries)
B. Export Promotion Projects and Events	6.8	0.0	4.2	0.0	2.46	139 (Projects/Events)
C. Other Trade Development Activities	6.8	0.0	7.1	0.0	2.97	
D. Promotional Projects	5.7	0.0	10.1	0.0	3.23	25 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.7	0.0	1.9	0.0	0.51	41 (Enquiries)
from Territory	2.7	0.0	1.8	0.0	1.00	79 (Enquiries)
F. Service to Government						
External Affairs	5.4	0.0	2.8	0.0	1.86	61 (Reports)
OGDs, Provinces, ETC	3.2	0.0	3.9	0.0	1.51	119 (Contacts)
G. Administration						
Program Management	7.5	2.5	3.7	0.0	2.60	
Leave, Professional Dev.	11.0	0.0	12.9	0.0	5.09	
Total TID Program	90.6	37.5	98.9	0.0	41.22	
H. Other Programs	9.4	62.5	1.1	0.0	3.78	

Trade Officers: 43

Non-Trade Officers: 2

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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	24.7	22.5	40.0	0.0	6.61	3434 (Enquires)
	from Territory	15.5	12.5	18.8	0.0	3.61	2261 (Enquires)
B. Export Promotion Projects and Events		6.3	0.0	6.1	0.0	1.25	124 (Projects/Events)
C. Other Trade Development Activities		5.6	0.0	10.3	0.0	1.49	
D. Promotional Projects		2.1	0.0	6.8	0.0	0.79	8 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.8	0.0	0.8	0.0	0.16	19 (Enquiries)
	from Territory	0.2	0.0	0.1	0.0	0.03	8 (Enquiries)
F. Service to Government	External Affairs	5.8	0.0	2.5	0.0	0.89	38 (Reports)
	OGDs, Provinces, ETC	2.3	0.0	3.8	0.0	0.57	27 (Contacts)
G. Administration	Program Management	5.1	2.5	2.9	0.0	0.89	
	Leave, Professional Dev.	16.7	0.0	8.1	0.0	2.65	
Total TID Program		85.1	37.5	100.2	0.0	18.94	
H. Other Programs		15.1	62.5	0.0	0.0	3.06	

Trade Officers: 20

Non-Trade Officers: 2

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Abidjan

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	32.5	0.0	55.0	0.0	1.20	210 (Enquires)
from Territory	12.5	0.0	30.0	0.0	0.55	135 (Enquires)
B. Export Promotion Projects and Events	0.0	0.0	0.0	0.0	0.00	0 (Projects/Events)
C. Other Trade Development Activities	15.0	0.0	11.0	0.0	0.41	
D. Promotional Projects	0.0	0.0	0.0	0.0	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	2 (Enquiries)
from Territory	0.5	0.0	0.0	0.0	0.01	1 (Enquiries)
F. Service to Government						
External Affairs	6.5	0.0	0.0	0.0	0.13	2 (Reports)
OGs, Provinces, ETC	1.5	0.0	3.0	0.0	0.06	0 (Contacts)
G. Administration						
Program Management	7.5	0.0	0.0	0.0	0.15	
Leave, Professional Dev.	19.0	0.0	1.0	0.0	0.39	
<hr/>						
Total TID Program	95.0	0.0	100.0	0.0	2.90	
H. Other Programs	5.0	0.0	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Accra

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries	from Canada	18.0	0.0	0.0	0.0	25 (Enquiries)
	from Territory	20.0	0.0	0.0	0.0	40 (Enquiries)
B. Export Promotion Projects and Events		0.0	0.0	0.0	0.0	0 (Projects/Events)
C. Other Trade Development Activities		0.0	0.0	0.0	0.0	
D. Promotional Projects		0.0	0.0	0.0	0.0	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	5.0	0.0	0.0	0.0	5 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0 (Enquiries)
F. Service to Government	External Affairs	5.0	0.0	0.0	0.0	6 (Reports)
	OGDs, Provinces, ETC	0.0	0.0	0.0	0.0	6 (Contacts)
G. Administration	Program Management	1.0	0.0	0.0	0.0	
	Leave, Professional Dev.	30.0	0.0	0.0	0.0	0.30
<hr/>						
Total TID Program		79.0	0.0	0.0	0.0	0.79
H. Other Programs		21.0	0.0	0.0	0.0	0.21

Trade Officers: 1

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (6&2)

Summary for POST: Addis Ababa

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	0.0	22.5	0.0	0.0	0.45	198 (Enquires)
	from Territory	0.0	12.5	0.0	0.0	0.25	37 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	0.0	0.0	0.00	0 (Projects/Events)
C. Other Trade Development Activities		0.0	0.0	0.0	0.0	0.00	
D. Promotional Projects		0.0	0.0	0.0	0.0	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	0.0	0.0	0.0	0.0	0.00	0 (Reports)
	OGDs, Provinces, ETC	0.0	0.0	0.0	0.0	0.00	0 (Contacts)
G. Administration	Program Management	0.0	2.5	0.0	0.0	0.05	
	Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00	
<hr/>							
Total TID Program		0.0	37.5	0.0	0.0	0.75	
H. Other Programs		0.0	62.5	0.0	0.0	1.25	

Trade Officers: 0

Non-Trade Officers: 2

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1996 (062)

Summary for POST: Harare

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	25.0	0.0	15.0	0.0	0.40	518 (Enquires)
	from Territory	35.0	0.0	5.0	0.0	0.40	0 (Enquires)
B. Export Promotion Projects and Events		5.0	0.0	5.0	0.0	0.10	0 (Projects/Events)
C. Other Trade Development Activities		5.0	0.0	25.0	0.0	0.30	
D. Promotional Projects		5.0	0.0	5.0	0.0	0.10	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	5.0	0.0	5.0	0.0	0.10	10 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	5.0	0.0	10.0	0.0	0.15	0 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	10.0	0.0	0.15	0 (Contacts)
G. Administration	Program Management	0.0	0.0	10.0	0.0	0.10	
	Leave, Professional Dev.	5.0	0.0	10.0	0.0	0.15	
Total TID Program		95.0	0.0	100.0	0.0	1.95	
H. Other Programs		5.0	0.0	0.0	0.0	0.05	

Trade Officers: 2

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (Q2)

Summary for POST: Lagos

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	20.0	0.0	25.0	0.0	0.65	680 (Enquiries)
from Territory	16.0	0.0	55.0	0.0	0.87	895 (Enquiries)
B. Export Promotion Projects and Events	12.5	0.0	15.0	0.0	0.40	50 (Projects/Events)
C. Other Trade Development Activities	0.0	0.0	5.0	0.0	0.05	
D. Promotional Projects	0.0	0.0	0.0	0.0	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	9.0	0.0	0.0	0.0	0.18	12 (Reports)
OGDs, Provinces, ETC	2.5	0.0	0.0	0.0	0.05	5 (Contacts)
G. Administration						
Program Management	10.0	0.0	0.0	0.0	0.20	
Leave, Professional Dev.	25.0	0.0	0.0	0.0	0.50	
<hr/>						
Total TID Program	95.0	0.0	100.0	0.0	2.90	
H. Other Programs	5.0	0.0	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Nairobi

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	10.0	0.0	44.0	0.0	0.98	623 (Enquires)
from Territory	9.0	0.0	12.5	0.0	0.34	767 (Enquires)
B. Export Promotion Projects and Events	15.0	0.0	1.5	0.0	0.18	6 (Projects/Events)
C. Other Trade Development Activities	10.0	0.0	11.0	0.0	0.32	
D. Promotional Projects	18.0	0.0	11.0	0.0	0.40	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	1.0	0.0	0.5	0.0	0.02	4 (Enquiries)
F. Service to Government						
External Affairs	8.0	0.0	1.0	0.0	0.10	6 (Reports)
OGDs, Provinces, ETC	6.0	0.0	3.5	0.0	0.13	6 (Contacts)
G. Administration						
Program Management	3.0	0.0	6.5	0.0	0.16	
Leave, Professional Dev.	20.0	0.0	8.5	0.0	0.37	
Total TTD Program	100.0	0.0	100.0	0.0	3.00	
H. Other Programs	0.0	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Rabat

AVERAGE TIME  
ALLOCATION

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	30.0	0.0	30.0	0.0	0.60	450 (Enquires)
	from Territory	10.0	0.0	20.0	0.0	0.30	120 (Enquires)
B. Export Promotion Projects and Events		8.0	0.0	5.0	0.0	0.13	50 (Projects/Events)
C. Other Trade Development Activities		5.0	0.0	3.0	0.0	0.08	
D. Promotional Projects		0.0	0.0	10.0	0.0	0.10	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.0	0.0	0.0	0.0	0.00	2 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	3 (Enquiries)
F. Service to Government	External Affairs	3.0	0.0	7.0	0.0	0.10	8 (Reports)
	OGDs, Provinces, ETC	2.0	0.0	10.0	0.0	0.12	5 (Contacts)
G. Administration	Program Management	2.0	0.0	0.0	0.0	0.02	
	Leave, Professional Dev.	30.0	0.0	15.0	0.0	0.45	
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Total TID Program		90.0	0.0	100.0	0.0	1.90	
H. Other Programs		10.0	0.0	0.0	0.0	0.10	

Trade Officers: 2

Non-Trade Officers: 0

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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Tunis

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	14.0	0.0	48.0	0.0	0.76	275 (Enquiries)
	from Territory	17.5	0.0	11.0	0.0	0.46	168 (Enquiries)
B. Export Promotion Projects and Events		0.0	0.0	13.0	0.0	0.13	1 (Projects/Events)
C. Other Trade Development Activities		2.0	0.0	10.0	0.0	0.14	
D. Promotional Projects		0.0	0.0	17.0	0.0	0.17	5 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	6.0	0.0	1.0	0.0	0.13	1 (Reports)
	OGDs, Provinces, ETC	2.0	0.0	0.0	0.0	0.04	2 (Contacts)
G. Administration	Program Management	1.5	0.0	0.0	0.0	0.03	
	Leave, Professional Dev.	1.0	0.0	0.0	0.0	0.02	
Total TID Program		44.0	0.0	100.0	0.0	1.88	
H. Other Programs		56.0	0.0	0.0	0.0	1.12	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	40.0	0.0	59.0	0.0	1.39	455 (Enquires)
	from Territory	10.0	0.0	4.0	0.0	0.24	79 (Enquires)
B. Export Promotion Projects and Events		11.5	0.0	8.0	0.0	0.31	17 (Projects/Events)
C. Other Trade Development Activities		6.5	0.0	6.0	0.0	0.19	
D. Promotional Projects		1.0	0.0	0.0	0.0	0.02	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	1.0	0.0	0.01	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	2.5	0.0	0.0	0.0	0.05	3 (Reports)
	OGDs,Provinces,ETC	1.0	0.0	0.0	0.0	0.02	3 (Contacts)
G. Administration	Program Management	8.5	0.0	0.0	0.0	0.17	
	Leave,Professional Dev.	12.5	0.0	22.0	0.0	0.47	
Total TID Program		93.5	0.0	100.0	0.0	2.87	
H. Other Programs		6.5	0.0	0.0	0.0	0.13	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (3&2)

Summary for SUB-REGION: MIDDLE EAST

AVERAGE TIME  
 ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries	from Canada	24.2	0.0	24.4	0.0	1555 (Enquires)
	from Territory	17.2	0.0	19.6	0.0	1304 (Enquires)
B. Export Promotion Projects and Events		7.3	0.0	2.6	0.0	15 (Projects/Events)
C. Other Trade Development Activities		7.9	0.0	4.5	0.0	
D. Promotional Projects		9.0	0.0	12.7	0.0	17 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.5	0.0	2.8	0.0	22 (Enquiries)
	from Territory	5.1	0.0	3.1	0.0	71 (Enquiries)
F. Service to Government	External Affairs	5.1	0.0	3.1	0.0	23 (Reports)
	OGDs, Provinces, ETC	4.1	0.0	4.1	0.0	92 (Contacts)
G. Administration	Program Management	9.8	0.0	4.4	0.0	
	Leave, Professional Dev.	5.8	0.0	16.8	0.0	
Total TID Program		96.0	0.0	98.1	0.0	22.28
H. Other Programs		4.1	0.0	1.9	0.0	0.72

Trade Officers: 23

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Abu Dhabi

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	22.5	0.0	10.0	0.0	0.55	132 (Enquires)
	from Territory	20.5	0.0	4.0	0.0	0.45	129 (Enquires)
B. Export Promotion Projects and Events		4.0	0.0	0.0	0.0	0.08	1 (Projects/Events)
C. Other Trade Development Activities		0.0	0.0	0.0	0.0	0.00	
D. Promotional Projects		13.0	0.0	9.0	0.0	0.35	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.5	0.0	10.0	0.0	0.13	6 (Enquiries)
	from Territory	2.5	0.0	5.0	0.0	0.10	33 (Enquiries)
F. Service to Government	External Affairs	1.0	0.0	3.0	0.0	0.05	2 (Reports)
	OGDs, Provinces, ETC	1.5	0.0	10.0	0.0	0.13	2 (Contacts)
G. Administration	Program Management	2.5	0.0	25.0	0.0	0.30	
	Leave, Professional Dev.	17.0	0.0	15.0	0.0	0.49	
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Total TID Program		86.0	0.0	91.0	0.0	2.63	
H. Other Programs		14.0	0.0	9.0	0.0	0.37	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Amman

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	20.0	0.0	30.0	0.0	0.80	0 (Enquires)
from Territory	15.0	0.0	32.5	0.0	0.60	0 (Enquires)
B. Export Promotion Projects and Events	20.0	0.0	2.5	0.0	0.25	0 (Projects/Events)
C. Other Trade Development Activities	0.0	0.0	0.0	0.0	0.00	
D. Promotional Projects	20.0	0.0	20.0	0.0	0.60	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	5.0	0.0	4.0	0.0	0.13	0 (Enquiries)
F. Service to Government						
External Affairs	10.0	0.0	6.0	0.0	0.22	0 (Reports)
OGDs, Provinces, ETC	5.0	0.0	2.5	0.0	0.10	0 (Contacts)
G. Administration						
Program Management	5.0	0.0	0.0	0.0	0.05	
Leave, Professional Dev.	0.0	0.0	2.5	0.0	0.05	
Total TID Program	100.0	0.0	100.0	0.0	3.00	
H. Other Programs	0.0	0.0	0.0	0.0	0.00	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Baghdad

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries	20.0	0.0	25.0	0.0	0.45	326 (Enquires)
from Canada	10.0	0.0	10.0	0.0	0.20	152 (Enquires)
from Territory						
B. Export Promotion Projects and Events	0.0	0.0	15.0	0.0	0.15	2 (Projects/Events)
C. Other Trade Development Activities	10.0	0.0	10.0	0.0	0.20	
D. Promotional Projects	20.0	0.0	20.0	0.0	0.40	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	1.0	0.0	0.0	0.0	0.01	1 (Enquiries)
F. Service to Government	15.0	0.0	10.0	0.0	0.25	7 (Reports)
External Affairs	10.0	0.0	5.0	0.0	0.15	2 (Contacts)
OGDs, Provinces, ETC						
G. Administration	14.0	0.0	5.0	0.0	0.19	
Program Management	0.0	0.0	0.0	0.0	0.00	
Leave, Professional Dev.						
Total TID Program	100.0	0.0	100.0	0.0	2.00	
H. Other Programs	0.0	0.0	0.0	0.0	0.00	

Trade Officers: 2

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Cairo

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	40.0	0.0	24.5	0.0	1.69	799 (Enquiries)
	from Territory	21.7	0.0	23.0	0.0	1.11	725 (Enquiries)
B. Export Promotion Projects and Events		3.0	0.0	0.0	0.0	0.09	10 (Projects/Events)
C. Other Trade Development Activities		3.0	0.0	7.5	0.0	0.24	
D. Promotional Projects		2.7	0.0	3.0	0.0	0.14	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.3	0.0	0.5	0.0	0.05	11 (Enquiries)
	from Territory	1.7	0.0	3.5	0.0	0.12	11 (Enquiries)
F. Service to Government	External Affairs	3.3	0.0	0.5	0.0	0.11	6 (Reports)
	OGDs, Provinces, ETC	6.3	0.0	7.0	0.0	0.33	79 (Contacts)
G. Administration	Program Management	12.0	0.0	4.5	0.0	0.45	
	Leave, Professional Dev.	0.7	0.0	21.5	0.0	0.45	
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Total TID Program		95.7	0.0	95.5	0.0	4.78	
H. Other Programs		4.3	0.0	4.5	0.0	0.22	

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Kuwait

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	20.0	0.0	40.0	0.0	0.60	0 (Enquires)
from Territory	14.0	0.0	15.0	0.0	0.29	0 (Enquires)
B. Export Promotion Projects and Events	6.0	0.0	1.0	0.0	0.07	0 (Projects/Events)
C. Other Trade Development Activities	20.0	0.0	2.0	0.0	0.22	
D. Promotional Projects	17.0	0.0	20.0	0.0	0.37	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.0	0.0	10.0	0.0	0.10	0 (Enquiries)
from Territory	10.0	0.0	8.0	0.0	0.18	0 (Enquiries)
F. Service to Government						
External Affairs	0.0	0.0	3.0	0.0	0.03	0 (Reports)
OGDs, Provinces, ETC	5.0	0.0	0.0	0.0	0.05	0 (Contacts)
G. Administration						
Program Management	5.0	0.0	0.0	0.0	0.05	
Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00	
Total TID Program	97.0	0.0	99.0	0.0	1.96	
H. Other Programs	3.0	0.0	1.0	0.0	0.04	

Trade Officers: 2

Non-Trade Officers: 0

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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Riyadh

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	18.5	0.0	15.0	0.0	0.89	197 (Enquires)
	from Territory	18.3	0.0	16.0	0.0	0.89	212 (Enquires)
B. Export Promotion Projects and Events		9.3	0.0	5.0	0.0	0.42	0 (Projects/Events)
C. Other Trade Development Activities		13.5	0.0	3.0	0.0	0.57	
D. Promotional Projects		2.8	0.0	2.0	0.0	0.13	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	2.0	0.0	0.02	1 (Enquiries)
	from Territory	5.0	0.0	3.0	0.0	0.23	19 (Enquiries)
F. Service to Government	External Affairs	4.8	0.0	2.0	0.0	0.21	6 (Reports)
	OGDs, Provinces, ETC	2.8	0.0	2.0	0.0	0.13	5 (Contacts)
G. Administration	Program Management	13.0	0.0	0.0	0.0	0.52	
	Leave, Professional Dev.	10.0	0.0	50.0	0.0	0.90	
Total TID Program		98.0	0.0	100.0	0.0	4.91	
H. Other Programs		2.3	0.0	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Tel Aviv

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	15.0	0.0	22.5	0.0	0.60	101 (Enquires)
	from Territory	5.0	0.0	20.0	0.0	0.45	86 (Enquires)
B. Export Promotion Projects and Events		15.0	0.0	0.0	0.0	0.15	2 (Projects/Events)
C. Other Trade Development Activities		10.0	0.0	7.5	0.0	0.25	
D. Promotional Projects		15.0	0.0	15.0	0.0	0.45	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	2.5	0.0	0.05	4 (Enquiries)
	from Territory	20.0	0.0	0.0	0.0	0.20	7 (Enquiries)
F. Service to Government	External Affairs	10.0	0.0	0.0	0.0	0.10	2 (Reports)
	OGDs, Provinces, ETC	0.0	0.0	2.5	0.0	0.05	4 (Contacts)
G. Administration	Program Management	10.0	0.0	2.5	0.0	0.15	
	Leave, Professional Dev.	0.0	0.0	27.5	0.0	0.55	
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Total TID Program		100.0	0.0	100.0	0.0	3.00	
H. Other Programs		0.0	0.0	0.0	0.0	0.00	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS





**ASIA & PACIFIC**

**ASIE ET PACIFIQUE**

**PST**

**PNT**

BANGKOK  
 CANBERRA  
 \* DHAKA  
 DJAKARTA  
 ISLAMABAD  
 KUALA LUMPUR  
 MANILA  
 MELBOURNE  
 NEW DELHI  
 PERTH  
 SINGAPORE  
 SYDNEY  
 WELLINGTON

TOKYO  
 OSAKA  
 \* BEIJING  
 HONG KONG  
 SEOUL  
 SHANGHAI

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (Q&2)

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	16.8	0.0	27.3	0.0	17.37	6154 (Enquires)
from Territory	9.0	0.0	21.2	0.0	11.86	5807 (Enquires)
B. Export Promotion Projects and Events	5.0	0.0	5.2	0.0	4.00	330 (Projects/Events)
C. Other Trade Development Activities	11.9	0.0	8.5	0.0	8.05	
D. Promotional Projects	9.0	0.0	11.1	0.0	7.92	166 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	2.8	0.0	2.1	0.0	1.93	248 (Enquiries)
from Territory	2.0	0.0	2.8	0.0	1.91	293 (Enquiries)
F. Service to Government						
External Affairs	10.0	0.0	3.3	0.0	5.28	520 (Reports)
OGOs, Provinces, ETC	7.1	0.0	5.9	0.0	5.13	647 (Contacts)
G. Administration						
Program Management	8.5	0.0	2.6	0.0	4.44	
Leave, Professional Dev.	9.1	0.0	7.5	0.0	6.53	
Total TID Program	91.2	0.0	97.5	0.0	74.42	
H. Other Programs	9.0	0.0	2.6	0.0	4.58	

Trade Officers: 79

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for SUB-REGION: PACIFIC NORTH

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	12.3	0.0	16.9	0.0	3.84	1421 (Enquiries)
from Territory	5.8	0.0	15.7	0.0	2.90	1537 (Enquiries)
B. Export Promotion Projects and Events	7.4	0.0	6.0	0.0	1.73	83 (Projects/Events)
C. Other Trade Development Activities	14.8	0.0	9.2	0.0	3.07	
D. Promotional Projects	7.0	0.0	13.8	0.0	2.77	54 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	6.3	0.0	5.1	0.0	1.47	187 (Enquiries)
from Territory	4.1	0.0	6.9	0.0	1.46	193 (Enquiries)
F. Service to Government						
External Affairs	3.9	0.0	3.4	0.0	0.95	139 (Reports)
OGDs, Provinces, ETC	7.7	0.0	8.6	0.0	2.12	223 (Contacts)
G. Administration						
Program Management	8.6	0.0	2.1	0.0	1.32	
Leave, Professional Dev.	7.4	0.0	10.2	0.0	2.32	
Total TID Program	85.3	0.0	97.9	0.0	23.95	
H. Other Programs	14.7	0.0	2.1	0.0	2.05	

Trade Officers: 26

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (662)

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	21.0	0.0	15.2	0.0	1.18	364 (Enquiries)
from Territory	3.0	0.0	13.4	0.0	0.75	361 (Enquiries)
B. Export Promotion Projects and Events	24.5	0.0	7.8	0.0	0.88	22 (Projects/Events)
C. Other Trade Development Activities	18.5	0.0	8.4	0.0	0.79	
D. Promotional Projects	3.5	0.0	27.4	0.0	1.44	30 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	11.5	0.0	4.2	0.0	0.44	10 (Enquiries)
from Territory	1.0	0.0	5.4	0.0	0.29	5 (Enquiries)
F. Service to Government						
External Affairs	0.0	0.0	1.2	0.0	0.06	6 (Reports)
OGDs, Provinces, ETC	0.0	0.0	4.0	0.0	0.20	4 (Contacts)
G. Administration						
Program Management	3.5	0.0	4.8	0.0	0.31	
Leave, Professional Dev.	8.0	0.0	4.8	0.0	0.40	
Total TID Program	94.5	0.0	96.6	0.0	6.72	
H. Other Programs	5.5	0.0	3.4	0.0	0.28	

Trade Officers: 7

Non-Trade Officers: 0

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

COMMENTS

Time Summary received for 7 of 22 Trade Officers.



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: OSAKA

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	5.0	0.0	5.0	0.0	0.20	19 (Enquires)
	from Territory	5.0	0.0	5.0	0.0	0.20	39 (Enquires)
B. Export Promotion Projects and Events		5.0	0.0	10.0	0.0	0.30	2 (Projects/Events)
C. Other Trade Development Activities		32.5	0.0	35.0	0.0	1.35	
D. Promotional Projects		0.0	0.0	0.0	0.0	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	17.5	0.0	15.0	0.0	0.65	31 (Enquiries)
	from Territory	10.0	0.0	15.0	0.0	0.50	22 (Enquiries)
F. Service to Government	External Affairs	5.0	0.0	0.0	0.0	0.10	3 (Reports)
	OGDs, Provinces, ETC	7.5	0.0	10.0	0.0	0.35	8 (Contacts)
G. Administration	Program Management	7.5	0.0	0.0	0.0	0.15	
	Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00	
Total TID Program		95.0	0.0	95.0	0.0	3.80	
H. Other Programs		5.0	0.0	5.0	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	15.0	0.0	18.7	0.0	1.01	648 (Enquiries)
	from Territory	7.0	0.0	26.0	0.0	0.99	787 (Enquiries)
B. Export Promotion Projects and Events		3.3	0.0	3.3	0.0	0.20	1 (Projects/Events)
C. Other Trade Development Activities		4.7	0.0	2.3	0.0	0.21	
D. Promotional Projects		14.0	0.0	3.7	0.0	0.53	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	4.3	0.0	5.0	0.0	0.28	115 (Enquiries)
	from Territory	3.3	0.0	11.7	0.0	0.45	124 (Enquiries)
F. Service to Government	External Affairs	3.0	0.0	2.3	0.0	0.16	77 (Reports)
	OGOs, Provinces, ETC	7.3	0.0	8.3	0.0	0.47	161 (Contacts)
G. Administration	Program Management	8.7	0.0	1.7	0.0	0.31	
	Leave, Professional Dev.	14.3	0.0	16.3	0.0	0.92	
Total TID Program		84.9	0.0	99.3	0.0	5.53	
H. Other Programs		15.0	0.0	0.7	0.0	0.47	

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Seoul

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	10.0	0.0	23.8	0.0	1.25	370 (Enquires)
	from Territory	10.0	0.0	16.3	0.0	0.95	348 (Enquires)
B. Export Promotion Projects and Events		6.7	0.0	3.8	0.0	0.35	57 (Projects/Events)
C. Other Trade Development Activities		3.3	0.0	2.5	0.0	0.20	
D. Promotional Projects		8.3	0.0	11.3	0.0	0.70	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.7	0.0	1.3	0.0	0.10	31 (Enquiries)
	from Territory	5.0	0.0	1.3	0.0	0.20	40 (Enquiries)
F. Service to Government	External Affairs	3.3	0.0	8.8	0.0	0.45	40 (Reports)
	OGDs, Provinces, ETC	15.0	0.0	13.8	0.0	1.00	39 (Contacts)
G. Administration	Program Management	6.7	0.0	0.0	0.0	0.20	
	Leave, Professional Dev.	10.0	0.0	17.5	0.0	1.00	
Total TID Program		80.0	0.0	100.4	0.0	6.40	
H. Other Programs		20.0	0.0	0.0	0.0	0.60	

Trade Officers: 7

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (Q2)

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	10.0	0.0	0.0	0.0	0.20	20 (Enquires)
	from Territory	1.5	0.0	0.0	0.0	0.03	2 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	0.0	0.0	0.00	1 (Projects/Events)
C. Other Trade Development Activities		26.0	0.0	0.0	0.0	0.52	
D. Promotional Projects		5.0	0.0	0.0	0.0	0.10	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	1.0	0.0	0.0	0.0	0.02	2 (Enquiries)
F. Service to Government	External Affairs	9.0	0.0	0.0	0.0	0.18	13 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	0.0	0.0	0.10	11 (Contacts)
G. Administration	Program Management	17.5	0.0	0.0	0.0	0.35	
	Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00	
Total TID Program		75.0	0.0	0.0	0.0	1.50	
H. Other Programs		25.0	0.0	0.0	0.0	0.50	

Trade Officers: 2

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (Q2)

Summary for SUB-REGION: PACIFIC SOUTH

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	18.8	0.0	33.1	0.0	4733 (Enquires)
	from Territory	10.3	0.0	24.3	0.0	
B. Export Promotion Projects and Events		3.9	0.0	4.7	0.0	247 (Projects/Events)
C. Other Trade Development Activities		10.6	0.0	8.0	0.0	4.98
D. Promotional Projects		9.9	0.0	9.5	0.0	5.15
E. Servicing Investment Development from Canada	from Canada	1.3	0.0	0.4	0.0	61 (Enquiries)
	from Territory	1.1	0.0	0.6	0.0	
F. Service to Government	External Affairs	12.6	0.0	3.2	0.0	381 (Reports)
	OGDs, Provinces, ETC	6.8	0.0	4.4	0.0	
G. Administration	Program Management	8.5	0.0	3.0	0.0	426 (Contacts)
	Leave, Professional Dev.	9.8	0.0	5.9	0.0	
Total TID Program		93.6	0.0	97.1	0.0	50.47
H. Other Programs		6.5	0.0	2.8	0.0	2.53

Trade Officers: 53

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	30.0	0.0	45.0	0.0	1.95	516 (Enquiries)
from Territory	13.5	0.0	28.3	0.0	1.12	262 (Enquiries)
B. Export Promotion Projects and Events	2.5	0.0	0.0	0.0	0.05	5 (Projects/Events)
C. Other Trade Development Activities	1.0	0.0	4.3	0.0	0.15	
D. Promotional Projects	19.0	0.0	9.3	0.0	0.66	17 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	5.0	0.0	0.0	0.0	0.10	14 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	5 (Enquiries)
F. Service to Government						
External Affairs	15.5	0.0	7.3	0.0	0.53	142 (Reports)
OGDs, Provinces, ETC	8.5	0.0	5.7	0.0	0.34	162 (Contacts)
G. Administration						
Program Management	5.0	0.0	0.0	0.0	0.10	
Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00	
Total TID Program	100.0	0.0	99.9	0.0	5.00	
H. Other Programs	0.0	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (Q2)

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	0.0	0.5	0.0	20.0	0.0	0.22	165 (Enquires)
	from Territory	0.0	0.0	0.0	9.0	0.0	0.09	156 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	0.0	0.0	0.0	0.00	0 (Projects/Events)
C. Other Trade Development Activities		0.0	16.3	0.0	23.0	0.0	0.98	
D. Promotional Projects		0.0	0.3	0.0	0.0	0.0	0.01	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.0	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	0.0	43.5	0.0	0.0	0.0	1.74	58 (Reports)
	OGDs, Provinces, ETC	0.0	16.0	0.0	0.0	0.0	0.64	10 (Contacts)
G. Administration	Program Management	0.0	13.3	0.0	23.0	0.0	0.76	
	Leave, Professional Dev.	0.0	3.5	0.0	22.0	0.0	0.36	
Total TID Program		0.0	93.4	0.0	97.0	0.0	4.70	
H. Other Programs		0.0	6.8	0.0	3.0	0.0	0.30	

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Jakarta

AVERAGE TIME  
ALLOCATION

Activity		CANADA-BASED				LOCALLY-ENGAGED				TOTAL TIME ALLOCATION	WORKLOAD (#)
		TRADE	NON-TRADE	TRADE	NON-TRADE	TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%	%	%	%	%		
A. Servicing Export Enquiries	from Canada	21.3	0.0	36.7	0.0	1.95		3% (Enquires)			
	from Territory	13.0	0.0	23.3	0.0	1.22		282 (Enquires)			
B. Export Promotion Projects and Events		4.8	0.0	0.0	0.0	0.19		36 (Projects/Events)			
C. Other Trade Development Activities		0.0	0.0	10.0	0.0	0.30					
D. Promotional Projects		10.8	0.0	10.0	0.0	0.73		4 (Fairs/Miss/Conf.)			
E. Servicing Investment Development	from Canada	1.8	0.0	0.0	0.0	0.07		7 (Enquiries)			
	from Territory	0.5	0.0	1.7	0.0	0.07		8 (Enquiries)			
F. Service to Government	External Affairs	3.8	0.0	1.7	0.0	0.20		16 (Reports)			
	OGIs, Provinces, ETC	1.8	0.0	6.7	0.0	0.27		11 (Contacts)			
G. Administration	Program Management	5.5	0.0	0.0	0.0	0.22					
	Leave, Professional Dev.	26.3	0.0	0.0	0.0	1.05					
Total TID Program		69.6	0.0	90.1	0.0	6.27					
H. Other Programs		10.8	0.0	10.0	0.0	0.73					

Trade Officers: 7

Non-Trade Officers: 0

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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Islamabad

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	0.0	29.0	0.0	160 (Enquires)
	from Territory	7.0	0.0	25.5	0.0	140 (Enquires)
B. Export Promotion Projects and Events		7.0	0.0	5.0	0.0	5 (Projects/Events)
C. Other Trade Development Activities		8.0	0.0	11.0	0.0	
D. Promotional Projects		10.0	0.0	10.0	0.0	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.0	0.0	0.0	0.0	1 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	1 (Enquiries)
F. Service to Government	External Affairs	3.0	0.0	3.5	0.0	2 (Reports)
	OGOs, Provinces, ETC	3.0	0.0	6.0	0.0	1 (Contacts)
G. Administration	Program Management	12.0	0.0	5.0	0.0	
	Leave, Professional Dev.	33.0	0.0	5.0	0.0	
Total TID Program		95.0	0.0	100.0	0.0	2.95
H. Other Programs		5.0	0.0	0.0	0.0	0.05

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	15.3	0.0	27.0	0.0	0.73	432 (Enquires)
from Territory	7.7	0.0	32.0	0.0	0.55	389 (Enquires)
B. Export Promotion Projects and Events	12.0	0.0	9.0	0.0	0.45	159 (Projects/Events)
C. Other Trade Development Activities	17.7	0.0	1.0	0.0	0.54	
D. Promotional Projects	24.3	0.0	4.0	0.0	0.77	26 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	3 (Enquiries)
F. Service to Government						
External Affairs	6.7	0.0	9.0	0.0	0.29	35 (Reports)
OGDs, Provinces, ETC	6.0	0.0	4.0	0.0	0.22	112 (Contacts)
G. Administration						
Program Management	5.7	0.0	11.0	0.0	0.28	
Leave, Professional Dev.	1.3	0.0	3.0	0.0	0.07	
<hr/>						
Total TID Program	96.7	0.0	100.0	0.0	3.90	
H. Other Programs	3.3	0.0	0.0	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Manila

AVERAGE TIME  
ALLOCATION

Activity		CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	33.0	0.0	72.0	0.0	1.71	315 (Enquires)
	from Territory	10.7	0.0	17.0	0.0	0.49	155 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	0.0	0.0	0.00	0 (Projects/Events)
C. Other Trade Development Activities		16.0	0.0	5.0	0.0	0.53	
D. Promotional Projects		8.0	0.0	1.0	0.0	0.25	5 (Fairs/Hisss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.7	0.0	0.0	0.0	0.02	3 (Enquiries)
	from Territory	0.7	0.0	0.0	0.0	0.02	5 (Enquiries)
F. Service to Government	External Affairs	4.0	0.0	1.0	0.0	0.13	9 (Reports)
	OGDs, Provinces, ETC	4.7	0.0	2.0	0.0	0.16	4 (Contacts)
G. Administration	Program Management	3.7	0.0	1.0	0.0	0.12	
	Leave, Professional Dev.	15.0	0.0	0.0	0.0	0.45	
Total TID Program		96.5	0.0	99.0	0.0	3.88	
H. Other Programs		3.7	0.0	1.0	0.0	0.12	

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (Q2)

Summary for POST: Melbourne

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	11.0	0.0	23.0	0.0	0.57	208 (Enquires)
	from Territory	14.0	0.0	38.5	0.0	0.91	588 (Enquires)
B. Export Promotion Projects and Events		2.0	0.0	7.5	0.0	0.17	1 (Projects/Events)
C. Other Trade Development Activities		17.0	0.0	20.5	0.0	0.58	
D. Promotional Projects		10.0	0.0	3.0	0.0	0.16	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	4 (Enquiries)
	from Territory	3.0	0.0	0.0	0.0	0.03	19 (Enquiries)
F. Service to Government	External Affairs	6.0	0.0	0.0	0.0	0.06	26 (Reports)
	OGOs, Provinces, ETC	5.0	0.0	0.0	0.0	0.05	37 (Contacts)
G. Administration	Program Management	9.0	0.0	1.0	0.0	0.11	
	Leave, Professional Dev.	2.0	0.0	6.5	0.0	0.15	
Total TID Program		79.0	0.0	100.0	0.0	2.79	
H. Other Programs		21.0	0.0	0.0	0.0	0.21	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: New Delhi

AVERAGE TIME  
ALLOCATION

Activity		CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)
		TRADE	NON-TRADE	TRADE	NON-TRADE		
		%	%	%	%		
A. Servicing Export Enquiries	from Canada	25.0	0.0	24.3	0.0	1.23	1213 (Enquires)
	from Territory	14.0	0.0	25.7	0.0	1.05	1060 (Enquires)
B. Export Promotion Projects and Events		7.5	0.0	0.0	0.0	0.15	6 (Projects/Events)
C. Other Trade Development Activities		7.5	0.0	8.0	0.0	0.39	
D. Promotional Projects		7.0	0.0	0.0	0.0	0.14	14 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.3	0.0	0.01	7 (Enquiries)
	from Territory	1.0	0.0	0.7	0.0	0.04	16 (Enquiries)
F. Service to Government	External Affairs	11.5	0.0	7.7	0.0	0.46	14 (Reports)
	OGDs, Provinces, ETC	11.0	0.0	13.3	0.0	0.62	7 (Contacts)
G. Administration	Program Management	5.5	0.0	0.7	0.0	0.13	
	Leave, Professional Dev.	0.0	0.0	17.3	0.0	0.52	
Total TID Program		90.0	0.0	98.0	0.0	4.74	
H. Other Programs		10.0	0.0	2.0	0.0	0.26	

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (Q2)

Summary for POST: Perth

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	10.0	0.0	25.0	0.0	0.35	96 (Enquiries)
	from Territory	5.0	0.0	5.0	0.0	0.10	103 (Enquiries)
B. Export Promotion Projects and Events		3.0	0.0	10.0	0.0	0.13	1 (Projects/Events)
C. Other Trade Development Activities		18.0	0.0	8.0	0.0	0.26	
D. Promotional Projects		5.0	0.0	30.0	0.0	0.35	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.0	0.0	1.0	0.0	0.02	3 (Enquiries)
	from Territory	1.0	0.0	0.0	0.0	0.01	10 (Enquiries)
F. Service to Government	External Affairs	4.0	0.0	1.0	0.0	0.05	12 (Reports)
	OGDs, Provinces, ETC	3.0	0.0	2.0	0.0	0.05	5 (Contacts)
G. Administration	Program Management	10.0	0.0	3.0	0.0	0.13	
	Leave, Professional Dev.	0.0	0.0	15.0	0.0	0.15	
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Total TID Program		60.0	0.0	100.0	0.0	1.60	
H. Other Programs		40.0	0.0	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (862)

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	17.0	0.0	26.5	0.0	0.87	479 (Enquires)
from Territory	8.5	0.0	16.5	0.0	0.50	400 (Enquires)
B. Export Promotion Projects and Events	7.0	0.0	3.5	0.0	0.21	26 (Projects/Events)
C. Other Trade Development Activities	0.0	0.0	0.0	0.0	0.00	
D. Promotional Projects	11.0	0.0	30.0	0.0	0.82	29 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	1.5	0.0	0.0	0.0	0.03	13 (Enquiries)
from Territory	1.5	0.0	2.5	0.0	0.08	13 (Enquiries)
F. Service to Government						
External Affairs	9.0	0.0	1.5	0.0	0.21	49 (Reports)
OGDs, Provinces, ETC	11.0	0.0	4.5	0.0	0.31	56 (Contacts)
G. Administration						
Program Management	6.0	0.0	0.0	0.0	0.12	
Leave, Professional Dev.	26.0	0.0	0.5	0.0	0.53	
Total TID Program	98.5	0.0	85.5	0.0	3.68	
H. Other Programs	1.5	0.0	14.5	0.0	0.32	

Trade Officers: 4  
 Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Sydney

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	22.7	0.0	29.7	0.0	1.57	456 (Enquires)
	from Territory	11.3	0.0	20.3	0.0	0.95	457 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	5.0	0.0	0.15	3 (Projects/Events)
C. Other Trade Development Activities		17.3	0.0	7.7	0.0	0.75	
D. Promotional Projects		2.3	0.0	16.3	0.0	0.56	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	4.7	0.0	2.3	0.0	0.21	9 (Enquiries)
	from Territory	5.7	0.0	0.7	0.0	0.19	17 (Enquiries)
F. Service to Government	External Affairs	11.0	0.0	2.3	0.0	0.40	9 (Reports)
	OGOs, Provinces, ETC	5.0	0.0	0.7	0.0	0.17	15 (Contacts)
G. Administration	Program Management	17.0	0.0	7.3	0.0	0.73	
	Leave, Professional Dev.	2.7	0.0	7.0	0.0	0.29	
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Total TID Program		99.7	0.0	99.3	0.0	5.97	
H. Other Programs		0.3	0.0	0.7	0.0	0.03	

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Wellington

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	24.0	0.0	40.0	0.0	1.68	297 (Enquires)
	from Territory	25.0	0.0	30.0	0.0	1.40	278 (Enquires)
B. Export Promotion Projects and Events		4.0	0.0	17.3	0.0	0.60	5 (Projects/Events)
C. Other Trade Development Activities		9.5	0.0	3.7	0.0	0.30	
D. Promotional Projects		15.0	0.0	3.3	0.0	0.40	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	0.5	0.0	0.0	0.0	0.01	3 (Enquiries)
F. Service to Government	External Affairs	6.5	0.0	1.0	0.0	0.16	9 (Reports)
	OGDs, Provinces, ETC	0.0	0.0	1.0	0.0	0.03	6 (Contacts)
G. Administration	Program Management	10.0	0.0	0.0	0.0	0.20	
	Leave, Professional Dev.	5.0	0.0	3.7	0.0	0.21	
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Total TID Program		99.5	0.0	100.0	0.0	4.99	
H. Other Programs		0.5	0.0	0.0	0.0	0.01	

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS







EUROPE

RBT

RWT

BELGRADE  
BUCHAREST  
BUDAPEST  
MOSCOW  
PRAGUE  
WARSAW

\* ANKARA  
ATHENS  
BERNE  
BONN  
BRUSSELS  
COPENHAGEN  
DUBLIN  
DUSSELDORF  
HAMBURG  
HELSINKI

LISBON  
LONDON  
MADRID  
MILAN  
MUNICH  
OSLO  
PARIS  
ROME  
STOCKHOLM  
THE HAGUE  
VIENNA

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	11.4	0.0	22.3	0.0	17.40	5867 (Enquiries)
from Territory	5.1	0.0	14.1	0.0	10.01	5619 (Enquiries)
B. Export Promotion Projects and Events	7.1	0.0	7.4	0.0	7.34	2104 (Projects/Events)
C. Other Trade Development Activities	11.1	0.0	8.9	0.0	9.98	
D. Promotional Projects	9.1	0.0	10.0	0.0	9.72	611 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	3.1	0.0	1.9	0.0	2.45	335 (Enquiries)
from Territory	4.5	0.0	3.4	0.0	3.95	652 (Enquiries)
F. Service to Government						
External Affairs	8.3	0.0	3.7	0.0	5.93	629 (Reports)
OGDs, Provinces, ETC	5.8	0.0	4.0	0.0	4.91	665 (Contacts)
G. Administration						
Program Management	12.0	0.0	3.3	0.0	7.43	
Leave, Professional Dev.	16.7	0.0	18.7	0.0	17.94	
Total TID Program	94.2	0.0	97.7	0.0	97.06	
H. Other Programs	5.8	0.0	2.3	0.0	3.94	

Trade Officers: 101

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for SUB-REGION: USSR & EAST EUROPE

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	13.1	0.0	22.7	0.0	3.55	1994 (Enquiries)
	from Territory	2.1	0.0	7.6	0.0	1.01	1655 (Enquiries)
B. Export Promotion Projects and Events		12.5	0.0	17.2	0.0	2.09	520 (Projects/Events)
C. Other Trade Development Activities		14.4	0.0	6.5	0.0	1.86	
D. Promotional Projects		13.5	0.0	13.4	0.0	2.55	81 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.1	0.0	4.5	0.0	0.51	1 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	6.1	0.0	2.1	0.0	0.72	197 (Reports)
	OGDs, Provinces, ETC	7.9	0.0	4.9	0.0	1.17	61 (Contacts)
G. Administration	Program Management	10.9	0.0	2.7	0.0	1.17	
	Leave, Professional Dev.	12.4	0.0	17.0	0.0	2.36	
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Total TID Program		93.0	0.0	98.6	0.0	18.29	
H. Other Programs		7.0	0.0	1.4	0.0	0.71	

Trade Officers: 19

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Belgrade

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries							
	from Canada	17.0	0.0	30.0	0.0	0.94	180 (Enquires)
	from Territory	4.5	0.0	8.5	0.0	0.26	40 (Enquires)
B. Export Promotion Projects and Events		12.5	0.0	7.0	0.0	0.39	57 (Projects/Events)
C. Other Trade Development Activities		19.5	0.0	2.5	0.0	0.44	
D. Promotional Projects		23.5	0.0	15.5	0.0	0.78	5 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	0.5	0.0	2.0	0.0	0.05	2 (Reports)
	OGDs, Provinces, ETC	9.0	0.0	3.0	0.0	0.24	5 (Contacts)
G. Administration	Program Management	3.0	0.0	0.0	0.0	0.06	
	Leave, Professional Dev.	7.0	0.0	31.5	0.0	0.77	
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Total TID Program		96.5	0.0	100.0	0.0	3.93	
H. Other Programs		3.5	0.0	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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Bucharest

AVERAGE TIME  
 ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	6.0	0.0	26.0	0.0	0.58	86 (Enquires)
	from Territory	1.0	0.0	5.5	0.0	0.12	16 (Enquires)
B. Export Promotion Projects and Events		14.0	0.0	14.0	0.0	0.42	23 (Projects/Events)
C. Other Trade Development Activities		12.0	0.0	5.5	0.0	0.23	
D. Promotional Projects		10.0	0.0	17.0	0.0	0.44	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquires)
F. Service to Government	External Affairs	5.0	0.0	5.5	0.0	0.16	15 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	5.0	0.0	0.15	8 (Contacts)
G. Administration	Program Management	15.0	0.0	4.5	0.0	0.24	
	Leave, Professional Dev.	12.0	0.0	14.5	0.0	0.41	
Total TID Program		80.0	0.0	97.5	0.0	2.75	
H. Other Programs		20.0	0.0	2.5	0.0	0.25	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	4.0	0.0	55.0	0.0	59 (Enquires)
	from Territory	2.0	0.0	7.0	0.0	9 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	2.0	0.0	2 (Projects/Events)
C. Other Trade Development Activities		30.0	0.0	2.0	0.0	
D. Promotional Projects		7.0	0.0	7.0	0.0	46 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
	from Canada	1.0	0.0	0.0	0.0	1 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0 (Enquiries)
F. Service to Government						
	External Affairs	1.0	0.0	0.0	0.0	1 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	3.0	0.0	8 (Contacts)
G. Administration						
	Program Management	24.0	0.0	1.0	0.0	
	Leave, Professional Dev.	18.0	0.0	23.0	0.0	
Total TID Program		92.0	0.0	100.0	0.0	1.92
H. Other Programs		8.0	0.0	0.0	0.0	0.08

Trade Officers: 2

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Moscow

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	21.0	0.0	22.5	0.0	0.87	262 (Enquires)
from Territory	0.0	0.0	0.0	0.0	0.00	3 (Enquires)
B. Export Promotion Projects and Events	0.0	0.0	0.0	0.0	0.00	0 (Projects/Events)
C. Other Trade Development Activities	4.5	0.0	7.5	0.0	0.24	
D. Promotional Projects	19.0	0.0	15.0	0.0	0.68	22 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	0.0	0.0	25.0	0.0	0.50	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	8.5	0.0	0.0	0.0	0.17	0 (Reports)
OGDs, Provinces, ETC	14.0	0.0	13.5	0.0	0.55	0 (Contacts)
G. Administration						
Program Management	9.0	0.0	0.0	0.0	0.18	
Leave, Professional Dev.	23.5	0.0	16.5	0.0	0.80	
Total TID Program	99.5	0.0	100.0	0.0	3.99	
H. Other Programs	0.5	0.0	0.0	0.0	0.01	

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (Q2)

Summary for POST: Prague

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	15.0	0.0	15.5	0.0	0.46	1277 (Enquires)
	from Territory	2.0	0.0	22.5	0.0	0.47	1680 (Enquires)
B. Export Promotion Projects and Events		20.0	0.0	7.5	0.0	0.35	0 (Projects/Events)
C. Other Trade Development Activities		15.0	0.0	0.0	0.0	0.15	
D. Promotional Projects		4.0	0.0	21.0	0.0	0.46	5 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government	External Affairs	15.0	0.0	2.5	0.0	0.20	37 (Reports)
	OGDs, Provinces, ETC	3.0	0.0	1.5	0.0	0.06	13 (Contacts)
G. Administration	Program Management	10.0	0.0	6.0	0.0	0.22	
	Leave, Professional Dev.	8.0	0.0	18.5	0.0	0.45	
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Total TID Program		92.0	0.0	95.0	0.0	2.82	
H. Other Programs		8.0	0.0	5.0	0.0	0.18	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	4.0	0.0	3.5	0.0	130 (Enquires)
	from Territory	3.0	0.0	2.0	0.0	107 (Enquires)
B. Export Promotion Projects and Events		41.0	0.0	65.0	0.0	438 (Projects/Events)
C. Other Trade Development Activities		10.0	0.0	19.0	0.0	0.48
D. Promotional Projects		2.0	0.0	1.5	0.0	0.05
E. Servicing Investment Development from Canada		0.0	0.0	0.0	0.0	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0 (Enquiries)
F. Service to Government	External Affairs	10.0	0.0	1.5	0.0	0.13
	OGDs, Provinces, ETC	4.0	0.0	2.5	0.0	0.09
G. Administration	Program Management	14.0	0.0	4.0	0.0	0.22
	Leave, Professional Dev.	0.0	0.0	1.0	0.0	0.02
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Total TID Program		88.0	0.0	100.0	0.0	2.88
H. Other Programs		12.0	0.0	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for SUB-REGION: EUROPE WEST

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	11.0	0.0	22.1	0.0	13.59	3873 (Enquires)
from Territory	5.7	0.0	16.0	0.0	8.93	3764 (Enquires)
B. Export Promotion Projects and Events	6.0	0.0	4.9	0.0	4.41	1584 (Projects/Events)
C. Other Trade Development Activities	10.4	0.0	9.4	0.0	8.01	
D. Promotional Projects	8.3	0.0	9.1	0.0	7.03	530 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	3.7	0.0	1.2	0.0	1.94	334 (Enquiries)
from Territory	5.4	0.0	4.4	0.0	3.95	652 (Enquiries)
F. Service to Government						
External Affairs	8.8	0.0	4.2	0.0	5.17	432 (Reports)
OGDs, Provinces, ETC	5.4	0.0	3.8	0.0	3.70	604 (Contacts)
G. Administration						
Program Management	12.3	0.0	3.5	0.0	6.26	
Leave, Professional Dev.	17.6	0.0	18.9	0.0	14.78	
Total TID Program	94.6	0.0	97.5	0.0	77.77	
H. Other Programs	5.5	0.0	2.5	0.0	3.23	

Trade Officers: 81

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Athens

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	15.0	0.0	29.0	0.0	0.73	279 (Enquires)
from Territory	3.0	0.0	15.5	0.0	0.34	226 (Enquires)
B. Export Promotion Projects and Events	10.0	0.0	3.0	0.0	0.16	11 (Projects/Events)
C. Other Trade Development Activities	16.0	0.0	7.5	0.0	0.31	
D. Promotional Projects	4.0	0.0	9.0	0.0	0.22	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	1.0	0.0	1.0	0.0	0.03	5 (Enquiries)
from Territory	0.0	0.0	1.0	0.0	0.02	5 (Enquiries)
F. Service to Government						
External Affairs	13.0	0.0	6.5	0.0	0.26	8 (Reports)
OGDs, Provinces, ETC	0.0	0.0	3.0	0.0	0.06	9 (Contacts)
G. Administration						
Program Management	10.0	0.0	5.0	0.0	0.20	
Leave, Professional Dev.	28.0	0.0	19.5	0.0	0.67	
Total TTD Program	100.0	0.0	100.0	0.0	3.00	
H. Other Programs	0.0	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Berne

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	16.0	0.0	34.0	0.0	1.00	225 (Enquires)
	from Territory	10.5	0.0	28.0	0.0	0.77	236 (Enquires)
B. Export Promotion Projects and Events		4.5	0.0	3.5	0.0	0.16	10 (Projects/Events)
C. Other Trade Development Activities		2.5	0.0	3.0	0.0	0.11	
D. Promotional Projects		20.5	0.0	5.5	0.0	0.52	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.5	0.0	0.0	0.0	0.01	7 (Enquiries)
	from Territory	2.5	0.0	0.0	0.0	0.05	21 (Enquiries)
F. Service to Government	External Affairs	11.5	0.0	5.0	0.0	0.33	51 (Reports)
	OSDs, Provinces, ETC	4.0	0.0	2.5	0.0	0.13	29 (Contacts)
G. Administration	Program Management	3.5	0.0	0.0	0.0	0.07	
	Leave, Professional Dev.	17.5	0.0	18.5	0.0	0.72	
Total TID Program		93.5	0.0	100.0	0.0	3.87	
H. Other Programs		6.5	0.0	0.0	0.0	0.13	

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Bonn

AVERAGE TIME  
 ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	17.5	0.0	15.0	0.0	0.65	150 (Enquires)
	from Territory	5.0	0.0	10.0	0.0	0.30	130 (Enquires)
B. Export Promotion Projects and Events		7.5	0.0	3.5	0.0	0.22	5 (Projects/Events)
C. Other Trade Development Activities		5.0	0.0	3.5	0.0	0.17	
D. Promotional Projects		10.0	0.0	5.0	0.0	0.30	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	2.5	0.0	0.0	0.0	0.05	3 (Enquiries)
	from Territory	0.0	0.0	12.5	0.0	0.25	2 (Enquiries)
F. Service to Government	External Affairs	17.5	0.0	13.5	0.0	0.62	19 (Reports)
	OGDs, Provinces, ETC	10.0	0.0	4.0	0.0	0.28	44 (Contacts)
G. Administration	Program Management	10.0	0.0	0.0	0.0	0.20	
	Leave, Professional Dev.	15.0	0.0	27.5	0.0	0.85	
Total TID Program		100.0	0.0	94.5	0.0	3.89	
H. Other Programs		0.0	0.0	5.5	0.0	0.11	

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

The time summary for the fifth officer was not complete.

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (862)

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	0.0	0.0	0.0	0.0	225 (Enquires)
	from Territory	0.0	0.0	0.0	0.0	195 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	0.0	0.0	2 (Projects/Events)
C. Other Trade Development Activities		0.0	0.0	0.0	0.0	
D. Promotional Projects		0.0	0.0	0.0	0.0	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
	from Canada	0.0	0.0	0.0	0.0	5 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	20 (Enquiries)
F. Service to Government						
	External Affairs	0.0	0.0	0.0	0.0	15 (Reports)
	OGDs, Provinces, ETC	0.0	0.0	0.0	0.0	25 (Contacts)
G. Administration						
	Program Management	0.0	0.0	0.0	0.0	
	Leave, Professional Dev.	0.0	0.0	0.0	0.0	
Total TID Program		0.0	0.0	0.0	0.0	
H. Other Programs		0.0	0.0	0.0	0.0	

Trade Officers: 0

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (862)

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	5.0	0.0	25.0	0.0	0.55	170 (Enquires)
from Territory	0.0	0.0	17.5	0.0	0.35	136 (Enquires)
B. Export Promotion Projects and Events	0.0	0.0	7.5	0.0	0.15	1 (Projects/Events)
C. Other Trade Development Activities	8.0	0.0	2.5	0.0	0.13	
D. Promotional Projects	0.0	0.0	15.0	0.0	0.30	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	2.0	0.0	0.0	0.0	0.02	2 (Enquiries)
from Territory	5.0	0.0	5.0	0.0	0.15	12 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.0	2.5	0.0	0.10	2 (Reports)
OGDs, Provinces, ETC	0.0	0.0	2.5	0.0	0.05	0 (Contacts)
G. Administration						
Program Management	20.0	0.0	2.5	0.0	0.25	
Leave, Professional Dev.	55.0	0.0	20.0	0.0	0.95	
Total TID Program	100.0	0.0	100.0	0.0	3.00	
H. Other Programs	0.0	0.0	0.0	0.0	0.00	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Dublin

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	12.0	0.0	26.0	0.0	0.38	128 (Enquires)
	from Territory	8.0	0.0	21.0	0.0	0.29	152 (Enquires)
B. Export Promotion Projects and Events		12.0	0.0	9.0	0.0	0.21	7 (Projects/Events)
C. Other Trade Development Activities		6.0	0.0	4.0	0.0	0.10	
D. Promotional Projects		9.0	0.0	6.0	0.0	0.15	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	5.0	0.0	1.0	0.0	0.06	2 (Enquiries)
	from Territory	8.0	0.0	2.0	0.0	0.10	3 (Enquiries)
F. Service to Government	External Affairs	10.0	0.0	8.0	0.0	0.18	7 (Reports)
	OGDs, Provinces, ETC	8.0	0.0	6.0	0.0	0.14	12 (Contacts)
G. Administration	Program Management	9.0	0.0	1.0	0.0	0.10	
	Leave, Professional Dev.	6.0	0.0	15.0	0.0	0.21	
Total TID Program		93.0	0.0	99.0	0.0	1.92	
H. Other Programs		7.0	0.0	1.0	0.0	0.00	

Trade Officers: 2

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Dusseldorf

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	4.7	0.0	33.0	0.0	0.80	154 (Enquires)
from Territory	2.3	0.0	22.5	0.0	0.52	63 (Enquires)
B. Export Promotion Projects and Events	4.0	0.0	5.5	0.0	0.23	7 (Projects/Events)
C. Other Trade Development Activities	1.0	0.0	2.0	0.0	0.07	
D. Promotional Projects	3.3	0.0	9.5	0.0	0.29	12 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	1.7	0.0	0.5	0.0	0.06	10 (Enquiries)
from Territory	14.7	0.0	2.5	0.0	0.49	32 (Enquiries)
F. Service to Government						
External Affairs	6.7	0.0	0.0	0.0	0.20	14 (Reports)
OGDs, Provinces, ETC	12.3	0.0	4.0	0.0	0.45	46 (Contacts)
G. Administration						
Program Management	5.3	0.0	0.0	0.0	0.16	
Leave, Professional Dev.	34.0	0.0	20.5	0.0	1.43	
Total TID Program	90.0	0.0	100.0	0.0	4.70	
H. Other Programs	10.0	0.0	0.0	0.0	0.30	

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Hamburg

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	0.0	22.5	0.0	0.76	107 (Enquiries)
	from Territory	1.0	0.0	17.0	0.0	0.37	249 (Enquiries)
B. Export Promotion Projects and Events		1.7	0.0	4.5	0.0	0.14	0 (Projects/Events)
C. Other Trade Development Activities		14.7	0.0	12.0	0.0	0.68	
D. Promotional Projects		0.0	0.0	4.5	0.0	0.09	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development		4.0	0.0	1.0	0.0	0.14	0 (Enquiries)
	from Canada	3.7	0.0	0.0	0.0	0.11	14 (Enquiries)
	from Territory						
F. Service to Government	External Affairs	5.0	0.0	5.5	0.0	0.26	3 (Reports)
	OGDs, Provinces, ETC	1.7	0.0	0.5	0.0	0.06	1 (Contacts)
G. Administration	Program Management	19.3	0.0	0.0	0.0	0.58	
	Leave, Professional Dev.	23.3	0.0	15.0	0.0	1.00	
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Total TID Program		84.7	0.0	82.5	0.0	4.19	
H. Other Programs		15.3	0.0	17.5	0.0	0.81	

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Helsinki

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	11.0	0.0	31.5	0.0	0.74	151 (Enquires)
	from Territory	3.0	0.0	6.5	0.0	0.16	171 (Enquires)
B. Export Promotion Projects and Events		4.0	0.0	2.5	0.0	0.09	38 (Projects/Events)
C. Other Trade Development Activities		3.0	0.0	8.5	0.0	0.20	
D. Promotional Projects		10.0	0.0	6.5	0.0	0.23	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.0	0.0	0.5	0.0	0.04	30 (Enquiries)
	from Territory	5.0	0.0	5.0	0.0	0.15	36 (Enquiries)
F. Service to Government	External Affairs	8.0	0.0	6.5	0.0	0.21	44 (Reports)
	OGDs, Provinces, ETC	4.0	0.0	11.0	0.0	0.26	48 (Contacts)
G. Administration	Program Management	8.0	0.0	2.0	0.0	0.12	
	Leave, Professional Dev.	36.0	0.0	19.5	0.0	0.75	
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Total TID Program		95.0	0.0	100.0	0.0	2.95	
H. Other Programs		5.0	0.0	0.0	0.0	0.05	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Lisbon

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	10.0	0.0	26.0	0.0	0.36	53 (Enquiries)
from Territory	8.0	0.0	7.0	0.0	0.15	35 (Enquiries)
B. Export Promotion Projects and Events	14.0	0.0	4.0	0.0	0.18	2 (Projects/Events)
C. Other Trade Development Activities	10.0	0.0	11.0	0.0	0.21	
D. Promotional Projects	5.0	0.0	14.0	0.0	0.19	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	1.0	0.0	0.0	0.0	0.01	3 (Enquiries)
F. Service to Government						
External Affairs	28.0	0.0	4.0	0.0	0.32	14 (Reports)
OGDs, Provinces, ETC	14.0	0.0	4.0	0.0	0.18	8 (Contacts)
G. Administration						
Program Management	8.0	0.0	0.0	0.0	0.08	
Leave, Professional Dev.	0.0	0.0	30.0	0.0	0.30	
Total TID Program	98.0	0.0	100.0	0.0	1.98	
H. Other Programs	2.0	0.0	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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1966 (862)

Summary for POST: London

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	8.3	0.0	19.0	0.0	1.45	298 (Enquires)
from Territory	6.7	0.0	17.8	0.0	1.29	495 (Enquires)
B. Export Promotion Projects and Events	5.7	0.0	3.8	0.0	0.53	1346 (Projects/Events)
C. Other Trade Development Activities	12.0	0.0	24.8	0.0	1.96	
D. Promotional Projects	16.0	0.0	9.0	0.0	1.41	412 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	6.8	0.0	1.0	0.0	0.46	117 (Enquiries)
from Territory	7.8	0.0	3.2	0.0	0.63	238 (Enquiries)
F. Service to Government						
External Affairs	9.0	0.0	9.2	0.0	1.00	122 (Reports)
OGDs, Provinces, ETC	5.3	0.0	4.2	0.0	0.53	119 (Contacts)
G. Administration						
Program Management	7.3	0.0	3.0	0.0	0.59	
Leave, Professional Dev.	9.2	0.0	5.0	0.0	0.60	
Total TID Program	94.1	0.0	100.0	0.0	10.65	
H. Other Programs	5.8	0.0	0.0	0.0	0.35	

Trade Officers: 11

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Madrid

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	15.0	0.0	18.8	0.0	1.05	224 (Enquires)
	from Territory	10.0	0.0	32.5	0.0	1.50	399 (Enquires)
B. Export Promotion Projects and Events		6.5	0.0	6.5	0.0	0.39	37 (Projects/Events)
C. Other Trade Development Activities		7.5	0.0	5.5	0.0	0.37	
D. Promotional Projects		7.5	0.0	3.8	0.0	0.30	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	3.5	0.0	0.0	0.0	0.07	1 (Enquiries)
	from Territory	1.0	0.0	1.8	0.0	0.09	1 (Enquiries)
F. Service to Government	External Affairs	4.0	0.0	0.5	0.0	0.10	2 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	0.5	0.0	0.12	5 (Contacts)
G. Administration	Program Management	12.5	0.0	0.0	0.0	0.25	
	Leave, Professional Dev.	20.0	0.0	24.8	0.0	1.39	
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Total TID Program		92.5	0.0	94.7	0.0	5.63	
H. Other Programs		7.5	0.0	5.5	0.0	0.37	

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Milan

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	9.0	0.0	14.0	0.0	218 (Enquires)
	from Territory	2.5	0.0	9.0	0.0	223 (Enquires)
B. Export Promotion Projects and Events		8.0	0.0	10.0	0.0	13 (Projects/Events)
C. Other Trade Development Activities		9.0	0.0	9.3	0.0	
D. Promotional Projects		2.5	0.0	18.7	0.0	5 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	6.5	0.0	3.3	0.0	33 (Enquiries)
	from Territory	6.0	0.0	3.0	0.0	26 (Enquiries)
F. Service to Government	External Affairs	8.0	0.0	0.0	0.0	5 (Reports)
	OGDs, Provinces, ETC	0.0	0.0	0.0	0.0	1 (Contacts)
G. Administration	Program Management	19.0	0.0	0.0	0.0	
	Leave, Professional Dev.	28.0	0.0	32.7	0.0	
<hr/>						
Total TID Program		98.5	0.0	100.0	0.0	4.97
H. Other Programs		1.5	0.0	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

COMMENTS

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

Summary for POST: Munich

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WEEKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	8.8	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)
	OGIs, 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	
<hr/>							
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 2ND QUARTER OF 1986 (862)

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	10.0	0.0	26.0	0.0	355 (Enquires)
	from Territory	8.0	0.0	20.5	0.0	296 (Enquires)
B. Export Promotion Projects and Events		24.5	0.0	13.0	0.0	54 (Projects/Events)
C. Other Trade Development Activities		7.5	0.0	19.0	0.0	
D. Promotional Projects		11.5	0.0	2.5	0.0	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		2.0	0.0	1.0	0.0	11 (Enquiries)
	from Territory	5.5	0.0	3.0	0.0	46 (Enquiries)
F. Service to Government	External Affairs	10.0	0.0	2.0	0.0	59 (Reports)
	OGDs,Provinces,ETC	5.5	0.0	4.5	0.0	67 (Contacts)
G. Administration	Program Management	7.0	0.0	0.5	0.0	
	Leave,Professional Dev.	7.5	0.0	8.0	0.0	
Total TID Program		99.0	0.0	100.0	0.0	3.98
H. Other Programs		1.0	0.0	0.0	0.0	0.02

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Paris

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	14.7	0.0	11.8	0.0	1.47	350 (Enquires)
from Territory	7.5	0.0	10.8	0.0	0.99	314 (Enquires)
B. Export Promotion Projects and Events	3.0	0.0	3.4	0.0	0.35	32 (Projects/Events)
C. Other Trade Development Activities	17.8	0.0	11.0	0.0	1.62	
D. Promotional Projects	6.5	0.0	12.8	0.0	1.03	21 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	4.5	0.0	0.2	0.0	0.28	41 (Enquiries)
from Territory	3.3	0.0	4.4	0.0	0.42	84 (Enquiries)
F. Service to Government						
External Affairs	6.5	0.0	1.2	0.0	0.45	24 (Reports)
OGDs, Provinces, ETC	6.2	0.0	2.4	0.0	0.49	31 (Contacts)
G. Administration						
Program Management	19.5	0.0	16.6	0.0	2.00	
Leave, Professional Dev.	5.7	0.0	22.8	0.0	1.48	
Total TID Program	95.2	0.0	97.4	0.0	10.58	
H. Other Programs	4.8	0.0	2.6	0.0	0.42	

Trade Officers: 11

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Stockholm

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
	from Canada	14.5	0.0	22.3	0.0	558 (Enquires)
	from Territory	6.5	0.0	11.7	0.0	333 (Enquires)
B. Export Promotion Projects and Events		1.0	0.0	2.7	0.0	6 (Projects/Events)
C. Other Trade Development Activities		13.5	0.0	9.7	0.0	
D. Promotional Projects		9.5	0.0	4.0	0.0	23 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
	from Canada	3.5	0.0	0.0	0.0	39 (Enquiries)
	from Territory	3.0	0.0	0.0	0.0	28 (Enquiries)
F. Service to Government						
	External Affairs	1.0	0.0	3.0	0.0	17 (Reports)
	OGDs, Provinces, ETC	3.5	0.0	5.0	0.0	95 (Contacts)
G. Administration						
	Program Management	14.5	0.0	3.7	0.0	0.40
	Leave, Professional Dev.	28.0	0.0	32.3	0.0	1.53
Total TID Program		98.5	0.0	94.4	0.0	4.80
H. Other Programs		1.5	0.0	5.7	0.0	0.20

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: The Hague

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	8.3	0.0	27.0	0.0	105 (Enquires)
	from Territory	6.0	0.0	5.3	0.0	47 (Enquires)
B. Export Promotion Projects and Events		5.3	0.0	0.7	0.0	2 (Projects/Events)
C. Other Trade Development Activities		12.0	0.0	1.7	0.0	
D. Promotional Projects		7.3	0.0	19.3	0.0	5 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.0	0.0	5.7	0.0	13 (Enquiries)
	from Territory	7.7	0.0	15.0	0.0	23 (Enquiries)
F. Service to Government	External Affairs	13.3	0.0	3.7	0.0	22 (Reports)
	OGOs, Provinces, ETC	4.3	0.0	9.0	0.0	41 (Contacts)
G. Administration	Program Management	16.7	0.0	0.0	0.0	
	Leave, Professional Dev.	15.7	0.0	10.7	0.0	
<hr/>						
Total TID Program		99.6	0.0	98.1	0.0	5.93
H. Other Programs		0.3	0.0	2.0	0.0	0.07

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Vienna

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries							
	from Canada	5.0	0.0	26.0	0.0	0.57	123 (Enquires)
	from Territory	3.0	0.0	11.5	0.0	0.26	64 (Enquires)
B. Export Promotion Projects and Events		5.0	0.0	5.0	0.0	0.15	11 (Projects/Events)
C. Other Trade Development Activities		10.0	0.0	6.5	0.0	0.23	
D. Promotional Projects		4.0	0.0	5.0	0.0	0.14	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		2.0	0.0	4.0	0.0	0.10	15 (Enquiries)
	from Territory	10.0	0.0	13.0	0.0	0.36	58 (Enquiries)
F. Service to Government	External Affairs	6.0	0.0	5.0	0.0	0.16	4 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	6.0	0.0	0.17	23 (Contacts)
G. Administration	Program Management	5.0	0.0	9.0	0.0	0.23	
	Leave, Professional Dev.	20.0	0.0	8.0	0.0	0.36	
<hr/>							
Total TID Program		75.0	0.0	99.0	0.0	2.73	
H. Other Programs		25.0	0.0	1.0	0.0	0.27	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS







LATIN AMERICA & CARIBBEAN

AMÉRIQUE LATINE ET DES ANTILLES

LCT

LST

BRIDGETOWN  
 GUATEMALA  
 HAVANA  
 KINGSTON  
 MEXICO  
 PORT OF SPAIN  
 SAN JOSE

BOGOTA  
 BRASILIA  
 BUENOS AIRES  
 CARACAS  
 LIMA  
 QUITO  
 SANTIAGO  
 SAO PAULO

Total TD Program  
 20.22

20.22

Back Offices

5

Head Office

1

1980

1980

LATIN AMERICA & CARIBBEAN  
AMÉRIQUE LATINE ET DES ANTILLES

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (Q62)

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	22.4	0.0	34.3	0.0	16.56	3994 (Enquires)
	from Territory	12.2	0.0	14.0	0.0	7.62	2393 (Enquires)
B. Export Promotion Projects and Events		5.8	0.0	4.8	0.0	3.06	82 (Projects/Events)
C. Other Trade Development Activities		7.4	0.0	11.5	0.0	5.52	
D. Promotional Projects		11.3	0.0	12.6	0.0	6.96	80 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.8	0.0	0.5	0.0	0.66	61 (Enquiries)
	from Territory	1.7	0.0	0.8	0.0	0.72	33 (Enquiries)
F. Service to Government	External Affairs	7.6	0.0	8.2	0.0	4.59	161 (Reports)
	OGs, Provinces, ETC	4.4	0.0	2.7	0.0	2.03	143 (Contacts)
G. Administration	Program Management	10.0	0.0	1.8	0.0	3.33	
	Leave, Professional Dev.	9.6	0.0	7.7	0.0	4.99	
Total TID Program		94.2	0.0	98.9	0.0	56.06	
H. Other Programs		5.7	0.0	1.2	0.0	1.94	

Trade Officers: 58

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	0.0	31.6	0.0	6.60	1348 (Enquiries)
from Territory	10.0	0.0	11.8	0.0	2.73	656 (Enquiries)
B. Export Promotion Projects and Events	3.8	0.0	5.8	0.0	1.21	38 (Projects/Events)
C. Other Trade Development Activities	7.3	0.0	10.7	0.0	2.27	
D. Promotional Projects	6.3	0.0	11.3	0.0	2.23	34 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	1.8	0.0	1.1	0.0	0.35	23 (Enquiries)
from Territory	1.1	0.0	0.5	0.0	0.20	18 (Enquiries)
F. Service to Government						
External Affairs	7.0	0.0	7.6	0.0	1.83	80 (Reports)
OGDs, Provinces, ETC	3.7	0.0	3.0	0.0	0.83	47 (Contacts)
G. Administration						
Program Management	13.0	0.0	3.1	0.0	1.96	
Leave, Professional Dev.	14.3	0.0	12.0	0.0	3.28	
Total TID Program	90.7	0.0	98.5	0.0	23.69	
H. Other Programs	9.3	0.0	1.5	0.0	1.31	

Trade Officers: 25

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	20.0	0.0	52.5	0.0	1.25	52 (Enquires)
from Territory	5.0	0.0	10.0	0.0	0.25	36 (Enquires)
B. Export Promotion Projects and Events	5.0	0.0	5.0	0.0	0.15	0 (Projects/Events)
C. Other Trade Development Activities	5.0	0.0	7.5	0.0	0.20	
D. Promotional Projects	10.0	0.0	5.0	0.0	0.20	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	5.0	0.0	0.0	0.0	0.05	1 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.0	2.5	0.0	0.10	2 (Reports)
OGDs, Provinces, ETC	0.0	0.0	2.5	0.0	0.05	2 (Contacts)
G. Administration						
Program Management	5.0	0.0	0.0	0.0	0.05	
Leave, Professional Dev.	30.0	0.0	15.0	0.0	0.60	
Total TID Program	90.0	0.0	100.0	0.0	2.90	
H. Other Programs	10.0	0.0	0.0	0.0	0.10	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	35.0	0.0	30.0	0.0	0.65	82 (Enquiries)
	from Territory	25.0	0.0	30.0	0.0	0.55	116 (Enquiries)
B. Export Promotion Projects and Events		10.0	0.0	0.0	0.0	0.10	1 (Projects/Events)
C. Other Trade Development Activities		10.0	0.0	15.0	0.0	0.25	
D. Promotional Projects		5.0	0.0	10.0	0.0	0.15	2 (Fairs/Miss/Conf.)
E. Servicing Investment Development							
	from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government							
	External Affairs	5.0	0.0	10.0	0.0	0.15	2 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	0.0	0.0	0.05	0 (Contacts)
G. Administration							
	Program Management	5.0	0.0	5.0	0.0	0.10	
	Leave, Professional Dev.	0.0	0.0	0.0	0.0	0.00	
Total TID Program		100.0	0.0	100.0	0.0	2.00	
H. Other Programs		0.0	0.0	0.0	0.0	0.00	

Trade Officers: 2

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Havana

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	11.0	0.0	20.5	0.0	0.52	545 (Enquires)
from Territory	5.0	0.0	10.5	0.0	0.26	56 (Enquires)
B. Export Promotion Projects and Events	1.0	0.0	1.0	0.0	0.03	1 (Projects/Events)
C. Other Trade Development Activities	14.0	0.0	3.5	0.0	0.21	
D. Promotional Projects	9.0	0.0	29.0	0.0	0.67	8 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada						
from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	7.0	0.0	0.5	0.0	0.08	8 (Reports)
OGDs, Provinces, ETC	3.0	0.0	0.5	0.0	0.04	6 (Contacts)
G. Administration						
Program Management	17.0	0.0	3.5	0.0	0.24	
Leave, Professional Dev.	9.0	0.0	31.0	0.0	0.71	
<hr/>						
Total TID Program	76.0	0.0	100.0	0.0	2.76	
H. Other Programs	24.0	0.0	0.0	0.0	0.24	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

No time report for the fourth officer.

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	25.0	0.0	64.0	0.0	1.53	178 (Enquires)
from Territory	10.0	0.0	10.5	0.0	0.31	81 (Enquires)
B. Export Promotion Projects and Events	0.0	0.0	2.0	0.0	0.04	0 (Projects/Events)
C. Other Trade Development Activities	16.0	0.0	13.5	0.0	0.43	
D. Promotional Projects	0.0	0.0	0.0	0.0	0.00	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	2.0	0.0	3.5	0.0	0.09	3 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	5.0	0.0	0.0	0.0	0.05	4 (Reports)
OGDs, Provinces, ETC	10.0	0.0	3.0	0.0	0.16	2 (Contacts)
G. Administration						
Program Management	12.0	0.0	0.0	0.0	0.12	
Leave, Professional Dev.	15.0	0.0	3.5	0.0	0.22	
<hr/>						
Total TID Program	95.0	0.0	100.0	0.0	2.95	
H. Other Programs	5.0	0.0	0.0	0.0	0.05	

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (Q2)

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	27.0	0.0	21.0	0.0	1.71	242 (Enquires)
	from Territory	7.0	0.0	6.3	0.0	0.47	111 (Enquires)
B. Export Promotion Projects and Events		2.0	0.0	10.0	0.0	0.38	10 (Projects/Events)
C. Other Trade Development Activities		10.8	0.0	9.0	0.0	0.70	
D. Promotional Projects		7.3	0.0	4.3	0.0	0.42	17 (Fairs/Miss/Conf.)
E. Servicing Investment Development							
	from Canada	0.3	0.0	0.0	0.0	0.01	2 (Enquiries)
	from Territory	0.8	0.0	1.0	0.0	0.06	9 (Enquiries)
F. Service to Government							
	External Affairs	7.0	0.0	19.3	0.0	0.86	43 (Reports)
	OGDs, Provinces, ETC	2.3	0.0	4.7	0.0	0.23	24 (Contacts)
G. Administration							
	Program Management	10.5	0.0	6.7	0.0	0.62	
	Leave, Professional Dev.	17.0	0.0	15.3	0.0	1.14	
Total TID Program		92.0	0.0	97.6	0.0	6.60	
H. Other Programs		8.3	0.0	2.3	0.0	0.40	

Trade Officers: 7

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Port of Spain

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	17.5	0.0	20.5	0.0	0.76	186 (Enquires)
	from Territory	17.5	0.0	18.5	0.0	0.72	210 (Enquires)
B. Export Promotion Projects and Events		4.0	0.0	10.0	0.0	0.28	25 (Projects/Events)
C. Other Trade Development Activities		0.0	0.0	20.5	0.0	0.41	
D. Promotional Projects		3.0	0.0	3.0	0.0	0.12	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	5.0	0.0	3.0	0.0	0.16	14 (Enquiries)
	from Territory	2.5	0.0	2.0	0.0	0.09	8 (Enquiries)
F. Service to Government	External Affairs	2.0	0.0	3.0	0.0	0.10	8 (Reports)
	OGDs, Provinces, ETC	1.0	0.0	4.0	0.0	0.10	6 (Contacts)
G. Administration	Program Management	12.5	0.0	4.0	0.0	0.33	
	Leave, Professional Dev.	25.0	0.0	5.5	0.0	0.61	
Total TID Program		90.0	0.0	94.0	0.0	3.68	
H. Other Programs		10.0	0.0	6.0	0.0	0.32	

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	17.5	0.0	3.0	0.0	63 (Enquiries)
	from Territory	6.0	0.0	5.0	0.0	46 (Enquiries)
B. Export Promotion Projects and Events		6.5	0.0	10.0	0.0	1 (Projects/Events)
C. Other Trade Development Activities		0.0	0.0	7.0	0.0	
D. Promotional Projects		8.5	0.0	50.0	0.0	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
	from Canada	1.5	0.0	1.0	0.0	3 (Enquiries)
	from Territory	2.5	0.0	0.0	0.0	1 (Enquiries)
F. Service to Government						
	External Affairs	15.0	0.0	19.0	0.0	13 (Reports)
	OGDs, Provinces, ETC	7.5	0.0	5.0	0.0	7 (Contacts)
G. Administration						
	Program Management	25.0	0.0	0.0	0.0	
	Leave, Professional Dev.	0.0	0.0	0.0	0.0	
Total TID Program		90.0	0.0	100.0	0.0	2.80
H. Other Programs		10.0	0.0	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	22.3	0.0	36.4	0.0	9.76	2646 (Enquires)
	from Territory	13.9	0.0	15.7	0.0	4.89	1737 (Enquires)
B. Export Promotion Projects and Events		7.4	0.0	3.9	0.0	1.85	44 (Projects/Events)
C. Other Trade Development Activities		7.5	0.0	12.1	0.0	3.25	
D. Promotional Projects		15.1	0.0	13.6	0.0	4.73	46 (Fairs/Miss/Conf.)
E. Servicing Investment Development							
	from Canada	1.9	0.0	0.1	0.0	0.31	38 (Enquiries)
	from Territory	2.2	0.0	1.0	0.0	0.52	15 (Enquiries)
F. Service to Government							
	External Affairs	8.1	0.0	8.6	0.0	2.76	81 (Reports)
	OGDs, Provinces, ETC	4.9	0.0	2.4	0.0	1.20	% (Contacts)
G. Administration							
	Program Management	7.8	0.0	0.8	0.0	1.39	
	Leave, Professional Dev.	6.0	0.0	4.4	0.0	1.71	
Total TID Program		97.1	0.0	99.0	0.0	32.37	
H. Other Programs		2.9	0.0	0.9	0.0	0.63	

Trade Officers: 33

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	30.0	0.0	0.0	0.0	0.60	537 (Enquiries)
from Canada						
from Territory	20.0	0.0	0.0	0.0	0.40	94 (Enquiries)
B. Export Promotion Projects and Events	8.0	0.0	0.0	0.0	0.16	4 (Projects/Events)
C. Other Trade Development Activities	3.5	0.0	0.0	0.0	0.07	
D. Promotional Projects	10.0	0.0	0.0	0.0	0.20	4 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	7.5	0.0	0.0	0.0	0.15	4 (Enquiries)
from Territory	2.0	0.0	0.0	0.0	0.04	1 (Enquiries)
F. Service to Government	7.5	0.0	0.0	0.0	0.15	3 (Reports)
External Affairs						
OGDs, Provinces, ETC	5.0	0.0	0.0	0.0	0.10	1 (Contacts)
G. Administration	5.0	0.0	0.0	0.0	0.10	
Program Management						
Leave, Professional Dev.	1.5	0.0	0.0	0.0	0.03	
Total TID Program	100.0	0.0	0.0	0.0	2.00	
H. Other Programs	0.0	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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	15.0	0.0	50.0	0.0	91 (Enquires)
	from Territory	5.0	0.0	10.0	0.0	23 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	0.0	0.0	0 (Projects/Events)
C. Other Trade Development Activities		32.5	0.0	20.0	0.0	0.85
D. Promotional Projects		5.0	0.0	10.0	0.0	0.20
E. Servicing Investment Development						
	from Canada	5.0	0.0	0.0	0.0	10 (Enquiries)
	from Territory	0.0	0.0	8.0	0.0	0 (Enquiries)
F. Service to Government						
	External Affairs	0.0	0.0	10.0	0.0	14 (Reports)
	OGDs, Provinces, ETC	10.0	0.0	0.0	0.0	10 (Contacts)
G. Administration						
	Program Management	12.5	0.0	0.0	0.0	0.25
	Leave, Professional Dev.	2.5	0.0	0.0	0.0	0.05
Total TID Program		87.5	0.0	100.0	0.0	2.75
H. Other Programs		12.5	0.0	0.0	0.0	0.25

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	6.5	0.0	34.3	0.0	1.16	240 (Enquiries)
from Territory	0.0	0.0	15.0	0.0	0.45	98 (Enquiries)
B. Export Promotion Projects and Events	2.5	0.0	6.3	0.0	0.24	25 (Projects/Events)
C. Other Trade Development Activities	2.5	0.0	7.7	0.0	0.28	
D. Promotional Projects	35.0	0.0	15.0	0.0	1.15	6 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	30.0	0.0	10.3	0.0	0.91	20 (Reports)
OGDs, Provinces, ETC	3.5	0.0	3.3	0.0	0.17	4 (Contacts)
G. Administration						
Program Management	12.5	0.0	0.0	0.0	0.25	
Leave, Professional Dev.	7.5	0.0	6.7	0.0	0.35	
Total TID Program	100.0	0.0	98.6	0.0	4.96	
H. Other Programs	0.0	0.0	1.3	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	21.7	0.0	51.3	0.0	2.19	5% (Enquires)
	from Territory	26.0	0.0	8.0	0.0	1.02	326 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	0.7	0.0	0.02	1 (Projects/Events)
C. Other Trade Development Activities		6.3	0.0	19.7	0.0	0.78	
D. Promotional Projects		8.7	0.0	6.0	0.0	0.44	5 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.7	0.0	0.0	0.0	0.02	8 (Enquiries)
	from Territory	1.0	0.0	0.0	0.0	0.03	8 (Enquiries)
F. Service to Government	External Affairs	4.7	0.0	4.3	0.0	0.27	10 (Reports)
	OGDs, Provinces, ETC	3.0	0.0	4.3	0.0	0.22	38 (Contacts)
G. Administration	Program Management	6.0	0.0	1.3	0.0	0.22	
	Leave, Professional Dev.	20.0	0.0	2.7	0.0	0.68	
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Total TID Program		98.1	0.0	98.3	0.0	5.89	
H. Other Programs		2.0	0.0	1.7	0.0	0.11	

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (862)

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	32.5	0.0	38.5	0.0	1.42	330 (Enquiries)
	from Territory	18.0	0.0	10.0	0.0	0.56	331 (Enquiries)
B. Export Promotion Projects and Events		4.5	0.0	2.5	0.0	0.14	0 (Projects/Events)
C. Other Trade Development Activities		2.5	0.0	1.0	0.0	0.07	
D. Promotional Projects		20.5	0.0	7.0	0.0	0.55	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.0	0.0	0.5	0.0	0.03	8 (Enquiries)
	from Territory	0.5	0.0	0.0	0.0	0.01	2 (Enquiries)
F. Service to Government	External Affairs	11.0	0.0	17.0	0.0	0.56	8 (Reports)
	OGAs, Provinces, ETC	4.5	0.0	0.0	0.0	0.09	6 (Contacts)
G. Administration	Program Management	5.0	0.0	5.0	0.0	0.20	
	Leave, Professional Dev.	0.0	0.0	15.0	0.0	0.30	
Total TID Program		100.0	0.0	96.5	0.0	3.93	
H. Other Programs		0.0	0.0	3.5	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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	35.0	0.0	43.0	0.0	1.21 (Enquires)
	from Territory	15.0	0.0	15.0	0.0	0.45 (Enquires)
B. Export Promotion Projects and Events		0.0	0.0	1.5	0.0	0.03 1 (Projects/Events)
C. Other Trade Development Activities		5.0	0.0	26.5	0.0	0.58
D. Promotional Projects		2.0	0.0	3.0	0.0	0.08 4 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
	from Canada	0.0	0.0	0.0	0.0	0.00 3 (Enquiries)
	from Territory	25.0	0.0	8.5	0.0	0.42 0 (Enquiries)
F. Service to Government						
	External Affairs	1.0	0.0	2.5	0.0	0.06 4 (Reports)
	OGDs, Provinces, ETC	15.0	0.0	0.0	0.0	0.15 14 (Contacts)
G. Administration						
	Program Management	0.0	0.0	0.0	0.0	0.00
	Leave, Professional Dev.	2.0	0.0	0.0	0.0	0.02
<hr/>						
Total TID Program		100.0	0.0	100.0	0.0	3.00
H. Other Programs		0.0	0.0	0.0	0.0	0.00

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (662)

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	29.5	0.0	29.0	0.0	1.17	341 (Enquires)
	from Territory	14.0	0.0	29.5	0.0	0.87	309 (Enquires)
B. Export Promotion Projects and Events		1.5	0.0	0.0	0.0	0.03	5 (Projects/Events)
C. Other Trade Development Activities		2.0	0.0	5.5	0.0	0.15	
D. Promotional Projects		21.0	0.0	12.0	0.0	0.66	10 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		0.5	0.0	0.0	0.0	0.01	5 (Enquiries)
	from Territory	1.0	0.0	0.0	0.0	0.02	4 (Enquiries)
F. Service to Government	External Affairs	6.5	0.0	20.0	0.0	0.53	14 (Reports)
	OGDs, Provinces, ETC	4.5	0.0	4.0	0.0	0.17	17 (Contacts)
G. Administration	Program Management	8.5	0.0	0.0	0.0	0.17	
	Leave, Professional Dev.	3.0	0.0	0.0	0.0	0.06	
<hr/>							
Total TID Program		92.0	0.0	100.0	0.0	3.84	
H. Other Programs		8.0	0.0	0.0	0.0	0.16	

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	15.0	0.0	22.8	0.0	1.21	222 (Enquires)
from Territory	7.5	0.0	19.8	0.0	0.94	187 (Enquires)
B. Export Promotion Projects and Events	42.5	0.0	9.5	0.0	1.23	8 (Projects/Events)
C. Other Trade Development Activities	5.0	0.0	9.3	0.0	0.47	
D. Promotional Projects	15.0	0.0	28.8	0.0	1.45	7 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
from Territory	0.0	0.0	0.0	0.0	0.00	0 (Enquiries)
F. Service to Government						
External Affairs	2.5	0.0	3.3	0.0	0.18	8 (Reports)
OGDs, Provinces, ETC	0.0	0.0	2.5	0.0	0.10	6 (Contacts)
G. Administration						
Program Management	10.0	0.0	0.0	0.0	0.20	
Leave, Professional Dev.	2.5	0.0	4.3	0.0	0.22	
Total TID Program	100.0	0.0	100.3	0.0	6.00	
H. Other Programs	0.0	0.0	0.0	0.0	0.00	

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS









UNITED STATES

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UTW

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

CHICAGO  
CLEVELAND  
DETROIT  
LOS ANGELES  
MINNEAPOLIS  
SAN FRANCISCO  
SEATTLE

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for REGION: UNITED STATES

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries							
	from Canada	14.9	0.0	32.2	0.0	18.58	7448 (Enquires)
	from Territory	8.4	0.0	18.1	0.0	10.44	4152 (Enquires)
B. Export Promotion Projects and Events		8.9	0.0	7.0	0.0	6.07	118 (Projects/Events)
C. Other Trade Development Activities		11.4	0.0	9.2	0.0	7.85	
D. Promotional Projects		6.4	0.0	12.0	0.0	7.22	132 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		2.4	0.0	0.4	0.0	1.02	277 (Enquiries)
	from Territory	6.0	0.0	1.9	0.0	2.95	720 (Enquiries)
F. Service to Government	External Affairs	5.1	0.0	2.9	0.0	3.04	209 (Reports)
	OGDs, Provinces, ETC	3.4	0.0	2.2	0.0	2.13	260 (Contacts)
G. Administration	Program Management	13.5	0.0	1.9	0.0	5.63	
	Leave, Professional Dev.	11.5	0.0	9.8	0.0	8.17	
<hr/>							
Total TID Program		91.9	0.0	97.6	0.0	73.10	
H. Other Programs		8.1	0.0	2.4	0.0	3.90	

Trade Officers: 77

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for SUB-REGION: UNITED STATES EAST

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	14.1	0.0	34.5	0.0	8.80	3357 (Enquires)
	from Territory	7.4	0.0	25.1	0.0	5.96	2157 (Enquires)
B. Export Promotion Projects and Events		7.4	0.0	7.7	0.0	2.65	56 (Projects/Events)
C. Other Trade Development Activities		14.6	0.0	5.0	0.0	3.28	
D. Promotional Projects		7.8	0.0	12.5	0.0	3.62	64 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	2.3	0.0	0.2	0.0	0.40	48 (Enquiries)
	from Territory	5.1	0.0	1.5	0.0	1.11	227 (Enquiries)
F. Service to Government	External Affairs	5.9	0.0	2.9	0.0	1.50	81 (Reports)
	OGDs, Provinces, ETC	3.7	0.0	2.3	0.0	1.02	103 (Contacts)
G. Administration	Program Management	13.9	0.0	1.4	0.0	2.49	
	Leave, Professional Dev.	6.4	0.0	4.9	0.0	1.95	
Total TID Program		88.6	0.0	98.0	0.0	32.78	
H. Other Programs		11.5	0.0	2.0	0.0	2.22	

Trade Officers: 35

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
 ACTIVITY REPORT  
 FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Atlanta

Activity		AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
		CANADA-BASED		LOCALLY-ENGAGED			
		TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries	from Canada	7.7	0.0	18.8	0.0	0.98	635 (Enquires)
	from Territory	3.3	0.0	37.0	0.0	1.58	417 (Enquires)
B. Export Promotion Projects and Events		21.7	0.0	10.0	0.0	1.05	18 (Projects/Events)
C. Other Trade Development Activities		15.0	0.0	6.3	0.0	0.70	
D. Promotional Projects		1.7	0.0	5.3	0.0	0.26	26 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	3.3	0.0	0.3	0.0	0.11	10 (Enquiries)
	from Territory	5.0	0.0	2.5	0.0	0.25	28 (Enquiries)
F. Service to Government	External Affairs	10.0	0.0	6.8	0.0	0.57	10 (Reports)
	OGDs, Provinces, ETC	1.7	0.0	2.5	0.0	0.15	8 (Contacts)
G. Administration	Program Management	26.7	0.0	2.8	0.0	0.91	
	Leave, Professional Dev.	1.7	0.0	0.8	0.0	0.08	
Total TID Program		97.8	0.0	93.1	0.0	6.64	
H. Other Programs		2.3	0.0	7.3	0.0	0.36	

Trade Officers: 7

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Boston

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries	from Canada	8.3	0.0	54.2	0.0	2.96	365 (Enquires)
	from Territory	8.3	0.0	23.4	0.0	1.42	252 (Enquires)
B. Export Promotion Projects and Events		2.0	0.0	2.6	0.0	0.19	7 (Projects/Events)
C. Other Trade Development Activities		35.0	0.0	4.6	0.0	1.28	
D. Promotional Projects		6.7	0.0	4.2	0.0	0.41	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	1.3	0.0	0.6	0.0	0.07	11 (Enquiries)
	from Territory	6.0	0.0	0.8	0.0	0.22	28 (Enquiries)
F. Service to Government	External Affairs	10.7	0.0	1.2	0.0	0.38	14 (Reports)
	OGDs, Provinces, ETC	9.3	0.0	1.0	0.0	0.33	12 (Contacts)
G. Administration	Program Management	5.0	0.0	0.0	0.0	0.15	
	Leave, Professional Dev.	0.7	0.0	7.2	0.0	0.38	
<hr/>							
Total TID Program		93.3	0.0	99.8	0.0	7.79	
H. Other Programs		6.7	0.0	0.2	0.0	0.21	

Trade Officers: 8

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	31.0	0.0	31.7	0.0	1.57	909 (Enquiries)
	from Territory	21.5	0.0	31.0	0.0	1.36	643 (Enquiries)
B. Export Promotion Projects and Events		2.0	0.0	1.7	0.0	0.09	3 (Projects/Events)
C. Other Trade Development Activities		0.5	0.0	0.0	0.0	0.01	
D. Promotional Projects		15.0	0.0	19.3	0.0	0.88	8 (Fairs/Miss/Conf.)
E. Servicing Investment Development from	Canada	0.5	0.0	0.0	0.0	0.01	4 (Enquiries)
	Territory	2.5	0.0	0.7	0.0	0.07	17 (Enquiries)
F. Service to Government	External Affairs	3.5	0.0	2.0	0.0	0.13	36 (Reports)
	OGDs, Provinces, ETC	2.0	0.0	2.0	0.0	0.10	41 (Contacts)
G. Administration	Program Management	4.0	0.0	2.0	0.0	0.14	
	Leave, Professional Dev.	14.0	0.0	7.0	0.0	0.49	
Total TID Program		96.5	0.0	97.4	0.0	4.85	
H. Other Programs		3.5	0.0	2.7	0.0	0.15	

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	16.5	0.0	27.5	0.0	1.21	352 (Enquires)
from Territory	7.8	0.0	17.5	0.0	0.66	178 (Enquires)
B. Export Promotion Projects and Events	9.5	0.0	5.5	0.0	0.49	19 (Projects/Events)
C. Other Trade Development Activities	15.3	0.0	1.0	0.0	0.63	
D. Promotional Projects	12.8	0.0	24.0	0.0	0.99	12 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	1.8	0.0	0.0	0.0	0.07	10 (Enquiries)
from Territory	6.8	0.0	4.5	0.0	0.36	52 (Enquiries)
F. Service to Government						
External Affairs	4.3	0.0	0.0	0.0	0.17	14 (Reports)
OGDs, Provinces, ETC	2.5	0.0	4.5	0.0	0.19	26 (Contacts)
G. Administration						
Program Management	11.3	0.0	0.0	0.0	0.45	
Leave, Professional Dev.	10.0	0.0	15.5	0.0	0.71	
Total TID Program	98.6	0.0	100.0	0.0	5.93	
H. Other Programs	1.8	0.0	0.0	0.0	0.07	

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: New York

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
from Canada	12.3	0.0	31.8	0.0	2.08	1096 (Enquires)
from Territory	2.5	0.0	16.8	0.0	0.94	667 (Enquires)
B. Export Promotion Projects and Events	1.5	0.0	15.4	0.0	0.83	9 (Projects/Events)
C. Other Trade Development Activities	5.3	0.0	9.0	0.0	0.66	
D. Promotional Projects	4.5	0.0	18.0	0.0	1.08	9 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
from Canada	3.5	0.0	0.0	0.0	0.14	13 (Enquiries)
from Territory	4.3	0.0	0.8	0.0	0.21	102 (Enquiries)
F. Service to Government						
External Affairs	2.3	0.0	3.2	0.0	0.25	7 (Reports)
OGIs, Provinces, ETC	3.0	0.0	2.6	0.0	0.25	16 (Contacts)
G. Administration						
Program Management	18.5	0.0	2.0	0.0	0.84	
Leave, Professional Dev.	6.8	0.0	0.4	0.0	0.29	
Total TID Program	64.5	0.0	100.0	0.0	7.57	
H. Other Programs	35.8	0.0	0.0	0.0	1.45	

Trade Officers: 9

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for SUB-REGION: UNITED STATES WEST

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)	
	CANADA-BASED		LOCALLY-ENGAGED				
	TRADE	NON-TRADE	TRADE	NON-TRADE			
A. Servicing Export Enquiries							
	from Canada	15.7	0.0	30.2	0.0	9.78	4091 (Enquires)
	from Territory	9.1	0.0	12.1	0.0	4.48	1995 (Enquires)
B. Export Promotion Projects and Events		10.1	0.0	6.4	0.0	3.42	62 (Projects/Events)
C. Other Trade Development Activities		8.8	0.0	12.8	0.0	4.57	
D. Promotional Projects		5.3	0.0	11.6	0.0	3.60	68 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		2.5	0.0	0.6	0.0	0.62	229 (Enquiries)
	from Territory	6.7	0.0	2.3	0.0	1.84	493 (Enquiries)
F. Service to Government							
	External Affairs	4.5	0.0	2.9	0.0	1.54	128 (Reports)
	OGDs, Provinces, ETC	3.3	0.0	2.1	0.0	1.11	157 (Contacts)
G. Administration							
	Program Management	13.3	0.0	2.2	0.0	3.14	
	Leave, Professional Dev.	15.6	0.0	14.1	0.0	6.22	
<hr/>							
Total TID Program		94.9	0.0	97.3	0.0	40.32	
H. Other Programs		5.4	0.0	2.8	0.0	1.68	

Trade Officers: 42

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	12.7	0.0	25.0	0.0	1.13	269 (Enquires)
	from Territory	8.7	0.0	14.0	0.0	0.68	225 (Enquires)
B. Export Promotion Projects and Events		6.7	0.0	4.3	0.0	0.33	5 (Projects/Events)
C. Other Trade Development Activities		8.3	0.0	6.3	0.0	0.44	
D. Promotional Projects		4.3	0.0	14.7	0.0	0.57	12 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	3.7	0.0	0.0	0.0	0.11	2 (Enquiries)
	from Territory	18.0	0.0	3.0	0.0	0.63	308 (Enquiries)
F. Service to Government	External Affairs	6.7	0.0	1.7	0.0	0.25	3 (Reports)
	OGDs, Provinces, ETC	0.7	0.0	2.3	0.0	0.09	11 (Contacts)
G. Administration	Program Management	14.3	0.0	3.0	0.0	0.52	
	Leave, Professional Dev.	15.0	0.0	23.3	0.0	1.15	
Total TID Program		99.1	0.0	97.6	0.0	5.90	
H. Other Programs		1.0	0.0	2.3	0.0	0.10	

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (662)

Summary for POST: Cleveland

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	25.5	0.0	25.7	0.0	1.28	665 (Enquires)
from Territory	13.0	0.0	20.0	0.0	0.86	679 (Enquires)
B. Export Promotion Projects and Events	13.0	0.0	17.0	0.0	0.77	17 (Projects/Events)
C. Other Trade Development Activities	6.5	0.0	13.3	0.0	0.53	
D. Promotional Projects	1.0	0.0	13.0	0.0	0.41	12 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	2.5	0.0	0.0	0.0	0.05	14 (Enquiries)
from Territory	5.0	0.0	1.7	0.0	0.15	92 (Enquiries)
F. Service to Government						
External Affairs	8.0	0.0	2.7	0.0	0.24	58 (Reports)
OGDs, Provinces, ETC	5.0	0.0	2.3	0.0	0.17	75 (Contacts)
G. Administration						
Program Management	4.0	0.0	0.0	0.0	0.08	
Leave, Professional Dev.	14.0	0.0	3.3	0.0	0.38	
Total TID Program	97.5	0.0	99.0	0.0	4.92	
H. Other Programs	2.5	0.0	1.0	0.0	0.08	

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Detroit

AVERAGE TIME  
ALLOCATION

Activity	CANADA-BASED		LOCALLY-ENGAGED		TOTAL TIME ALLOCATION	WORKLOAD (#)	
	TRADE	NON-TRADE	TRADE	NON-TRADE			
	%	%	%	%			
A. Servicing Export Enquiries	from Canada	20.0	0.0	43.5	0.0	2.34	565 (Enquires)
	from Territory	15.7	0.0	19.3	0.0	1.24	411 (Enquires)
B. Export Promotion Projects and Events		3.3	0.0	0.5	0.0	0.12	12 (Projects/Events)
C. Other Trade Development Activities		15.0	0.0	12.0	0.0	0.93	
D. Promotional Projects		6.7	0.0	4.5	0.0	0.38	12 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	0.0	0.0	0.5	0.0	0.02	6 (Enquiries)
	from Territory	5.0	0.0	2.3	0.0	0.24	40 (Enquiries)
F. Service to Government	External Affairs	1.7	0.0	1.3	0.0	0.10	6 (Reports)
	OGDs, Provinces, ETC	5.3	0.0	3.0	0.0	0.28	15 (Contacts)
G. Administration	Program Management	19.3	0.0	0.0	0.0	0.58	
	Leave, Professional Dev.	8.0	0.0	9.3	0.0	0.61	
<hr/>							
Total TID Program		100.0	0.0	96.2	0.0	6.84	
H. Other Programs		0.0	0.0	4.0	0.0	0.16	

Trade Officers: 7

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: Los Angeles

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
	from Canada	8.5	0.0	18.5	0.0	1.08 (Enquires)
	from Territory	9.5	0.0	7.5	0.0	0 (Enquires)
B. Export Promotion Projects and Events		12.3	0.0	6.5	0.0	0 (Projects/Events)
C. Other Trade Development Activities		13.3	0.0	19.8	0.0	1.32
D. Promotional Projects		2.5	0.0	14.0	0.0	0 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada		3.8	0.0	2.3	0.0	0.24 (Enquiries)
	from Territory	2.5	0.0	5.3	0.0	0 (Enquiries)
F. Service to Government	External Affairs	3.3	0.0	5.8	0.0	0 (Reports)
	OGDs, Provinces, ETC	2.8	0.0	2.3	0.0	0 (Contacts)
G. Administration	Program Management	6.3	0.0	4.3	0.0	0.42
	Leave, Professional Dev.	28.0	0.0	14.0	0.0	1.68
<hr/>						
Total TID Program		92.8	0.0	100.3	0.0	7.70
H. Other Programs		7.5	0.0	0.0	0.0	0.30

Trade Officers: 8

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	7.5	0.0	23.7	0.0	0.86	774 (Enquiries)
	from Territory	4.5	0.0	6.7	0.0	0.29	356 (Enquiries)
B. Export Promotion Projects and Events		4.0	0.0	13.0	0.0	0.47	18 (Projects/Events)
C. Other Trade Development Activities		6.5	0.0	17.0	0.0	0.64	
D. Promotional Projects		1.0	0.0	12.3	0.0	0.39	15 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	from Canada	0.5	0.0	0.3	0.0	0.02	3 (Enquiries)
	from Territory	4.0	0.0	0.3	0.0	0.09	15 (Enquiries)
F. Service to Government	External Affairs	3.5	0.0	0.7	0.0	0.09	15 (Reports)
	OGDs, Provinces, ETC	4.0	0.0	2.0	0.0	0.14	34 (Contacts)
G. Administration	Program Management	46.5	0.0	6.0	0.0	1.11	
	Leave, Professional Dev.	11.0	0.0	18.0	0.0	0.76	
Total TID Program		93.0	0.0	100.0	0.0	4.86	
H. Other Programs		7.0	0.0	0.0	0.0	0.14	

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS



TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

Summary for POST: San Francisco

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
	%	%	%	%		
A. Servicing Export Enquiries						
from Canada	15.0	0.0	19.0	0.0	0.83	189 (Enquires)
from Territory	6.7	0.0	11.5	0.0	0.43	116 (Enquires)
B. Export Promotion Projects and Events	17.3	0.0	1.0	0.0	0.54	6 (Projects/Events)
C. Other Trade Development Activities	0.7	0.0	0.0	0.0	0.02	
D. Promotional Projects	8.7	0.0	12.0	0.0	0.50	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development from Canada	4.3	0.0	0.5	0.0	0.14	6 (Enquiries)
from Territory	11.7	0.0	2.5	0.0	0.40	21 (Enquiries)
F. Service to Government						
External Affairs	7.7	0.0	10.0	0.0	0.43	24 (Reports)
OGDs, Provinces, ETC	3.7	0.0	2.5	0.0	0.16	4 (Contacts)
G. Administration						
Program Management	6.7	0.0	2.5	0.0	0.25	
Leave, Professional Dev.	9.3	0.0	21.0	0.0	0.70	
<hr/>						
Total TID Program	91.8	0.0	82.5	0.0	4.40	
H. Other Programs	8.3	0.0	17.5	0.0	0.60	

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 2ND QUARTER OF 1986 (862)

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	23.3	0.0	52.0	0.0	782 (Enquires)
	from Territory	5.3	0.0	4.7	0.0	208 (Enquires)
B. Export Promotion Projects and Events		12.3	0.0	2.3	0.0	4 (Projects/Events)
C. Other Trade Development Activities		8.3	0.0	14.7	0.0	0.69
D. Promotional Projects		10.7	0.0	12.3	0.0	0.69
E. Servicing Investment Development from Canada		1.3	0.0	0.0	0.0	14 (Enquiries)
	from Territory	0.7	0.0	0.0	0.0	17 (Enquiries)
F. Service to Government	External Affairs	2.0	0.0	0.3	0.0	22 (Reports)
	OGDs, Provinces, ETC	2.3	0.0	0.0	0.0	18 (Contacts)
G. Administration	Program Management	6.0	0.0	0.0	0.0	0.18
	Leave, Professional Dev.	17.7	0.0	13.7	0.0	0.94
<hr/>						
Total TID Program		89.9	0.0	100.0	0.0	5.70
H. Other Programs		10.0	0.0	0.0	0.0	0.30

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS

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