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

**QUARTERLY RESULTS
AND
ACTIVITY REPORT**

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

MAR 4 1987

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**RAPPORT TRIMESTRIEL
DES ACTIVITES ET DES RESULTATS**

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

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

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

QUARTERLY RESULTS

AND

ACTIVITY REPORT

RAPPORT TRIMESTRIEL

DES ACTIVITÉS ET DES RÉSULTATS

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

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JANUARY - MARCH 1987
(4TH QUARTER FY 1986-87)

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

TRADE DEVELOPMENT POLICY
AND PLANNING DIVISION (TPP)

JUNE 1987
EXTERNAL AFFAIRS

DIRECTION DE LA POLITIQUE
ET DE LA PLANIFICATION (TPP)

JUIN 1987
AFFAIRES EXTÉRIEURES

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- ASIA & PACIFIC
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- UNITED STATES

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INTRODUCTION

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

There are two main sections to this report:

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

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

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

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

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

INTRODUCTION

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

Le rapport se divise en deux grandes sections:

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

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

La section II renferme un "Rapport d'activités" pour chaque région et ses sous-régions et missions respectives. Dans toute cette section, tous les rapports sont présentés de la même façon, quel que soit le regroupement géographique effectué. Les "activités" sont subdivisées en activités du Programme commercial (article A à G) et activités se rapportant à d'autres programmes de la mission (article H). Pour chaque activité, on a indiqué le temps moyen consacré par les agents canadiens et les agents recrutés sur place chargés du programme commercial et d'autres programmes. Il y a également pour chaque activité une rubrique "Total du temps consacré", qui doit être considérée comme un indice du nombre d'années-personnes relatif aux agents de programme. Enfin, chaque rapport indique la charge de travail par activité.

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

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

SECTION I

ARTICLE I

SECTION 1

SECTION 2

SECTION 3

1. ACTIVITES COMMERCIALES

1. BUSINESS ACTIVITY

During the period, the following activities were reported:

1. 252 MILLION SALES WERE MADE THROUGH THE NETWORK OF SALES REPRESENTATIVES.
2. 144 MILLION SALES WERE MADE THROUGH THE NETWORK OF SALES REPRESENTATIVES.
3. 147 MILLION SALES WERE MADE THROUGH THE NETWORK OF SALES REPRESENTATIVES.
4. 123 MILLION SALES WERE MADE THROUGH THE NETWORK OF SALES REPRESENTATIVES.
5. 111 MILLION SALES WERE MADE THROUGH THE NETWORK OF SALES REPRESENTATIVES.
6. 126 MILLION SALES WERE MADE THROUGH THE NETWORK OF SALES REPRESENTATIVES.

POINTS SAILLANTS

15 TECHNOLOGY TRANSFERS, 1 VALUED AT 200 THOUSAND

SECTION I

HIGHLIGHTS

- o 212 million sale of...
- o 143 million sale of...
- o 121 million sale of...
- o 104 million sale of...
- o 87 million sale of...
- o 70 million sale of...

SUMMARY OF PROGRAM

RESULTS

RÉSUMÉ DES RÉSULTATS

DU PROGRAMME

KEY STATISTICS: For the forty-four month period ended 31st March 1972

| Missions | Local | Foreign | Total | Value Confirmed (M) | Export Sales (M) |
|---------------------------|-------|---------|-------|---------------------|------------------|
| Africa & Middle East | 17 | 51.2 | 68.2 | 39 | 39 |
| Asia & Pacific | 18 | 31.8 | 49.8 | 144 | 144 |
| Europe | 27 | 62.26 | 89.26 | 147 | 147 |
| Latin America & Caribbean | 12 | 41.4 | 53.4 | 103 | 103 |
| United States | 13 | 11.1 | 24.1 | 126 | 126 |
| Total | 90 | 208.2 | 298.2 | 558 | 558 |

| Business | Local | Foreign | Total | Investment | Visitors |
|---------------------------|-------|---------|-------|------------|----------|
| Africa & Middle East | 17 | 51.2 | 68.2 | 28 | 173 |
| Asia & Pacific | 18 | 31.8 | 49.8 | 423 | 733 |
| Europe | 27 | 62.26 | 89.26 | 424 | 730 |
| Latin America & Caribbean | 12 | 41.4 | 53.4 | 61 | 39 |
| United States | 13 | 11.1 | 24.1 | 222 | 1013 |
| Total | 90 | 208.2 | 298.2 | 1157 | 2689 |

PROGRAM RESULTS: ALL REGIONS

1. BUSINESS ACTIVITY

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

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

HIGHLIGHTS:

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

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

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

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

RÉSULTATS DU PROGRAMME - TOUTES LES RÉGIONS

1. ACTIVITÉS COMMERCIALES

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

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

POINTS SAILLANTS

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

STATISTIQUES CLÉS

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

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

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

PROGRAM RESULTS: AFRICA & MIDDLE EAST

1. BUSINESS ACTIVITY

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

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

HIGHLIGHTS:

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

KEY STATISTICS: for the fifteen posts reporting workload information

Missions Reporting To

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

RÉSULTATS DU PROGRAMME - AFRIQUE ET MOYEN-ORIENT

1. ACTIVITÉS COMMERCIALES

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

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

POINTS SAILLANTS

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

STATISTIQUES CLÉS

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

RAPPORTS A:

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

PROGRAM RESULTS: ASIA & PACIFIC

1. BUSINESS ACTIVITY

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

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

HIGHLIGHTS:

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

KEY STATISTICS: for the eighteen posts reporting workload information

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

RÉSULTATS DU PROGRAMME - ASIE ET PACIFIQUE

1. ACTIVITÉS COMMERCIALES

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

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

POINTS SAILLANTS

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

STATISTIQUES CLÉS

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

RAPPORTS À:

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

PROGRAM RESULTS: EUROPE

1. BUSINESS ACTIVITY

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

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

HIGHLIGHTS:

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

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

| | | <u>Missions Reporting To</u> | |
|--------------------------|-------|------------------------------|------|
| | | RWT | RBT |
| No. Trade Enquiries | Cdn | 5945 | 1581 |
| | Local | 5332 | 389 |
| No. Investment Enquiries | Cdn | 394 | 30 |
| | Local | 720 | 0 |
| No. Business Visitors | Cdn | 1687 | 284 |
| | Local | 1868 | 378 |

RÉSULTATS DU PROGRAMME - EUROPE

1. ACTIVITÉS COMMERCIALES

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

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

POINTS SAILLANTS

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

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

RAPPORTS A:

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

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

1. BUSINESS ACTIVITY

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

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

HIGHLIGHTS:

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

KEY STATISTICS: for the fourteen posts reporting workload information

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

RÉSULTATS DU PROGRAMME - AMÉRIQUE LATINE ET ANTILLES

1. ACTIVITÉS COMMERCIALES

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

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

POINTS SAILLANTS

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

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

RAPPORTS A:

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

PROGRAM RESULTS: UNITED STATES

1. BUSINESS ACTIVITY

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

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

HIGHLIGHTS:

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

KEY STATISTICS: for the eleven posts reporting workload information

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

RÉSULTATS DU PROGRAMME - ÉTATS-UNIS

1. ACTIVITÉS COMMERCIALES

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

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

POINTS SAILLANTS

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

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

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

SECTION II

SUMMARY OF PASTORAL

ACTIVITIES

MEMBER LEAD ACTIVITIES

IN PROGRESS

SECTION II

SUMMARY OF PROGRAM

ACTIVITIES

RÉSUMÉ DES ACTIVITÉS

DU PROGRAMME

SECTION 1

STATEMENT OF PROGRAM

ACTIVITIES

STATEMENT OF ACTIVITIES

THE PROGRAM

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF PLANT INDUSTRY
WASHINGTON, D. C.

PLANT INDUSTRY REPORT

PLANT
INDUSTRY

| PLANT | COUNTRY | 1920-21 | | 1921-22 | | TOTAL | REMARKS |
|------------|--------------|---------|-------|---------|-------|-------|---------|
| | | QTY | VALUE | QTY | VALUE | | |
| 1. Cotton | | 1 | | 1 | | | |
| 2. Orange | California | 3.4 | 18.1 | 3.1 | 2.1 | 6.5 | 1921-22 |
| | Florida | 1.9 | 1.7 | 0.7 | 0.7 | 2.6 | 1921-22 |
| 3. Apple | Washington | 1.2 | 1.7 | 1.1 | 1.1 | 2.3 | 1921-22 |
| | Other States | 1.1 | 1.7 | 1.0 | 1.0 | 2.1 | |
| 4. Peach | California | 1.8 | 1.8 | 0.7 | 0.7 | 2.5 | 1921-22 |
| 5. Apricot | California | 1.0 | 1.2 | 1.1 | 1.1 | 2.1 | 1921-22 |
| | Other States | 1.2 | 1.4 | 1.5 | 1.5 | 2.7 | 1921-22 |
| 6. Plum | California | 1.4 | 1.4 | 1.4 | 1.4 | 2.8 | 1921-22 |
| | Other States | 1.1 | 1.1 | 1.1 | 1.1 | 2.2 | 1921-22 |
| 7. Pear | California | 1.0 | 1.0 | 1.0 | 1.0 | 2.0 | 1921-22 |
| | Other States | 1.0 | 1.0 | 1.0 | 1.0 | 2.0 | 1921-22 |

1921-22 Total 10.2 11.1 10.7 10.4 41.4

1920-21 Total 1.1 1.1 1.1 1.1 4.4

Total 11.3 12.2 11.8 11.5 45.8

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

Summary for TOTAL T.I.D. PROGRAM:

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

Canadian Business Visitors: 10135
Local Business Visitors: 13552

Trade Officers: 391
Non-Trade Officers: 4

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

COMMENTS

STATE OF NEW YORK
 DEPARTMENT OF TAXATION AND FINANCE
 TAX RETURN

INCOME TAX
 RETURN

NAME OF TAXPAYER

| INCOME FROM | GROSS INCOME | ADJUSTMENTS | | NET INCOME | | TAX PAID | CREDIT | REFUND | TOTAL TAX |
|-------------------------------------|-----------------|----------------------|-------------------|----------------------|---------------------|-------------|------------|--------|--------------|
| | | EXCESS DEDUCTIONS | EXCESS CREDITS | TOTAL ADJUSTMENTS | TOTAL NET INCOME | | | | |
| 1. Wages, salaries, tips, etc. | 1000 | | | | 1000 | | | | 1000 |
| 2. Dividends, interest, etc. | 500 | | | | 500 | | | | 500 |
| 3. Capital gains and losses | 200 | | | | 200 | | | | 200 |
| 4. Rental income | 100 | | | | 100 | | | | 100 |
| 5. Other income | 100 | | | | 100 | | | | 100 |
| Total Gross Income | 1900 | | | | 1900 | | | | 1900 |
| 6. Charitable contributions | | 100 | | 100 | 1800 | | | | 1800 |
| 7. State and local taxes | | 50 | | 50 | 1750 | | | | 1750 |
| 8. Other adjustments | | 50 | | 100 | 1650 | | | | 1650 |
| Total Adjustments | | 200 | | 200 | 1650 | | | | 1650 |
| Total Net Income | | | | | 1650 | | | | 1650 |
| 9. Federal income tax | | | | | | 100 | | | 100 |
| 10. State and local income tax | | | | | | 50 | | | 50 |
| 11. Other taxes | | | | | | 50 | | | 50 |
| Total Tax | | | | | | 200 | | | 200 |
| 12. Refund of state and local taxes | | | | | | | 50 | | 50 |
| 13. Other credits | | | | | | | 50 | | 50 |
| Total Credits | | | | | | | 100 | | 100 |
| Total Tax After Credits | | | | | | 100 | | | 100 |

I hereby certify that the information furnished on this return is true and correct to the best of my knowledge and belief, and that I am not aware of any information that would require the filing of another return.

SIGNATURE

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TABLE OF CONTENTS

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AFRICA & MIDDLE EAST

AFRIQUE ET MOYEN-ORIENT

GAT

GMT

ABIDJAN

AMMAN

ACCRA

* BAGHDAD/BAGDAD

ADDIS ABABA/ADDIS ABÉBA

* CAIRO/LE CAIRE

ALGIERS/ALGER

KUWAIT/KOWEÏT

HARARE

RIYADH

KINSHASA

TEL AVIV

LAGOS

NAIROBI

RABAT

TUNIS

YAOUNDE

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

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

Summary for REGION: AFRICA & MIDDLE EAST

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

Canadian Business Visitors: 723
Local Business Visitors: 1219

Trade Officers: 41
Non-Trade Officers: 3

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

COMMENTS

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

Summary for SUB-REGION: AFRICA

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

Canadian Business Visitors: 527
Local Business Visitors: 876

Trade Officers: 27
Non-Trade Officers: 3

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

COMMENTS

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

Summary for POST: Abidjan

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

Canadian Business Visitors: 86
Local Business Visitors: 80

Trade Officers: 3
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Accra

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

Canadian Business Visitors: 16
Local Business Visitors: 54

Trade Officers: 0

Non-Trade Officers: 2

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

COMMENTS

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

Summary for POST: Addis Ababa

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

Canadian Business Visitors: 12
Local Business Visitors: 20

Trade Officers: 1
Non-Trade Officers: 1

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

COMMENTS

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

Summary for POST: Algiers

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

Canadian Business Visitors: 49
Local Business Visitors: 0

Trade Officers: 6
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Harare

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

Canadian Business Visitors: 41
Local Business Visitors: 126

Trade Officers: 2
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Kinshasa

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

Canadian Business Visitors: 42
Local Business Visitors: 105

Trade Officers: 2

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Lagos

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

Canadian Business Visitors: 27
Local Business Visitors: 220

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Nairobi

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

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

COMMENTS

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

Summary for POST: Rabat

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

Canadian Business Visitors: 54
 Local Business Visitors: 63

Trade Officers: 2

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Tunis

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

Canadian Business Visitors: 47
Local Business Visitors: 100

Trade Officers: 2
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Yaounde

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

Canadian Business Visitors: 110
Local Business Visitors: 49

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

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

Summary for SUB-REGION: MIDDLE EAST

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

Canadian Business Visitors: 196
Local Business Visitors: 343

Trade Officers: 14

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Amman

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

Canadian Business Visitors: 66
Local Business Visitors: 151

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Kuwait

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

Canadian Business Visitors: 52
 Local Business Visitors: 150

Trade Officers: 2
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Riyadh

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

Canadian Business Visitors: 59
Local Business Visitors: 0

Trade Officers: 6
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Tel Aviv

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

Canadian Business Visitors: 19
Local Business Visitors: 42

Trade Officers: 3
Non-Trade Officers: 0

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

COMMENTS

Page 1 of 2

Form No. 100 (1-1-64)

STATE OF TEXAS
COMMISSIONERS OF THE GENERAL LAND OFFICE

| SECTION | ACRES | 1964 | | | | TOTAL | REMARKS |
|-----------------|--------|-------|------|------|------|--------|---------|
| | | APRIL | MAY | JUNE | JULY | | |
| 1. State Land | 100.00 | 0.00 | 0.00 | 0.00 | 0.00 | 100.00 | |
| 2. Private Land | 100.00 | 0.00 | 0.00 | 0.00 | 0.00 | 100.00 | |
| 3. Public Land | 100.00 | 0.00 | 0.00 | 0.00 | 0.00 | 100.00 | |
| 4. Other Land | 100.00 | 0.00 | 0.00 | 0.00 | 0.00 | 100.00 | |
| 5. Total | 400.00 | 0.00 | 0.00 | 0.00 | 0.00 | 400.00 | |

Page 2 of 2

ACTIVITIES

ASIA & PACIFIC
ASIE ET PACIFIQUE

| ACTIVITY | UNIT | ACTIVITIES | | | | | | | | | |
|--------------------------------------|---------------------|------------|------|-----|-----|-----|-----|------|-----|-----|----|
| | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| A. Other from development activities | US\$ | 0.0 | 17.7 | 2.6 | 4.0 | 0.0 | 0.0 | 2.2 | 2.2 | 0.0 | |
| | US\$ | 0.0 | 4.3 | 0.0 | 0.0 | 0.0 | 0.0 | 2.2 | 2.2 | 0.0 | |
| B. Administration | PST | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | BANGKOK | 0.0 | 11.7 | 0.0 | 0.0 | 0.0 | 0.0 | 7.7 | 0.0 | 0.0 | |
| | CANBERRA | 0.0 | 17.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | DHAKA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | JAKARTA | 0.0 | 1.4 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | ISLAMABAD | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | KUALA LUMPUR | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | MANILA/MANILLE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | MELBOURNE | 0.0 | 7.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | NEW DELHI | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | SINGAPORE/SINGAPOUR | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | SYDNEY | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| | WELLINGTON | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| PNTJ/PNTJ | | | | | | | | | | | |
| Total US\$ Program | 00.00 | 0.0 | 34.2 | 2.6 | 4.0 | 0.0 | 0.0 | 10.0 | 4.4 | 0.0 | |
| B. Other Program | 00.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |

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

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

Summary for REGION: ASIA AND PACIFIC

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

Canadian Business Visitors: 4128
Local Business Visitors: 5439

Trade Officers: 107

Non-Trade Officers: 0

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

COMMENTS

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

Summary for SUB-REGION: PACIFIC SOUTH

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

Canadian Business Visitors: 1674
Local Business Visitors: 2491

Trade Officers: 54
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Bangkok

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

Canadian Business Visitors: 331
Local Business Visitors: 479

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Canberra

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

Canadian Business Visitors: 122
Local Business Visitors: 8

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Dhaka

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

Canadian Business Visitors: 20
Local Business Visitors: 61

Trade Officers: 2
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Islamabad

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

Canadian Business Visitors: 65
Local Business Visitors: 135

Trade Officers: 3
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Jakarta

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

Canadian Business Visitors: 224
Local Business Visitors: 262

Trade Officers: 7
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Kuala Lumpur

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

Canadian Business Visitors: 175
Local Business Visitors: 60

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Manila

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

Canadian Business Visitors: 148
Local Business Visitors: 80

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Melbourne

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

Canadian Business Visitors: 65
Local Business Visitors: 58

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: New Delhi

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

Canadian Business Visitors: 290
Local Business Visitors: 507

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Singapore

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

Canadian Business Visitors: 109
Local Business Visitors: 549

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Sydney

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

Canadian Business Visitors: 81
 Local Business Visitors: 198

Trade Officers: 6
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Wellington

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

Canadian Business Visitors: 44
Local Business Visitors: 94

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

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

Summary for SUB-REGION: PACIFIC NORTH

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

Canadian Business Visitors: 2454
Local Business Visitors: 2948

Trade Officers: 53
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Beijing

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

Canadian Business Visitors: 396
Local Business Visitors: 95

Trade Officers: 11

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Hong Kong

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

Canadian Business Visitors: 290
Local Business Visitors: 281

Trade Officers: 6
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: OSAKA

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

Canadian Business Visitors: 166
Local Business Visitors: 510

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Seoul

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

Canadian Business Visitors: 173
Local Business Visitors: 157

Trade Officers: 7

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Shanghai

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

Canadian Business Visitors: 165
Local Business Visitors: 60

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Tokyo

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

Canadian Business Visitors: 1264
Local Business Visitors: 1845

Trade Officers: 21

Non-Trade Officers: 0

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

COMMENTS

STATE OF CALIFORNIA
DEPARTMENT OF REVENUE
SALES TAX REPORT

Reporting Period:

Reporting
Period

| Description | Taxable Sales | Sales Tax | | Total Sales | Total Tax | Rate |
|--------------|------------------|-------------|---------------|----------------|--------------|---------------|
| | | Amount | Percentage | | | |
| Merchandise | 100 | 10 | 10.00% | 110 | 10 | 10.00% |
| Services | 50 | 5 | 10.00% | 55 | 5 | 10.00% |
| Real Estate | 20 | 2 | 10.00% | 22 | 2 | 10.00% |
| Intangible | 10 | 1 | 10.00% | 11 | 1 | 10.00% |
| Other | 5 | 0.5 | 10.00% | 5.5 | 0.5 | 10.00% |
| Total | 185 | 18.5 | 10.00% | 203.5 | 18.5 | 10.00% |

Signature: _____
Title: _____
Date: _____

EUROPE

RBT

RWT

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

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

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

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

Summary for REGION: EUROPE

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

Canadian Business Visitors: 1971
Local Business Visitors: 2246

Trade Officers: 116

Non-Trade Officers: 1

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

COMMENTS

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

Summary for SUB-REGION: USSR & EAST EUROPE

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

Canadian Business Visitors: 284
Local Business Visitors: 378

Trade Officers: 20
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Belgrade

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

Canadian Business Visitors: 32
Local Business Visitors: 40

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Bucharest

AVERAGE TIME
ALLOCATION

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

Canadian Business Visitors: 17
Local Business Visitors: 47

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Budapest

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

Canadian Business Visitors: 66
Local Business Visitors: 0

Trade Officers: 2
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Moscow

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

Canadian Business Visitors: 120
Local Business Visitors: 0

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Prague

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

Canadian Business Visitors: 26
 Local Business Visitors: 270

Trade Officers: 3
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Warsaw

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) | |
|---|-------------------------|-----------|-----------------|-----------|-----------------------|--------------|-----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | | |
| | | % | % | % | % | | |
| A. Servicing Export Enquiries | from Canada | 10.0 | 0.0 | 17.5 | 0.0 | 0.45 | 290 (Enquires) |
| | from Territory | 3.0 | 0.0 | 4.0 | 0.0 | 0.11 | 86 (Enquires) |
| B. Export Promotion Projects and Events | | 25.0 | 0.0 | 31.0 | 0.0 | 0.87 | 296 (Projects/Events) |
| C. Other Trade Development Activities | | 10.0 | 0.0 | 14.5 | 0.0 | 0.39 | |
| D. Promotional Projects | | 17.0 | 0.0 | 19.5 | 0.0 | 0.56 | 2 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| F. Service to Government | External Affairs | 9.0 | 0.0 | 2.5 | 0.0 | 0.14 | 73 (Reports) |
| | OGDs,Provinces,ETC | 1.0 | 0.0 | 1.0 | 0.0 | 0.03 | 23 (Contacts) |
| G. Administration | Program Management | 11.0 | 0.0 | 9.5 | 0.0 | 0.30 | |
| | Leave,Professional Dev. | 3.0 | 0.0 | 0.5 | 0.0 | 0.04 | |
| <hr/> | | | | | | | |
| Total TID Program | | 89.0 | 0.0 | 100.0 | 0.0 | 2.89 | |
| H. Other Programs | | 11.0 | 0.0 | 0.0 | 0.0 | 0.11 | |
| Canadian Business Visitors: | 23 | | | | | | |
| Local Business Visitors: | 21 | | | | | | |
| Trade Officers: | 3 | | | | | | |
| Non-Trade Officers: | 0 | | | | | | |

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

COMMENTS

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

Summary for SUB-REGION: EUROPE WEST

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

Canadian Business Visitors: 1687
Local Business Visitors: 1868

Trade Officers: 96

Non-Trade Officers: 1

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

COMMENTS

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

Summary for POST: Ankara

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

Canadian Business Visitors: 55
 Local Business Visitors: 40

Trade Officers: 3
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Athens

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

Canadian Business Visitors: 87
Local Business Visitors: 63

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Berne

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

Canadian Business Visitors: 177
Local Business Visitors: 18

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Bonn

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

Canadian Business Visitors: 69
Local Business Visitors: 40

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Brussels

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

Canadian Business Visitors: 35
Local Business Visitors: 132

Trade Officers: 6
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: BRUSSELS (NATO)

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

Canadian Business Visitors: 174
 Local Business Visitors: 0

Trade Officers: 2

Non-Trade Officers: 1

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

COMMENTS

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

Summary for POST: Copenhagen

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

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

COMMENTS

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

Summary for POST: Dublin

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

Canadian Business Visitors: 11
 Local Business Visitors: 84

Trade Officers: 2
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Dusseldorf

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

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

COMMENTS

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

Summary for POST: Helsinki

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

Canadian Business Visitors: 22
Local Business Visitors: 45

Trade Officers: 3
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Lisbon

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

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

COMMENTS

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

Summary for POST: London

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

Canadian Business Visitors: 185
Local Business Visitors: 541

Trade Officers: 11

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Madrid

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

Canadian Business Visitors: 34
 Local Business Visitors: 126

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Milan

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

Canadian Business Visitors: 58
Local Business Visitors: 95

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Oslo

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

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

COMMENTS

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

Summary for POST: Paris

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

Canadian Business Visitors: 324
Local Business Visitors: 129

Trade Officers: 12

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Rome

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

Canadian Business Visitors: 38
Local Business Visitors: 0

Trade Officers: 5
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Stockholm

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

Canadian Business Visitors: 40
Local Business Visitors: 105

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: The Hague

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

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

COMMENTS

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

Summary for POST: Vienna

AVERAGE TIME
 ALLOCATION

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

Canadian Business Visitors: 56
 Local Business Visitors: 248

Trade Officers: 3
 Non-Trade Officers: 0

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

COMMENTS

LATIN AMERICA & CARIBBEAN

AMÉRIQUE LATINE ET ANTILLES

LCT

LST

BRIDGETOWN
 GUATEMALA
 HAVANA/LA HAVANE
 KINGSTON
 MEXICO
 PORT OF SPAIN
 SAN JOSE

BOGOTA
 * BRASILIA
 BUENOS AIRES
 CARACAS
 LIMA
 QUITO
 SANTIAGO
 SAO PAULO

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

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

Summary for REGION: LATIN AMERICA AND CARIBBEAN

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

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

COMMENTS

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

Summary for SUB-REGION: CARIBBEAN AND CENTRAL AMERICA

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

Canadian Business Visitors: 385
Local Business Visitors: 910

Trade Officers: 25

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Bridgetown

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

Canadian Business Visitors: 117
Local Business Visitors: 388

Trade Officers: 2
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Guatemala

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|-------------------------|---|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 10.0 | 0.0 | 35.0 | 0.0 | 0.45 | 96 (Enquires) |
| | from Territory | 10.0 | 0.0 | 45.0 | 0.0 | 0.55 | 103 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Projects/Events) |
| C. Other Trade Development Activities | | 5.0 | 0.0 | 5.0 | 0.0 | 0.10 | |
| D. Promotional Projects | | 5.0 | 0.0 | 5.0 | 0.0 | 0.10 | 1 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquires) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquires) |
| F. Service to Government | External Affairs | 20.0 | 0.0 | 5.0 | 0.0 | 0.25 | 10 (Reports) |
| | OGDs,Provinces,ETC | 0.0 | 0.0 | 5.0 | 0.0 | 0.05 | 5 (Contacts) |
| G. Administration | Program Management | 5.0 | 0.0 | 0.0 | 0.0 | 0.05 | |
| | Leave,Professional Dev. | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |
| <hr/> | | | | | | | |
| Total TID Program | | 55.0 | 0.0 | 100.0 | 0.0 | 1.55 | |
| H. Other Programs | | 45.0 | 0.0 | 0.0 | 0.0 | 0.45 | |
| Canadian Business Visitors: | 45 | | | | | | |
| Local Business Visitors: | 61 | | | | | | |
| Trade Officers: | 2 | Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent | | | | | |
| Non-Trade Officers: | 0 | | | | | | |

COMMENTS

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

Summary for POST: Havana

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

Canadian Business Visitors: 42
Local Business Visitors: 40

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Kingston

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

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

COMMENTS

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

Summary for POST: Mexico

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

Canadian Business Visitors: 67
Local Business Visitors: 160

Trade Officers: 7

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Port of Spain

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) | |
|---|--------------------------|---|-----------------|-----------|-----------------------|--------------|----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | | |
| | % | % | % | % | | | |
| A. Servicing Export Enquiries | from Canada | 27.5 | 0.0 | 21.5 | 0.0 | 0.98 | 202 (Enquires) |
| | from Territory | 27.5 | 0.0 | 22.5 | 0.0 | 1.00 | 169 (Enquires) |
| B. Export Promotion Projects and Events | | 5.0 | 0.0 | 12.5 | 0.0 | 0.35 | 10 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 19.0 | 0.0 | 0.38 | |
| D. Promotional Projects | | 7.5 | 0.0 | 0.0 | 0.0 | 0.15 | 2 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 7.5 | 0.0 | 5.5 | 0.0 | 0.26 | 14 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 3.5 | 0.0 | 0.07 | 0 (Enquiries) |
| F. Service to Government | External Affairs | 7.5 | 0.0 | 2.5 | 0.0 | 0.20 | 21 (Reports) |
| | OGDs, Provinces, ETC | 2.5 | 0.0 | 4.0 | 0.0 | 0.13 | 15 (Contacts) |
| G. Administration | Program Management | 12.5 | 0.0 | 3.5 | 0.0 | 0.32 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 4.0 | 0.0 | 0.08 | |
| <hr/> | | | | | | | |
| Total TID Program | | 97.5 | 0.0 | 98.5 | 0.0 | 3.92 | |
| H. Other Programs | | 2.5 | 0.0 | 1.5 | 0.0 | 0.08 | |
| Canadian Business Visitors: | 35 | | | | | | |
| Local Business Visitors: | 91 | | | | | | |
| Trade Officers: | 4 | Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent | | | | | |
| Non-Trade Officers: | 0 | | | | | | |

COMMENTS

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

Summary for POST: San Jose

AVERAGE TIME
 ALLOCATION

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

Canadian Business Visitors: 60
 Local Business Visitors: 49

Trade Officers: 3
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for SUB-REGION: SOUTH AMERICA

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

Canadian Business Visitors: 578
 Local Business Visitors: 823

Trade Officers: 32
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Bogota

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

Canadian Business Visitors: 216
 Local Business Visitors: 187

Trade Officers: 4

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Buenos Aires

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

Canadian Business Visitors: 79
 Local Business Visitors: 90

Trade Officers: 5
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Caracas

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

Canadian Business Visitors: 47
Local Business Visitors: 78

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Lima

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

Canadian Business Visitors: 59
Local Business Visitors: 315

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Quito

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

Canadian Business Visitors: 34
Local Business Visitors: 82

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Santiago

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

Canadian Business Visitors: 55
Local Business Visitors: 32

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Sao Paulo

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

Canadian Business Visitors: 88
 Local Business Visitors: 39

Trade Officers: 6
 Non-Trade Officers: 0

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

COMMENTS

UNITED STATES

ÉTATS-UNIS

| | | 1970 | 1971 | 1972 | 1973 | 1974 | 1975 |
|---------------------------|---------------|---------|---------|---------|---------|-------|------|
| A. Security Operations | With Cases | 9,015.7 | 9,351.5 | 9,521.1 | 9,716.6 | | |
| | Without Cases | 9,015.7 | 9,351.5 | 9,521.1 | 9,716.6 | | |
| UTE | | | | | | | |
| UTW | | | | | | | |
| B. Other Trade Operations | | 8,812.2 | 8,812.2 | 8,812.2 | 8,812.2 | | |
| C. Other Trade Operations | | 8,812.2 | 8,812.2 | 8,812.2 | 8,812.2 | | |
| D. Security Operations | | 9,015.7 | 9,351.5 | 9,521.1 | 9,716.6 | | |
| E. Security Operations | | 9,015.7 | 9,351.5 | 9,521.1 | 9,716.6 | | |
| F. Security Operations | | 9,015.7 | 9,351.5 | 9,521.1 | 9,716.6 | | |
| G. Administration | | 9,015.7 | 9,351.5 | 9,521.1 | 9,716.6 | | |
| | | 9,015.7 | 9,351.5 | 9,521.1 | 9,716.6 | | |
| Total 1975 Program | 11.56 | 9,015.7 | 9,351.5 | 9,521.1 | 9,716.6 | 39.56 | |
| Total 1974 Program | 11.1 | 9,015.7 | 9,351.5 | 9,521.1 | 9,716.6 | 39.1 | |

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

Trade Officer 10
 Non-Trade Officer 0

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

Summary for REGION: UNITED STATES

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

Canadian Business Visitors: 2350
Local Business Visitors: 2915

Trade Officers: 70
Non-Trade Officers: 0

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

COMMENTS

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

Summary for SUB-REGION: UNITED STATES EAST

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

Canadian Business Visitors: 1550
Local Business Visitors: 954

Trade Officers: 41

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Atlanta

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

Canadian Business Visitors: 157
 Local Business Visitors: 72

Trade Officers: 7
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Boston

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

Canadian Business Visitors: 634
Local Business Visitors: 207

Trade Officers: 8
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Buffalo

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

Canadian Business Visitors: 143
Local Business Visitors: 121

Trade Officers: 5
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Dallas

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

Canadian Business Visitors: 173
 Local Business Visitors: 276

Trade Officers: 6
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: New York

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

Canadian Business Visitors: 177
Local Business Visitors: 173

Trade Officers: 10
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Washington

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

Canadian Business Visitors: 266
Local Business Visitors: 105

Trade Officers: 5
Non-Trade Officers: 0

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

COMMENTS

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

Summary for SUB-REGION: UNITED STATES WEST

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

Canadian Business Visitors: 800
Local Business Visitors: 1961

Trade Officers: 29

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Chicago

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

Canadian Business Visitors: 67
Local Business Visitors: 756

Trade Officers: 6

Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Detroit

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

Canadian Business Visitors: 129
 Local Business Visitors: 135

Trade Officers: 7
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Minneapolis

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

Canadian Business Visitors: 256
Local Business Visitors: 785

Trade Officers: 5
Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: San Francisco

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

Canadian Business Visitors: 155
 Local Business Visitors: 181

Trade Officers: 5
 Non-Trade Officers: 0

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

COMMENTS

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

Summary for POST: Seattle

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

Canadian Business Visitors: 193
Local Business Visitors: 104

Trade Officers: 6
Non-Trade Officers: 0

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

COMMENTS


TABLE OF CONTENTS
 PART I
 SUMMARY OF RESULTS

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

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