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

**QUARTERLY RESULTS
AND
ACTIVITY REPORT**

**RAPPORT TRIMESTRIEL
DES ACTIVITES ET DES RESULTATS**

**OCTOBER - DECEMBER 1986
(3rd QUARTER FY 1986-87)**

**OCTOBRE - DECEMBRE 1986
(3^e TRIMESTRE, AF 1986-87)**

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

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

SEP 10 1987

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QUARTERLY RESULTS

AND

ACTIVITY REPORT

RAPPORT TRIMESTRIEL

DES ACTIVITES ET DES RESULTATS

OCTOBER - DECEMBER 1986
(3RD QUARTER FY 1986-87)

OCTOBRE - DECEMBRE
(3^e TRIMESTRE, AF 1986-87)

TRADE DEVELOPMENT POLICY
AND PLANNING DIVISION (TPP)

MARCH 1987
EXTERNAL AFFAIRS

DIRECTION DE LA POLITIQUE
ET DE LA PLANIFICATION (TPP)

MARS 1987
AFFAIRES EXTERIEURES

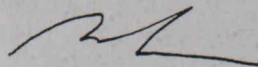
This is the fourth quarterly report produced from the Trade Tracking System. Despite its relatively short period in operation, trends are already becoming apparent from your quarterly submissions which we are analyzing from a variety of perspectives. The attached chart will give you an example of patterns emerging in the types of demands made on missions in different regions.

The past few months have been heavily occupied with verifying your mission plans with the geographic and functional bureaux. Geographic and sectorial reports resulting from this data are now being produced and presently will be distributed to the Provinces and OGDs to provide the discussion documents for the consultations which will commence in early March. Each post will receive a synopsis for its region.

On the whole I am pleased with the quality of the post plans submitted by the majority of you. Excellent plans have been received from all regions and all environments, which demonstrates that although the planning system has been a considerable departure from the traditional approach, it is clear that most of you have been able to adapt to it enthusiastically and with relatively few problems.

There were some cases where the inputs from posts were deficient. Difficulties arose not with the system itself but from the attitude of some officers who tended to hold the view that planning was somehow divorced from what they perceived as the true nature of their responsibilities i.e. to promote exports. The two functions are in fact inseparable components of our jobs. Compared to major industry's practises, the planning and reporting responsibility placed on our officers is relatively small.

For all officers, whether abroad or at Headquarters, I cannot stress too highly the need for us to develop the means to establish a clear direction of action and to keep track of what we are doing and what we have accomplished. Our ability to continue to deploy our current level of resources abroad is dependent upon your ability to identify your goals and monitor your workload and results with reasonable precision.



G.E. Shannon
Deputy Minister
International Trade

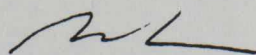
Le présent rapport trimestriel est le quatrième que produit le Système de suivi des résultats commerciaux. Bien que l'initiative soit relativement récente, des tendances ressortent déjà des données que vous nous fournissez tous les trois mois et que nous analysons de divers points de vue. Le graphique ci-joint vous donnera un exemple des tendances qui se manifestent dans les types de demandes présentées aux missions dans les différentes régions.

Ces derniers mois, les directions géographiques et fonctionnelles ont consacré beaucoup de temps à vérifier vos plans de mission. Les rapports géographiques et sectoriels résultant de l'étude de ces données sont en préparation et seront distribués sous peu aux Provinces et aux autres ministères fédéraux à titre de documents de discussion pour les consultations qui seront amorcées au début de mars. Chaque mission recevra un synopsis pour sa région.

Dans l'ensemble, je suis satisfait de la qualité des plans de mission soumis par la majorité d'entre vous. Nous avons reçu d'excellents plans de toutes les régions et de tous les milieux, ce qui montre bien que malgré l'importante innovation que constitue le système de planification par rapport à l'approche traditionnelle, il est évident que vous avez su, pour la plupart, vous y adapter avec enthousiasme sans que cela ne présente trop de problèmes.

Dans certains cas, l'apport des missions était déficient. Les difficultés n'étaient pas reliées au système comme tel, mais plutôt à l'attitude de certains agents qui avaient tendance à considérer la planification comme étrangère à l'idée qu'ils se faisaient de la vraie nature de leurs responsabilités, c'est-à-dire promouvoir les exportations. Les deux fonctions sont en fait des composantes inséparables de notre travail. Si l'on se met en parallèle avec la grande entreprise, on constate que la responsabilité de planification et de rapport confiée à nos agents est plutôt modeste.

Je ne saurais trop rappeler à tous les agents, tant à l'étranger qu'à l'administration centrale, la nécessité de mettre en oeuvre les moyens d'établir clairement le sens de notre action et d'assurer le suivi de ce que nous faisons et de ce que nous avons accompli. Notre aptitude à maintenir le niveau actuel de nos ressources à l'étranger dépend de votre aptitude à définir vos objectifs et à contrôler votre charge de travail et vos résultats avec une précision raisonnable.



G.E. Shannon
Sous-ministre du
Commerce extérieur

RELATED POST WORLD WAR II TRENDS

JAN - DEC 1971

U.S.A.
1971

WEST
1971

ASIA
1971

Latin America
& Caribbean
1971

Other
1971



Chart 1: 1971

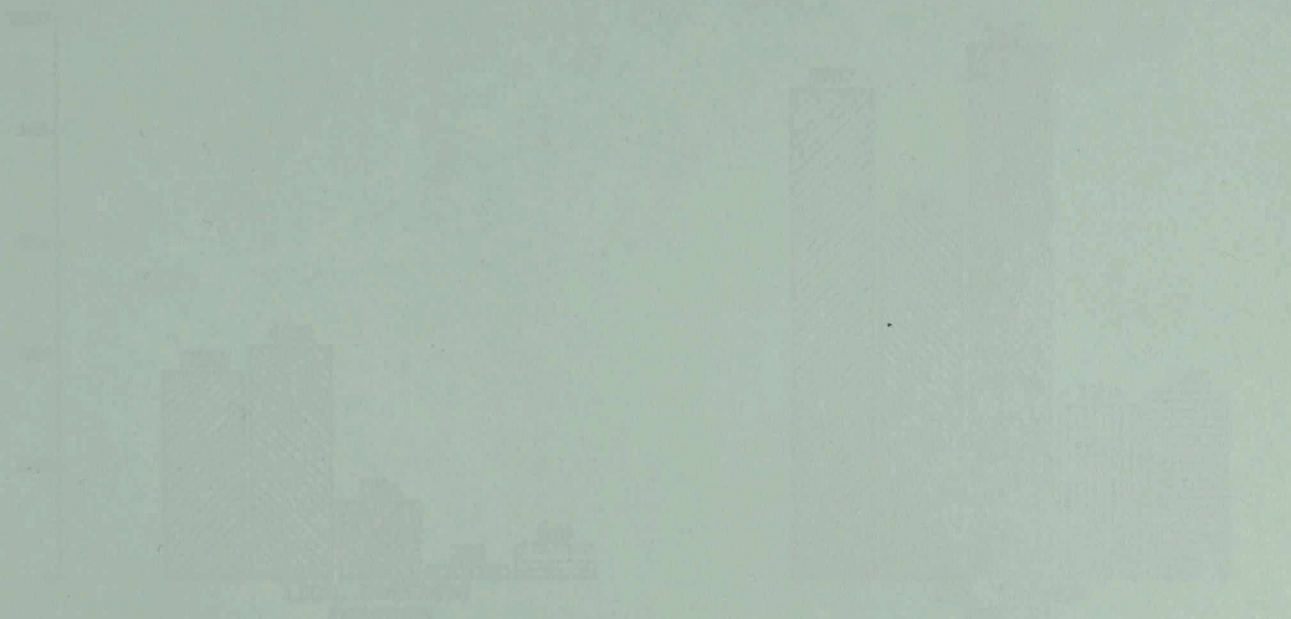
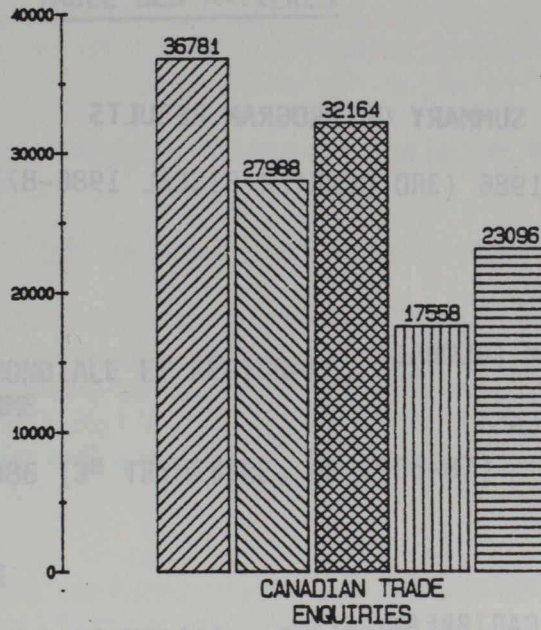
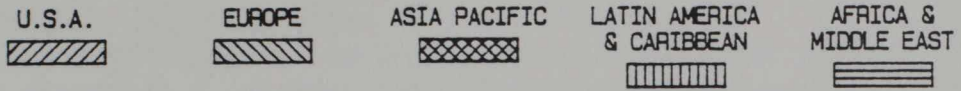
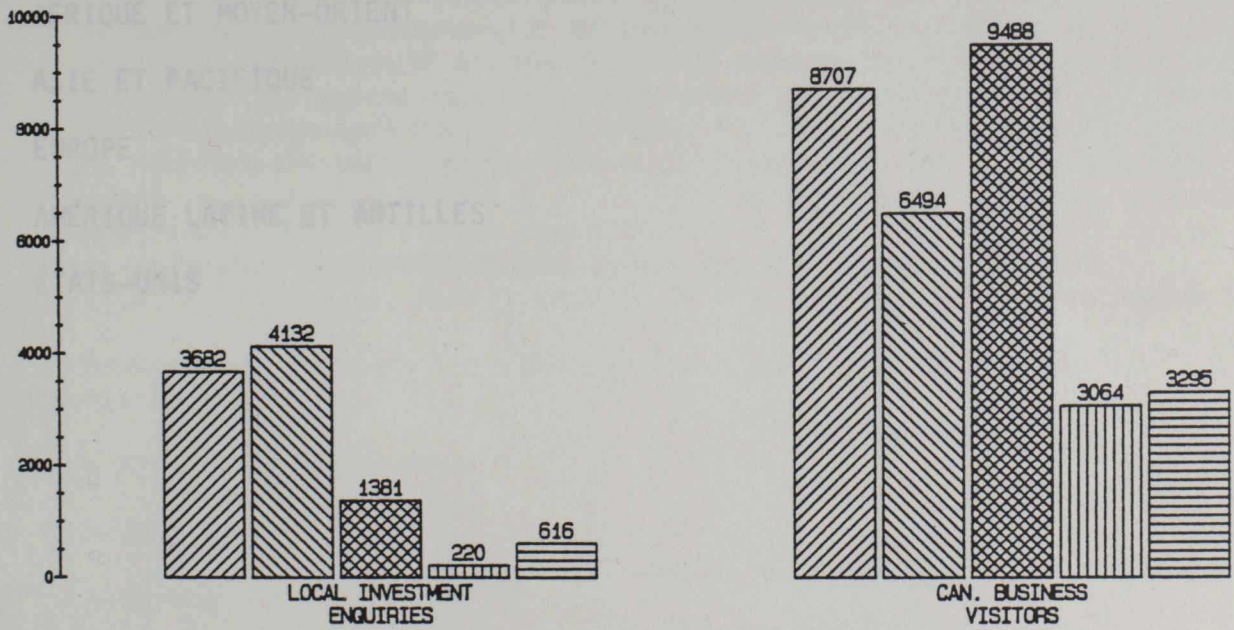


Chart 2: 1971

SELECTED POST WORKLOAD INDICATORS JAN - DEC 1986



TPP-V104



TPP-V103

TPP-V106

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OCTOBER - DECEMBER 1986 (3RD QUARTER FISCAL 1986-87)

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- ASIA & PACIFIC
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OCTOBRE - DECEMBRE 1986 (3^e TRIMESTRE, AF 1986-87)

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INTRODUCTION

This is the fourth published quarterly report of Trade and Industrial Development Program results and activity. It covers the period of October through December 1986 and contains information drawn from the TID Program Tracking System. The report is based on the returns that were available up to February 10, 1986, from a total of ninety missions in all five major regions abroad.

This report encompasses the addition of Brussels (NAC) for the first time.

There are two main sections to this report:

Section I, immediately following, consists of six program results summaries; one for each major region and one for "All Regions", i.e., a global summary. Each page summarizes for its respective region: the business activity reported and highlights of that activity; key statistics on trade and investment enquiries; and the number of business visitors.

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

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

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

INTRODUCTION

Le présent document constitue le quatrième rapport trimestriel des résultats et activités du Programme commercial. Il couvre la période d'octobre à décembre 1986 et contient des renseignements tirés du Système de suivi des résultats commerciaux. Il a été établi d'après les rapports présentés, au 10 février 1986, par quatre-vingt-dix missions réparties dans les cinq grandes régions du monde.

Ce rapport comprend également notre mission à Bruxelles (CAN) pour la première fois.

Le rapport se divise en deux grandes sections:

La section I, qui suit, comprend les résumés des résultats de six programmes; soit un résumé pour chaque grande région et un pour "toutes les régions", c'est-à-dire un résumé mondial. Pour chaque région, le résumé présente les activités commerciales et leurs points saillants, des statistiques clés sur les demandes de renseignements relatives au commerce et aux investissements et le nombre de visites de gens d'affaires.

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

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

SUMMARY OF PROGRAM

RESULTS

STATE OF RESULTS

BY PROGRAM

PROGRAM RESULTS: ALL REGIONS

1. BUSINESS ACTIVITY

During the October-December 1986 period, ninety posts submitted quarterly reports identifying the following business activity:

1. 593 EXPORT SALES WORTH \$946 MILLION
2. 359 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 30 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; 5 VALUED AT \$61 MILLION
4. 10 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 2 VALUED AT \$587.0 MILLION
5. 11 CANADIAN INVESTMENT INITIATIVES IN TERRITORY; 1 VALUED AT \$7.0 MILLION
6. 8 TECHNOLOGY TRANSFERS; 1 VALUED AT \$1.6 MILLION

HIGHLIGHTS:

- o \$150 million gas field contract (Moscow)
- o \$15 million sale of underwater services (Dallas)
- o \$70 million sale of transmission line (Bogota)
- o \$5 million sale of a sewerage system (Abu Dhabi)
- o \$26 million sale of a vessel management system (Hong Kong)
- o \$41 million gas field contract (Kuala Lumpur)

KEY STATISTICS: for the ninety posts having submitted a quarterly report

| <u>MISSIONS IN:</u> | <u>Missions</u> | | <u>No. Confirmed Export Sales</u> | <u>Value Confirmed Export Sales(\$M)</u> |
|---------------------------|-----------------|------------------|---------------------------------------|--|
| | <u>Total</u> | <u>Reporting</u> | | |
| Africa & Middle East | 18 | 18 | 56 | 53 |
| Asia & Pacific | 19 | 17 | 153 | 286 |
| Europe | 28 | 28 | 169 | 338 |
| Latin America & Caribbean | 15 | 14 | 65 | 159 |
| United States | 14 | 13 | 150 | 110 |
| | <u>94</u> | <u>90</u> | <u>593</u> | <u>946</u> |

| | <u>Trade Enquiries</u> | | <u>Investment Enquiries</u> | | <u>Business Visitors</u> | |
|---------------------------|----------------------------|--------------|---------------------------------|--------------|------------------------------|--------------|
| | <u>Cdn</u> | <u>Local</u> | <u>Cdn</u> | <u>Local</u> | <u>Cdn</u> | <u>Local</u> |
| Africa & Middle East | 5398 | 4917 | 70 | 177 | 997 | 2038 |
| Asia & Pacific | 8578 | 7005 | 336 | 499 | 2796 | 3199 |
| Europe | 6448 | 5719 | 673 | 945 | 2073 | 2221 |
| Latin America & Caribbean | 4172 | 2696 | 70 | 83 | 723 | 1436 |
| United States | 7645 | 5160 | 199 | 920 | 2337 | 4015 |
| | <u>32241</u> | <u>25497</u> | <u>1348</u> | <u>2624</u> | <u>8926</u> | <u>12909</u> |

RÉSULTATS DU PROGRAMME - TOUTES LES RÉGIONS

1. ACTIVITÉS COMMERCIALES

D'octobre à décembre 1986, quatre-vingt-dix missions ont rapporté les activités commerciales suivantes:

1. 593 ACCORDS D'EXPORTATION D'UNE VALEUR DE 946 MILLIONS DE DOLLARS
2. 359 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 30 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE; DONT 5 D'UNE VALEUR DE 61 MILLIONS DE DOLLARS
4. 10 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA, DONT 2 D'UNE VALEUR DE 587 MILLIONS DE DOLLARS
5. 11 NOUVELLES INITIATIVES D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE, DONT 1 D'UNE VALEUR DE 7,0 MILLIONS DE DOLLARS
6. 8 TRANSFERTS DE TECHNOLOGIE, DONT 1 D'UNE VALEUR DE 1,6 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Contrat de prospection gazière d'une valeur de 150 millions \$ (Moscou)
- o Vente de services sous l'eau d'une valeur de 15 millions \$ (Dallas)
- o Vente d'un réseau de transport d'énergie d'une valeur de 70 millions (Bogota)
- o Vente d'un système d'égouts d'une valeur de 5 millions \$ (Abu Dhabi)
- o Vente d'un système de gestion du trafic maritime d'une valeur de 26 millions \$ (Hong Kong)
- o Contrat de prospection gazière d'une valeur de 41 millions \$ (Kuala Lumpur)

STATISTIQUES CLÉS

pour les quatre-vingt-dix 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 | 18 | 18 | 56 | 53 |
| Asie et Pacifique | 19 | 17 | 153 | 286 |
| Europe | 28 | 28 | 169 | 338 |
| Amérique Latine et Antilles | 15 | 14 | 65 | 159 |
| États-Unis | 14 | 13 | 150 | 110 |
| | 94 | 90 | 593 | 946 |

| | 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 | 5398 | 4917 | 70 | 177 | 997 | 2038 |
| Asie et Pacifique | 8578 | 7005 | 336 | 499 | 2796 | 3199 |
| Europe | 6448 | 5719 | 673 | 945 | 2073 | 2221 |
| Amérique Latine et Antilles | 4172 | 2696 | 70 | 83 | 723 | 1436 |
| États-Unis | 7645 | 5160 | 199 | 920 | 2337 | 4015 |
| | 32241 | 25497 | 1348 | 2624 | 8926 | 12909 |

PROGRAM RESULTS: AFRICA & MIDDLE EAST

1. BUSINESS ACTIVITY

During the October-December 1986 period eighteen posts reported the following business activity:

1. 56 EXPORT SALES WORTH \$53 MILLION
2. 42 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 8 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS; 1 WORTH \$12 MILLION
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 3 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 2 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- o 4 Sales of lumber worth \$5.8 million (Cairo)
- o \$1 million geophysical survey contract (Amman)
- o \$5 million sewerage system (Abu Dhabi)
- o \$2.7 million sales of auto components and accessories (Kuwait)
- o \$2.2 million sales of auto components and accessories (Riyadh)
- o \$600 thousand sale of bottled water (Lagos)
- o \$500 thousand training services contract (Tunis)
- o \$500 thousand sale of railway spikes (Yaounde)

KEY STATISTICS: for the eighteen posts reporting workload information

Missions Reporting To

| | | GAT | GMT |
|--------------------------|-------|------|------|
| No. Trade Enquiries | Cdn | 3567 | 1831 |
| | Local | 3211 | 1706 |
| No. Investment Enquiries | Cdn | 20 | 50 |
| | Local | 11 | 166 |
| No. Business Visitors | Cdn | 511 | 486 |
| | Local | 1339 | 699 |

RÉSULTATS DU PROGRAMME - AFRIQUE ET MOYEN-ORIENT

1. ACTIVITÉS COMMERCIALES

D'octobre à décembre 1986, dix-huit missions ont rapporté les activités commerciales suivantes:

1. 56 VENTES A L'EXPORTATION D'UNE VALEUR DE 53 MILLIONS DE DOLLARS
2. 42 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 8 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE; DONT 1 D'UNE VALEUR DE 12 MILLIONS DE DOLLARS
4. 0 INITIATIVE D'EXPANSION INDUSTRIELLE AU CANADA
5. 3 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 2 TRANSFERTS DE TECHNOLOGIE

POINTS SAILLANTS

- o 4 ventes de bois d'oeuvre D'une valeur de 5,8 millions \$ (Le Caire)
- o Contrat d'étude géophysique d'une valeur de 1 million \$ (Amman)
- o Vente d'un système d'égouts d'une valeur de 5 millions \$ (Abu Dhabi)
- o Ventes des pièces et accesories d'automobile d'une valeur de 2,7 millions \$ (Koweït)
- o Vente des pièces et accessoires d'automobile d'une valeur de 2,2 millions \$ (Riyad)
- o Vente d'eau embouteillée d'une valeur de 600,000 \$ (Lagos)
- o Contrat de services de formation d'une valeur de 500,000 \$ (Tunis)
- o Contrat de crampons de chemin de fer d'une valeur de 500,000 \$ (Yaoundé)

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

RAPPORTS A:

| | | GAT | GMT |
|---|--------|------|------|
| Nbre de demandes de renseignements sur le commerce | Cdne | 3567 | 1831 |
| | Locale | 3211 | 1706 |
| Nbre de demandes de renseignements sur l'investissement | Cdne | 20 | 50 |
| | Locale | 11 | 166 |
| Nbre de visites de gens d'affaires | Cdne | 511 | 486 |
| | Locale | 1339 | 699 |

PROGRAM RESULTS: ASIA & PACIFIC

1. BUSINESS ACTIVITY

During the October-December 1986 period seventeen posts reported the following business activity:

1. 153 EXPORT SALES WORTH \$286 MILLION
2. 71 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 11 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 10 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA WORTH \$6 MILLION
5. 2 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 5 TECHNOLOGY TRANSFER INITIATIVES WORTH \$1.6 MILLION

HIGHLIGHTS:

- o 5 sales of feed wheat worth \$30 million (Seoul)
- o \$13.3 million sales of processed food (Tokyo)
- o \$30 million sale of used semi-submersible drilling rig (Beijing)
- o \$26 million sale of vessel management system (Hong Kong)
- o \$6.5 million sale of airport equipment and services (Bangkok)
- o \$8.3 million sale of a flight simulator (Singapore)
- o \$41 million gas field contract (Kuala Lumpur)
- o \$12.7 million sale of financial accounting system (Jakarta)

KEY STATISTICS: for the seventeen posts reporting workload information

Missions Reporting To

| | | PST | PNTE/PNTJ |
|--------------------------|-------|------|-----------|
| No. Trade Enquiries | Cdn | 3924 | 4654 |
| | Local | 3440 | 3565 |
| No. Investment Enquiries | Cdn | 91 | 245 |
| | Local | 88 | 411 |
| No. Business Visitors | Cdn | 1116 | 1680 |
| | Local | 1532 | 1667 |

RÉSULTATS DU PROGRAMME - ASIE ET PACIFIQUE

1. ACTIVITÉS COMMERCIALES

D'octobre à décembre 1986, dix-sept missions ont rapporté les activités commerciales suivantes:

1. 153 VENTES A L'EXPORTATION D'UNE VALEUR DE 286 MILLIONS DE DOLLARS
2. 71 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 11 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 10 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA D'UNE VALEUR DE 6 MILLIONS \$
5. 2 INITIATIVES D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 5 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 1,6 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o 5 ventes de blé fourrager d'une valeur de 30 million \$ (Séoul)
- o Vente d'aliments transformés d'une valeur de 13.3 millions \$ (Tokyo)
- o Vente d'une plate-forme de forage semi-submersible usagée d'une valeur de 30 millions \$ (Beijing)
- o Vente d'un système de gestion du trafic maritime d'une valeur de 26 millions \$ (Hong Kong)
- o Vente de matériel d'aéroport et de service connexes d'une valeur de 6.5 millions \$ (Bangkok)
- o Vente d'un simulateur de vol d'une valeur de 8,3 millions \$ (Singapour)
- o Contrat de prospection gazière d'une valeur de 41 millions \$ (Kuala Lumpur)
- o Vente d'un système de comptabilité financière d'une valeur de 12.7 millions \$ (Jakarta)

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

RAPPORTS A:

| | | <u>PST</u> | <u>PNTE/PNTJ</u> |
|---|--------|------------|------------------|
| Nbre de demandes de renseignements sur le commerce | Cdne | 3924 | 4654 |
| | Locale | 3440 | 3565 |
| Nbre de demandes de renseignements sur l'investissement | Cdne | 91 | 245 |
| | Locale | 88 | 411 |
| Nbre de visites de gens d'affaires | Cdne | 1116 | 1680 |
| | Locale | 1532 | 1667 |

PROGRAM RESULTS: EUROPE

1. BUSINESS ACTIVITY

During the October-December 1986 period twenty-eight posts reported the following business activity:

1. 169 EXPORT SALES WORTH \$338 MILLION
2. 90 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 3 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 9 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA; 1 VALUED AT \$450 MILLION
5. 3 CANADIAN INVESTMENT INITIATIVES IN TERRITORY
6. 0 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- o \$150 million gas field contract (Moscow)
- o \$534 thousand sale of aircraft navigation system (Warsaw)
- o sale of 4 aircraft worth \$40 million (London)
- o \$1.8 million sale of data communications boards (Helsinki)
- o \$4.5 million sale of taxi dispatch system (Copenhagen)
- o \$11.6 million sale of oilwell rig components (Dusseldorf)
- o \$7 million sale of navigation beacons (Oslo/BNATO)
- o \$16 million on site sales of processed food at SIAL (Paris)

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

| | | <u>Missions Reporting To</u> | |
|--------------------------|-------|------------------------------|------|
| | | RWT | RBT |
| No. Trade Enquiries | Cdn | 5312 | 1136 |
| | Local | 5300 | 419 |
| No. Investment Enquiries | Cdn | 665 | 8 |
| | Local | 945 | 0 |
| No. Business Visitors | Cdn | 1807 | 266 |
| | Local | 2055 | 166 |

RÉSULTATS DU PROGRAMME - EUROPE

1. ACTIVITÉS COMMERCIALES

D'octobre à décembre 1986, vingt-huit missions ont rapporté les activités commerciales suivantes:

1. 169 VENTES A L'EXPORTATION D'UNE VALEUR DE 338 MILLIONS DE DOLLARS
2. 90 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 3 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 9 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA, DONT 1 D'UNE VALEUR DE 450 MILLIONS DE DOLLARS
5. 3 INITIATIVES D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 0 TRANSFERTS DE TECHNOLOGIE

POINTS SAILLANTS

- o Contrat de prospection gazière d'une valeur de 150 millions \$ (Moscou)
- o Vente d'un système de navigation aérienne d'une valeur de 534,000 \$ (Varsovie)
- o Vente de 4 avions d'une valeur de 40 millions \$ (Londres)
- o Vente de tableaux de communication des données d'une valeur de 1,8 millions \$ (Helsinki)
- o Vente d'un système d'aiguillage de taxis d'une valeur de 4,5 millions \$ (Copenhague)
- o Vente de composants d'une plate-forme de forage pétrolier d'une valeur de 11,6 millions \$ (Dusseldorf)
- o Ventes de balises d'une valeur de 7 millions \$ (Oslo/OTAN)
- o Vente au SIAL d'aliments transformés d'une valeur de 16 millions \$ (Paris)

STATISTIQUES CLÉS

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

RAPPORTS A:

| | | RWT | RBT |
|---|-------|------|------|
| Nbre de demandes de renseignements sur le commerce | Cdn | 5312 | 1136 |
| | Local | 5300 | 419 |
| Nbre de demandes de renseignements sur l'investissement | Cdn | 665 | 8 |
| | Local | 945 | 0 |
| Nbre de visites de gens d'affaires | Cdn | 1807 | 266 |
| | Local | 2055 | 166 |

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

1. BUSINESS ACTIVITY

During the October-December 1986 period fourteen posts reported the following business activity:

1. 65 EXPORT SALES WORTH \$159 MILLION
2. 43 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 2 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS WORTH \$2 MILLION
4. 0 INDUSTRIAL DEVELOPMENT INITIATIVES IN CANADA
5. 1 CANADIAN INVESTMENT INITIATIVE IN TERRITORY
6. 0 TECHNOLOGY TRANSFER

HIGHLIGHTS:

- o \$2.5 million sale of tires (San Jose)
- o \$3 million sale of telephone equipment (Kingston)
- o \$7.5 million harbour construction contract (Bridgetown)
- o \$70 million sale of transmission line (Bogota)
- o \$11.7 million sale of skim milk powder (Lima)
- o \$9 million sale of monitoring and control system (Caracas)
- o \$6 million sales of live cattle (Caracas)
- o \$6.8 million sale of one aircraft (Bogota)

KEY STATISTICS: for the fourteen posts reporting workload information

| | | <u>Missions Reporting To</u> | |
|--------------------------|-------|------------------------------|------|
| | | LCT | LST |
| No. Trade Enquiries | Cdn | 1472 | 2700 |
| | Local | 664 | 2032 |
| No. Investment Enquiries | Cdn | 31 | 39 |
| | Local | 19 | 64 |
| No. Business Visitors | Cdn | 334 | 389 |
| | Local | 696 | 740 |

RÉSULTATS DU PROGRAMME - AMÉRIQUE LATINE ET ANTILLES

1. ACTIVITÉS COMMERCIALES

D'octobre à décembre 1986, quatorze missions ont rapporté les activités commerciales suivantes:

1. 65 VENTES A L'EXPORTATION D'UNE VALEUR DE 159 MILLIONS DE DOLLARS
2. 43 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 2 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 2 MILLIONS DE DOLLARS
4. 0 INITIATIVE D'EXPANSION INDUSTRIELLE AU CANADA
5. 1 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 0 TRANSFERT DE TECHNOLOGIE

POINTS SAILLANTS

- o Vente de pneus d'une valeur de 2.5 millions \$ (San José)
- o Vente de matériel téléphonique d'une valeur de 3 millions \$ (Kingston)
- o Contrat de construction portuaire d'une valeur de 7.5 millions \$ (Bridgetown)
- o Vente d'un réseau de transport d'énergie d'une valeur de 70 millions (Bogota)
- o Vente de lait écrémé en poudre d'une valeur de 11.7 millions \$ (Lima)
- o Vente d'un système électronique de surveillance et de contrôle d'une valeur de 9 millions \$ (Caracas)
- o Vente de bovins sur pied d'une valeur de 6 millions \$ (Caracas)
- o Vente d'un avion d'une valeur de 6.8 millions \$ (Bogota)

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 | 1472 | 2700 |
| | Locale | 664 | 2032 |
| Nbre de demandes de renseignements sur l'investissement | Cdne | 31 | 39 |
| | Locale | 19 | 64 |
| Nbre de visites de gens d'affaires | Cdne | 334 | 389 |
| | Locale | 696 | 740 |

PROGRAM RESULTS: UNITED STATES

1. BUSINESS ACTIVITY

During the October-December 1986 period thirteen posts reported the following business activity:

1. 150 EXPORT SALES WORTH \$110 MILLION
2. 103 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 6 NEW JOINT AGREEMENTS/LICENCING AGREEMENTS
4. 1 INDUSTRIAL DEVELOPMENT INITIATIVE IN CANADA VALUED AT \$137 MILLION
5. 4 CANADIAN INVESTMENT INITIATIVES IN TERRITORY; 1 VALUED AT \$7 MILLION
6. 0 TECHNOLOGY TRANSFERS

HIGHLIGHTS:

- o 26 New Exporter (NEBS) agencies (Buffalo)
- o \$10.5 million sales of Mobile Communications equipment (Atlanta)
- o \$15 million sale of underwater services (Dallas)
- o \$8.9 million sales of clothing and sportswear (New York)
- o \$13.8 million sale of communications equipment (Los Angeles)
- o \$2.7 million sale of hotel furnishings (Seattle)
- o \$4.8 million sale of pallet system (Detroit)
- o \$2.3 million sale of space launch enclosure (Minneapolis)

KEY STATISTICS: for the thirteen posts reporting workload information

Missions Reporting To

| | | UTE | UTW |
|--------------------------|-------|------|------|
| No. Trade Enquiries | Cdn | 4054 | 3591 |
| | Local | 2726 | 2434 |
| No. Investment Enquiries | Cdn | 43 | 156 |
| | Local | 481 | 439 |
| No. Business Visitors | Cdn | 1123 | 1214 |
| | Local | 796 | 3219 |

RÉSULTATS DU PROGRAMME - ÉTATS-UNIS

1. ACTIVITÉS COMMERCIALES

D'octobre à décembre 1986, treize missions ont rapporté les activités commerciales suivantes:

1. 150 VENTES A L'EXPORTATION D'UNE VALEUR DE 110 MILLIONS DE DOLLARS
2. 103 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 6 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 1 INITIATIVES D'EXPANSION INDUSTRIELLE AU CANADA; D'UNE VALEUR DE 137 MILLIONS DE DOLLARS
5. 4 INITIATIVE D'INVESTISSEMENT CANADIEN DANS LE TERRITOIRE; DONT D'UNE VALEUR DE 7 MILLIONS DE DOLLARS
6. 0 TRANSFERT DE TECHNOLOGIE

POINTS SAILLANTS

- o 26 agences Nouveaux exportateurs (NEBS) (Buffalo)
- o Vente de matériel de communication d'une valeur de 10,5 millions \$ (Atlanta)
- o Vente de services sous l'eau d'une valeur de 15 millions \$ (Dallas)
- o Vente de vêtements et de vêtements de sport d'une valeur de 8,9 millions \$ (New York)
- o Vente de matériel de communication d'une valeur de 13,8 millions \$ (Los Angeles)
- o Vente de meubles d'hôtellerie d'une valeur de 2,7 millions \$ (Seattle)
- o Vente d'un système de palettes d'une valeur de 4,8 millions \$ (Detroit)
- o Vente d'une enceinte pour les aires de lancement d'engins spatiaux d'une valeur de 2,3 millions \$ (Minneapolis)

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

| | RAPPORTS A: | |
|---|-------------|------|
| | UTE | UTW |
| Nbre de demandes de renseignements sur le commerce | Cdne | 4054 |
| | Locale | 2726 |
| Nbre de demandes de renseignements sur l'investissement | Cdne | 43 |
| | Locale | 481 |
| Nbre de visites de gens d'affaires | Cdne | 1123 |
| | Locale | 796 |

SECTION II

SUMMARY OF PROGRAM

RESULTS

SUMMARY OF RECOMMENDATIONS

CONCLUSIONS

SECTION II

SUMMARY OF PROGRAM

RESULTS

RÉSUMÉ DES RÉSULTATS

DU PROGRAMME

STATE OF MASSACHUSETTS
 DEPARTMENT OF REVENUE
 TAX RETURN

201

Form 706, F-1A, 2000

INCOME TAX
 RETURN

| | | 2000 | | 2001 | | 2000-2001 | 2000-2001 |
|-------------------------------|---------------|--------|--------|--------|--------|-----------|-----------|
| | | AGI | AGI | AGI | AGI | | |
| INCOME | | | | | | | |
| A. Salary or wage | From Employer | 10,000 | 10,000 | 10,000 | 10,000 | 0 | 0% |
| | From Self | 0 | 0 | 0 | 0 | 0 | 0% |
| B. Interest on bonds or notes | | 0 | 0 | 0 | 0 | 0 | 0% |
| C. Dividend income | | 0 | 0 | 0 | 0 | 0 | 0% |
| D. Rental income | | 0 | 0 | 0 | 0 | 0 | 0% |
| E. Capital gain | | 0 | 0 | 0 | 0 | 0 | 0% |
| F. Other income | | 0 | 0 | 0 | 0 | 0 | 0% |
| G. Total AGI | | 10,000 | 10,000 | 10,000 | 10,000 | 0 | 0% |
| H. Deductions | | 0 | 0 | 0 | 0 | 0 | 0% |
| I. Taxable Income | | 10,000 | 10,000 | 10,000 | 10,000 | 0 | 0% |

Capital Gains Taxable: 0
 Losses: 0

Other Income: 0
 Total Income: 10,000

2000

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1966 (863)

Summary for TOTAL T.I.D. PROGRAM:

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|-------------------------|-----------|-----------------|-----------|-----------------------|------------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | | | | | | |
| from Canada | 16.5 | 17.5 | 29.5 | 30.0 | 93.02 | 32241 (Enquiries) |
| from Territory | 8.8 | 11.5 | 18.5 | 20.0 | 55.25 | 25497 (Enquiries) |
| B. Export Promotion Projects and Events | 8.0 | 0.0 | 8.2 | 0.0 | 32.68 | 1576 (Projects/Events) |
| C. Other Trade Development Activities | 8.6 | 0.5 | 9.2 | 0.0 | 35.92 | |
| D. Promotional Projects | 10.6 | 0.0 | 11.2 | 0.0 | 44.01 | 752 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | |
| from Canada | 3.0 | 2.5 | 1.9 | 0.0 | 10.04 | 1348 (Enquiries) |
| from Territory | 4.9 | 0.0 | 2.7 | 0.0 | 15.41 | 2624 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 9.3 | 0.5 | 4.1 | 0.0 | 27.19 | 2391 (Reports) |
| OGDs, Provinces, ETC | 7.1 | 0.0 | 3.6 | 0.0 | 21.61 | 2259 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 10.3 | 0.5 | 3.1 | 5.0 | 28.25 | |
| Leave, Professional Dev. | 7.1 | 0.0 | 6.5 | 0.0 | 27.46 | |
| <hr/> | | | | | | |
| Total TID Program | 94.7 | 33.0 | 98.5 | 55.0 | 390.84 | |
| H. Other Programs | 5.1 | 67.0 | 1.4 | 45.0 | 15.16 | |

Canadian Business Visitors: 8926
Local Business Visitors: 12909

Trade Officers: 403
Non-Trade Officers: 3

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

COMMENTS

AFRICA & MIDDLE EAST

AFRIQUE ET MIEEN-ORIENT

AFR

ADDIS ABABA
ALGERIA
ADDIS ABABA/ADDIS ABABA
ALGERIA/ALGER
AMMAN
ANASSER
LANSOS
DAMMAM
DAMMAM
DAMMAM
DAMMAM

AME

ABU DHABI
AMMAN
BAGHDAD/BAGHDAD
CAIRO/CAIRO
Khartoum/Khartoum
RIYAD
TEL AVIV

AFRICA & MIDDLE EAST

AFRIQUE ET MOYEN-ORIENT

GAT

GMT

ABIDJAN
 ACCRA
 ADDIS ABABA/ADDIS ABĒBA
 ALGIERS/ALGER
 HARARE
 KINSHASA
 LAGOS
 NAIROBI
 RABAT
 TUNIS
 YAOUNDĒ

ABU DHABI
 AMMAN
 BAGHDAD/BAGDAD
 CAIRO/LE CAIRE
 KUWAIT/KOWEÏT
 RIYADH
 TEL AVIV

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 22.3 | 17.5 | 29.0 | 30.0 | 12.83 | 5398 (Enquiries) |
| from Territory | 15.7 | 11.5 | 26.0 | 20.0 | 10.25 | 4917 (Enquiries) |
| B. Export Promotion Projects and Events | 6.7 | 0.0 | 7.1 | 0.0 | 3.31 | 235 (Projects/Events) |
| C. Other Trade Development Activities | 7.0 | 0.5 | 7.3 | 0.0 | 3.45 | |
| D. Promotional Projects | 13.1 | 0.0 | 14.7 | 0.0 | 6.64 | 84 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 2.0 | 2.5 | 3.0 | 0.0 | 1.24 | 70 (Enquiries) |
| from Territory | 2.4 | 0.0 | 2.0 | 0.0 | 1.05 | 177 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 6.4 | 0.5 | 2.1 | 0.0 | 2.15 | 146 (Reports) |
| OGDs, Provinces, ETC | 5.6 | 0.0 | 3.3 | 0.0 | 2.17 | 120 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 7.8 | 0.5 | 0.6 | 5.0 | 2.22 | |
| Leave, Professional Dev. | 5.9 | 0.0 | 4.5 | 0.0 | 2.54 | |
| <hr/> | | | | | | |
| Total TID Program | 94.9 | 33.0 | 99.6 | 55.0 | 47.85 | |
| H. Other Programs | 5.0 | 67.0 | 0.3 | 45.0 | 3.15 | |

Canadian Business Visitors: 997
Local Business Visitors: 2038

Trade Officers: 48
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 3RD QUARTER OF 1986 (863)

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 | 22.9 | 17.5 | 29.1 | 30.0 | 7.06 | 3567 (Enquiries) |
| from Territory | 16.1 | 11.5 | 24.0 | 20.0 | 5.32 | 3211 (Enquiries) |
| B. Export Promotion Projects and Events | 8.5 | 0.0 | 8.8 | 0.0 | 2.16 | 211 (Projects/Events) |
| C. Other Trade Development Activities | 7.7 | 0.5 | 9.5 | 0.0 | 2.14 | |
| D. Promotional Projects | 10.8 | 0.0 | 14.9 | 0.0 | 3.15 | 55 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 1.3 | 2.5 | 1.5 | 0.0 | 0.40 | 20 (Enquiries) |
| from Territory | 0.5 | 0.0 | 0.5 | 0.0 | 0.12 | 11 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 6.6 | 0.5 | 1.1 | 0.0 | 1.06 | 63 (Reports) |
| OGDs, Provinces, ETC | 6.9 | 0.0 | 4.4 | 0.0 | 1.45 | 31 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 5.4 | 0.5 | 0.5 | 5.0 | 0.87 | |
| Leave, Professional Dev. | 6.1 | 0.0 | 5.3 | 0.0 | 1.44 | |
| <hr/> | | | | | | |
| Total TID Program | 92.8 | 33.0 | 99.6 | 55.0 | 25.17 | |
| H. Other Programs | 7.1 | 67.0 | 0.5 | 45.0 | 2.83 | |

Canadian Business Visitors: 511
Local Business Visitors: 1339

Trade Officers: 25
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 3RD QUARTER OF 1986 (863)

Summary for POST: Abidjan

| 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 | 50.0 | 0.0 | 1.06 | 236 (Enquires) |
| from Territory | 24.0 | 0.0 | 27.0 | 0.0 | 0.75 | 186 (Enquires) |
| B. Export Promotion Projects and Events | 9.0 | 0.0 | 0.0 | 0.0 | 0.18 | 3 (Projects/Events) |
| C. Other Trade Development Activities | 10.0 | 0.0 | 0.0 | 0.0 | 0.20 | |
| D. Promotional Projects | 3.5 | 0.0 | 7.0 | 0.0 | 0.14 | 2 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 0.5 | 0.0 | 0.0 | 0.0 | 0.01 | 3 (Enquiries) |
| from Territory | 0.5 | 0.0 | 0.0 | 0.0 | 0.01 | 4 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 3.5 | 0.0 | 3.0 | 0.0 | 0.10 | 4 (Reports) |
| OGDs, Provinces, ETC | 1.0 | 0.0 | 0.0 | 0.0 | 0.02 | 3 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 6.5 | 0.0 | 0.0 | 0.0 | 0.13 | |
| Leave, Professional Dev. | 10.5 | 0.0 | 13.0 | 0.0 | 0.34 | |
| Total TID Program | 97.0 | 0.0 | 100.0 | 0.0 | 2.94 | |
| H. Other Programs | 3.0 | 0.0 | 0.0 | 0.0 | 0.06 | |

Canadian Business Visitors: 66
Local Business Visitors: 54

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 3RD QUARTER OF 1986 (863)

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 | 0.0 | 0.20 | 25 (Enquires) |
| | from Territory | 0.0 | 18.0 | 0.0 | 0.0 | 0.18 | 20 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 20 (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 | 5.0 | 0.0 | 0.0 | 0.05 | 6 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| F. Service to Government | External Affairs | 0.0 | 1.0 | 0.0 | 0.0 | 0.01 | 2 (Reports) |
| | OGDs, Provinces, ETC | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 2 (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 | |
| Total TID Program | | 0.0 | 46.0 | 0.0 | 0.0 | 0.46 | |
| H. Other Programs | | 0.0 | 54.0 | 0.0 | 0.0 | 0.54 | |

Canadian Business Visitors: 15
Local Business Visitors: 20

Trade Officers: 0

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 3RD QUARTER OF 1986 (863)

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 | 15.0 | 0.0 | 30.0 | 0.45 | 197 (Enquires) |
| | from Territory | 0.0 | 5.0 | 0.0 | 20.0 | 0.25 | 62 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |
| D. Promotional Projects | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| F. Service to Government | External Affairs | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Reports) |
| | OGDs, Provinces, ETC | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Contacts) |
| G. Administration | Program Management | 0.0 | 0.0 | 0.0 | 5.0 | 0.05 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |
| Total TID Program | | 0.0 | 20.0 | 0.0 | 55.0 | 0.75 | |
| H. Other Programs | | 0.0 | 80.0 | 0.0 | 45.0 | 1.25 | |

Canadian Business Visitors: 12
Local Business Visitors: 20

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 3RD QUARTER OF 1986 (863)

Summary for POST: Algiers

| Activity | | AVERAGE TIME ALLOCATION | | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|------|-----------------------|--------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | | |
| A. Servicing Export Enquiries | from Canada | 15.0 | 0.0 | 25.0 | 0.0 | 1.20 | 600 (Enquires) | |
| | from Territory | 5.0 | 0.0 | 10.0 | 0.0 | 0.45 | 90 (Enquires) | |
| B. Export Promotion Projects and Events | | 10.0 | 0.0 | 10.0 | 0.0 | 0.60 | 56 (Projects/Events) | |
| C. Other Trade Development Activities | | 10.0 | 0.0 | 10.0 | 0.0 | 0.60 | | |
| D. Promotional Projects | | 30.0 | 0.0 | 35.0 | 0.0 | 1.95 | 33 (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 | 0.30 | 10 (Reports) | |
| | OGDs, Provinces, ETC | 15.0 | 0.0 | 10.0 | 0.0 | 0.75 | 7 (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 | | |
| Total TID Program | | 95.0 | 0.0 | 100.0 | 0.0 | 5.85 | | |
| H. Other Programs | | 5.0 | 0.0 | 0.0 | 0.0 | 0.15 | | |

Canadian Business Visitors: 55
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 3RD QUARTER OF 1986 (863)

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 | 15.0 | 0.0 | 25.0 | 0.0 | 0.40 | 191 (Enquires) |
| | from Territory | 5.0 | 0.0 | 50.0 | 0.0 | 0.55 | 353 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 2.0 | 0.0 | 0.02 | 0 (Projects/Events) |
| C. Other Trade Development Activities | | 20.0 | 0.0 | 5.0 | 0.0 | 0.25 | |
| D. Promotional Projects | | 20.0 | 0.0 | 6.0 | 0.0 | 0.26 | 3 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 15.0 | 0.0 | 2.0 | 0.0 | 0.17 | 8 (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 | 1.0 | 0.0 | 0.01 | 11 (Reports) |
| | OGDs, Provinces, ETC | 15.0 | 0.0 | 3.0 | 0.0 | 0.18 | 5 (Contacts) |
| G. Administration | Program Management | 10.0 | 0.0 | 0.0 | 0.0 | 0.10 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 3.0 | 0.0 | 0.03 | |
| Total TID Program | | 100.0 | 0.0 | 97.0 | 0.0 | 1.97 | |
| H. Other Programs | | 0.0 | 0.0 | 3.0 | 0.0 | 0.03 | |

Canadian Business Visitors: 39
Local Business Visitors: 650

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 3RD QUARTER OF 1986 (863)

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 | 15.0 | 0.0 | 25.0 | 0.0 | 0.40 | 100 (Enquires) |
| | from Territory | 25.0 | 0.0 | 25.0 | 0.0 | 0.50 | 123 (Enquires) |
| B. Export Promotion Projects and Events | | 5.0 | 0.0 | 15.0 | 0.0 | 0.20 | 1 (Projects/Events) |
| C. Other Trade Development Activities | | 5.0 | 0.0 | 15.0 | 0.0 | 0.20 | |
| D. Promotional Projects | | 0.0 | 0.0 | 10.0 | 0.0 | 0.10 | 3 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| | from Territory | 5.0 | 0.0 | 0.0 | 0.0 | 0.05 | 2 (Enquiries) |
| F. Service to Government | External Affairs | 10.0 | 0.0 | 0.0 | 0.0 | 0.10 | 3 (Reports) |
| | OGDs, Provinces, ETC | 15.0 | 0.0 | 10.0 | 0.0 | 0.25 | 0 (Contacts) |
| G. Administration | Program Management | 5.0 | 0.0 | 0.0 | 0.0 | 0.05 | |
| | Leave, Professional Dev. | 10.0 | 0.0 | 0.0 | 0.0 | 0.10 | |
| 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: 46
Local Business Visitors: 79

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 3RD QUARTER OF 1986 (863)

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 | 25.0 | 0.0 | 0.70 | 705 (Enquires) |
| | from Territory | 30.0 | 0.0 | 55.0 | 0.0 | 1.15 | 655 (Enquires) |
| B. Export Promotion Projects and Events | | 15.0 | 0.0 | 15.0 | 0.0 | 0.45 | 35 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 5.0 | 0.0 | 0.05 | |
| D. Promotional Projects | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 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 | 0.0 | 0.0 | 0.20 | 8 (Reports) |
| | OGDs, Provinces, ETC | 2.5 | 0.0 | 0.0 | 0.0 | 0.05 | 3 (Contacts) |
| G. Administration | Program Management | 10.0 | 0.0 | 0.0 | 0.0 | 0.20 | |
| | Leave, Professional Dev. | 10.0 | 0.0 | 0.0 | 0.0 | 0.20 | |
| 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: 230

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 3RD QUARTER OF 1986 (863)

Summary for POST: Nairobi

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| | % | % | % | % | | |
| A. Servicing Export Enquiries | | | | | | |
| from Canada | 10.0 | 0.0 | 16.0 | 0.0 | 0.26 | 404 (Enquiries) |
| from Territory | 19.0 | 0.0 | 30.0 | 0.0 | 0.49 | 1117 (Enquiries) |
| B. Export Promotion Projects and Events | 16.0 | 0.0 | 1.0 | 0.0 | 0.17 | 32 (Projects/Events) |
| C. Other Trade Development Activities | 10.0 | 0.0 | 10.0 | 0.0 | 0.20 | |
| D. Promotional Projects | 4.0 | 0.0 | 5.0 | 0.0 | 0.09 | 6 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| from Territory | 1.0 | 0.0 | 0.0 | 0.0 | 0.01 | 1 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 3.0 | 0.0 | 0.0 | 0.0 | 0.03 | 6 (Reports) |
| OGDs, Provinces, ETC | 8.0 | 0.0 | 0.0 | 0.0 | 0.08 | 6 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 8.0 | 0.0 | 5.0 | 0.0 | 0.13 | |
| Leave, Professional Dev. | 20.0 | 0.0 | 33.0 | 0.0 | 0.53 | |
| 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: | 40 | | | | | |
| Local Business Visitors: | 60 | | | | | |

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 3RD QUARTER OF 1986 (863)

Summary for POST: Rabat

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | | | | | | |
| from Canada | 40.0 | 0.0 | 40.0 | 0.0 | 0.80 | 400 (Enquires) |
| from Territory | 10.0 | 0.0 | 25.0 | 0.0 | 0.35 | 140 (Enquires) |
| B. Export Promotion Projects and Events | 10.0 | 0.0 | 10.0 | 0.0 | 0.20 | 55 (Projects/Events) |
| C. Other Trade Development Activities | 5.0 | 0.0 | 5.0 | 0.0 | 0.10 | |
| D. Promotional Projects | 10.0 | 0.0 | 10.0 | 0.0 | 0.20 | 0 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | |
| from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 3 (Enquiries) |
| from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 4 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 10.0 | 0.0 | 5.0 | 0.0 | 0.15 | 8 (Reports) |
| OGDs, Provinces, ETC | 5.0 | 0.0 | 5.0 | 0.0 | 0.10 | 5 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 5.0 | 0.0 | 0.0 | 0.0 | 0.05 | |
| Leave, Professional Dev. | 5.0 | 0.0 | 0.0 | 0.0 | 0.05 | |
| 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: 62
Local Business Visitors: 50

Trade Officers: 2
Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 10.0 | 0.0 | 49.0 | 0.0 | 290 (Enquires) |
| | from Territory | 20.0 | 0.0 | 11.0 | 0.0 | 148 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 9.0 | 0.0 | 2 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 5.0 | 0.0 | |
| D. Promotional Projects | | 0.0 | 0.0 | 21.0 | 0.0 | 4 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Enquiries) |
| F. Service to Government | External Affairs | 0.0 | 0.0 | 3.0 | 0.0 | 3 (Reports) |
| | OGDs, Provinces, ETC | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Contacts) |
| G. Administration | Program Management | 0.0 | 0.0 | 0.0 | 0.0 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 0.0 | 0.0 | |
| <hr/> | | | | | | |
| Total TID Program | | 30.0 | 0.0 | 98.0 | 0.0 | 1.28 |
| H. Other Programs | | 70.0 | 0.0 | 2.0 | 0.0 | 0.72 |

Canadian Business Visitors: 31
Local Business Visitors: 130

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 3RD QUARTER OF 1986 (863)

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 | 42.5 | 0.0 | 15.0 | 0.0 | 1.00 | 419 (Enquiries) |
| | from Territory | 11.5 | 0.0 | 11.0 | 0.0 | 0.34 | 117 (Enquiries) |
| B. Export Promotion Projects and Events | | 5.0 | 0.0 | 15.0 | 0.0 | 0.25 | 7 (Projects/Events) |
| C. Other Trade Development Activities | | 9.0 | 0.0 | 30.0 | 0.0 | 0.48 | |
| D. Promotional Projects | | 10.0 | 0.0 | 0.0 | 0.0 | 0.20 | 2 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.0 | 0.0 | 15.0 | 0.0 | 0.17 | 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 | 8 (Reports) |
| | OGDs, Provinces, ETC | 1.0 | 0.0 | 0.0 | 0.0 | 0.02 | 0 (Contacts) |
| G. Administration | Program Management | 7.5 | 0.0 | 0.0 | 0.0 | 0.15 | |
| | Leave, Professional Dev. | 5.0 | 0.0 | 9.0 | 0.0 | 0.19 | |
| 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: 126
Local Business Visitors: 46

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 3RD QUARTER OF 1986 (863)

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 | 21.6 | 0.0 | 28.9 | 0.0 | 5.77 | 1831 (Enquiries) |
| from Territory | 15.3 | 0.0 | 28.1 | 0.0 | 4.93 | 1706 (Enquiries) |
| B. Export Promotion Projects and Events | 4.7 | 0.0 | 5.4 | 0.0 | 1.15 | 24 (Projects/Events) |
| C. Other Trade Development Activities | 6.3 | 0.0 | 5.1 | 0.0 | 1.31 | |
| D. Promotional Projects | 15.8 | 0.0 | 14.5 | 0.0 | 3.49 | 29 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | |
| from Canada | 2.9 | 0.0 | 4.5 | 0.0 | 0.84 | 50 (Enquiries) |
| from Territory | 4.6 | 0.0 | 3.5 | 0.0 | 0.93 | 166 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 6.2 | 0.0 | 3.2 | 0.0 | 1.09 | 83 (Reports) |
| OGDs, Provinces, ETC | 4.0 | 0.0 | 2.2 | 0.0 | 0.72 | 89 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 10.5 | 0.0 | 0.8 | 0.0 | 1.35 | |
| Leave, Professional Dev. | 5.7 | 0.0 | 3.8 | 0.0 | 1.10 | |
| <hr/> | | | | | | |
| Total TID Program | 97.6 | 0.0 | 100.0 | 0.0 | 22.68 | |
| H. Other Programs | 2.5 | 0.0 | 0.2 | 0.0 | 0.32 | |

Canadian Business Visitors: 486
Local Business Visitors: 699

Trade Officers: 23
Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

Summary for POST: Abu Dhabi

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) | |
|---|--------------------------|-----------|-----------------|-----------|-----------------------|--------------|----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | | |
| A. Servicing Export Enquiries | | | | | | | |
| | from Canada | 15.0 | 0.0 | 27.0 | 0.0 | 0.57 | 142 (Enquires) |
| | from Territory | 15.0 | 0.0 | 32.0 | 0.0 | 0.62 | 122 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |
| D. Promotional Projects | | 22.5 | 0.0 | 27.0 | 0.0 | 0.72 | 7 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | | |
| | from Canada | 5.0 | 0.0 | 4.0 | 0.0 | 0.14 | 14 (Enquiries) |
| | from Territory | 9.5 | 0.0 | 8.0 | 0.0 | 0.27 | 60 (Enquiries) |
| F. Service to Government | | | | | | | |
| | External Affairs | 3.5 | 0.0 | 2.0 | 0.0 | 0.09 | 6 (Reports) |
| | OGDs, Provinces, ETC | 2.5 | 0.0 | 0.0 | 0.0 | 0.05 | 1 (Contacts) |
| G. Administration | | | | | | | |
| | Program Management | 10.0 | 0.0 | 0.0 | 0.0 | 0.20 | |
| | Leave, Professional Dev. | 12.0 | 0.0 | 0.0 | 0.0 | 0.24 | |
| <hr/> | | | | | | | |
| Total TID Program | | 95.0 | 0.0 | 100.0 | 0.0 | 2.90 | |
| H. Other Programs | | 5.0 | 0.0 | 0.0 | 0.0 | 0.10 | |

Canadian Business Visitors: 32
Local Business Visitors: 57

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 3RD QUARTER OF 1986 (863)

Summary for POST: Amman

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 20.0 | 0.0 | 30.0 | 0.0 | 0.80 | 154 (Enquires) |
| | from Territory | 10.0 | 0.0 | 27.5 | 0.0 | 0.65 | 133 (Enquires) |
| B. Export Promotion Projects and Events | | 15.0 | 0.0 | 12.5 | 0.0 | 0.40 | 15 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |
| D. Promotional Projects | | 15.0 | 0.0 | 12.5 | 0.0 | 0.40 | 6 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 3.0 | 0.0 | 1.0 | 0.0 | 0.05 | 4 (Enquiries) |
| | from Territory | 7.0 | 0.0 | 6.5 | 0.0 | 0.20 | 17 (Enquiries) |
| F. Service to Government | External Affairs | 10.0 | 0.0 | 5.0 | 0.0 | 0.20 | 15 (Reports) |
| | OGDs, Provinces, ETC | 5.0 | 0.0 | 2.5 | 0.0 | 0.10 | 4 (Contacts) |
| G. Administration | Program Management | 10.0 | 0.0 | 0.0 | 0.0 | 0.10 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 2.5 | 0.0 | 0.05 | |
| 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: 61
Local Business Visitors: 170

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 3RD QUARTER OF 1986 (863)

Summary for POST: Baghdad

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | | | | | | |
| | from Canada | 25.0 | 0.0 | 28.0 | 0.0 | 337 (Enquires) |
| | from Territory | 12.0 | 0.0 | 12.0 | 0.0 | 199 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 10.0 | 0.0 | 0 (Projects/Events) |
| C. Other Trade Development Activities | | 5.0 | 0.0 | 0.0 | 0.0 | |
| D. Promotional Projects | | 35.0 | 0.0 | 40.0 | 0.0 | 1 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | |
| | from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 2 (Enquiries) |
| F. Service to Government | | | | | | |
| | External Affairs | 10.0 | 0.0 | 6.0 | 0.0 | 34 (Reports) |
| | OGDs, Provinces, ETC | 3.0 | 0.0 | 2.0 | 0.0 | 14 (Contacts) |
| G. Administration | | | | | | |
| | Program Management | 10.0 | 0.0 | 2.0 | 0.0 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 0.0 | 0.0 | |
| 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: 22
Local Business Visitors: 45

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 3RD QUARTER OF 1986 (863)

Summary for POST: Cairo

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 33.5 | 0.0 | 36.5 | 0.0 | 1.40 | 804 (Enquiries) |
| | from Territory | 23.0 | 0.0 | 42.0 | 0.0 | 1.30 | 715 (Enquiries) |
| B. Export Promotion Projects and Events | | 3.0 | 0.0 | 1.5 | 0.0 | 0.09 | 6 (Projects/Events) |
| C. Other Trade Development Activities | | 3.0 | 0.0 | 4.0 | 0.0 | 0.14 | |
| D. Promotional Projects | | 3.0 | 0.0 | 2.0 | 0.0 | 0.10 | 2 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.5 | 0.0 | 0.0 | 0.0 | 0.01 | 4 (Enquiries) |
| | from Territory | 4.0 | 0.0 | 1.0 | 0.0 | 0.10 | 19 (Enquiries) |
| F. Service to Government | External Affairs | 2.0 | 0.0 | 2.0 | 0.0 | 0.08 | 9 (Reports) |
| | OGDs, Provinces, ETC | 2.0 | 0.0 | 6.0 | 0.0 | 0.16 | 53 (Contacts) |
| G. Administration | Program Management | 13.0 | 0.0 | 0.0 | 0.0 | 0.26 | |
| | Leave, Professional Dev. | 10.5 | 0.0 | 4.0 | 0.0 | 0.29 | |
| Total TID Program | | 97.5 | 0.0 | 99.0 | 0.0 | 3.93 | |
| H. Other Programs | | 2.5 | 0.0 | 1.0 | 0.0 | 0.07 | |

Canadian Business Visitors: 256
Local Business Visitors: 312

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 3RD QUARTER OF 1986 (863)

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 | 15.0 | 0.0 | 25.0 | 0.0 | 0.40 | 150 (Enquires) |
| | from Territory | 10.0 | 0.0 | 20.0 | 0.0 | 0.30 | 175 (Enquires) |
| B. Export Promotion Projects and Events | | 3.0 | 0.0 | 3.0 | 0.0 | 0.06 | 2 (Projects/Events) |
| C. Other Trade Development Activities | | 10.0 | 0.0 | 1.0 | 0.0 | 0.11 | |
| D. Promotional Projects | | 25.0 | 0.0 | 26.0 | 0.0 | 0.51 | 8 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | | |
| | from Canada | 6.0 | 0.0 | 5.0 | 0.0 | 0.11 | 15 (Enquiries) |
| | from Territory | 6.0 | 0.0 | 5.0 | 0.0 | 0.11 | 40 (Enquiries) |
| F. Service to Government | | | | | | | |
| | External Affairs | 5.0 | 0.0 | 5.0 | 0.0 | 0.10 | 6 (Reports) |
| | OGDs, Provinces, ETC | 5.0 | 0.0 | 3.0 | 0.0 | 0.08 | 10 (Contacts) |
| G. Administration | | | | | | | |
| | Program Management | 8.0 | 0.0 | 2.0 | 0.0 | 0.10 | |
| | Leave, Professional Dev. | 3.0 | 0.0 | 5.0 | 0.0 | 0.08 | |
| 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: 42
Local Business Visitors: 75

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 3RD QUARTER OF 1986 (863)

Summary for POST: Riyadh

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 18.0 | 0.0 | 25.0 | 0.0 | 1.22 | 244 (Enquires) |
| | from Territory | 16.5 | 0.0 | 30.5 | 0.0 | 1.27 | 362 (Enquires) |
| B. Export Promotion Projects and Events | | 8.0 | 0.0 | 1.5 | 0.0 | 0.35 | 1 (Projects/Events) |
| C. Other Trade Development Activities | | 13.5 | 0.0 | 8.5 | 0.0 | 0.71 | |
| D. Promotional Projects | | 16.0 | 0.0 | 18.5 | 0.0 | 1.01 | 5 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 2.5 | 0.0 | 1.5 | 0.0 | 0.13 | 13 (Enquiries) |
| | from Territory | 2.5 | 0.0 | 2.5 | 0.0 | 0.15 | 28 (Enquiries) |
| F. Service to Government | External Affairs | 7.0 | 0.0 | 3.0 | 0.0 | 0.34 | 13 (Reports) |
| | OGDs, Provinces, ETC | 5.3 | 0.0 | 1.0 | 0.0 | 0.23 | 7 (Contacts) |
| G. Administration | Program Management | 9.3 | 0.0 | 0.0 | 0.0 | 0.37 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 8.0 | 0.0 | 0.16 | |
| Total TID Program | | 98.6 | 0.0 | 100.0 | 0.0 | 5.94 | |
| H. Other Programs | | 1.5 | 0.0 | 0.0 | 0.0 | 0.06 | |

Canadian Business Visitors: 73
Local Business Visitors: 40

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 3RD QUARTER OF 1986 (Q3)

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 | 30.0 | 0.0 | 27.5 | 0.0 | 0.85 | 0 (Enquiries) |
| | from Territory | 10.0 | 0.0 | 22.5 | 0.0 | 0.55 | 0 (Enquiries) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 7.5 | 0.0 | 0.15 | 0 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 15.0 | 0.0 | 0.30 | |
| D. Promotional Projects | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Fairs/Miss/Conf.) |
| | | | | | | | |
| E. Servicing Investment Development | from Canada | 5.0 | 0.0 | 17.5 | 0.0 | 0.40 | 0 (Enquiries) |
| | from Territory | 5.0 | 0.0 | 2.5 | 0.0 | 0.10 | 0 (Enquiries) |
| F. Service to Government | External Affairs | 10.0 | 0.0 | 1.0 | 0.0 | 0.12 | 0 (Reports) |
| | OGDs, Provinces, ETC | 5.0 | 0.0 | 0.0 | 0.0 | 0.05 | 0 (Contacts) |
| G. Administration | Program Management | 15.0 | 0.0 | 2.5 | 0.0 | 0.20 | |
| | Leave, Professional Dev. | 20.0 | 0.0 | 4.0 | 0.0 | 0.28 | |
| 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: 0
Local Business Visitors: 0

Trade Officers: 3
Non-Trade Officers: 0

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

COMMENTS

No workload indicators provided.

ASIA & PACIFIC
ASIE ET PACIFIQUE

PST

PNTE/PNTJ

BANGKOK
 CANBERRA
 * DHAKA
 ISLAMABAD
 JAKARTA
 KUALA LUMPUR
 MANILA/MANILLE
 MELBOURNE
 * NEW DELHI
 PERTH
 SINGAPORE/SINGAPOUR
 SYDNEY
 WELLINGTON

BEIJING
 HONG KONG
 OSAKA
 SEOUL
 SHANGHAI
 TOKYO

* 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 3RD QUARTER OF 1986 (863)

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 | 17.5 | 0.0 | 27.1 | 0.0 | 21.99 | 8578 (Enquiries) |
| | from Territory | 7.7 | 0.0 | 17.4 | 0.0 | 12.17 | 7005 (Enquiries) |
| B. Export Promotion Projects and Events | | 8.9 | 0.0 | 6.6 | 0.0 | 7.98 | 394 (Projects/Events) |
| C. Other Trade Development Activities | | 8.1 | 0.0 | 8.9 | 0.0 | 8.53 | |
| D. Promotional Projects | | 11.4 | 0.0 | 10.8 | 0.0 | 11.28 | 170 (Fairs/Miss/Conf.) |
| | | | | | | | |
| E. Servicing Investment Development | from Canada | 2.8 | 0.0 | 4.3 | 0.0 | 3.53 | 336 (Enquiries) |
| | from Territory | 3.8 | 0.0 | 4.7 | 0.0 | 4.21 | 499 (Enquiries) |
| F. Service to Government | External Affairs | 9.6 | 0.0 | 4.0 | 0.0 | 7.16 | 922 (Reports) |
| | OGDs, Provinces, ETC | 7.4 | 0.0 | 4.4 | 0.0 | 6.12 | 859 (Contacts) |
| G. Administration | Program Management | 9.3 | 0.0 | 4.4 | 0.0 | 7.18 | |
| | Leave, Professional Dev. | 8.8 | 0.0 | 4.8 | 0.0 | 7.13 | |
| <hr/> | | | | | | | |
| Total TID Program | | 95.3 | 0.0 | 97.4 | 0.0 | 97.28 | |
| H. Other Programs | | 4.7 | 0.0 | 2.4 | 0.0 | 3.72 | |

Canadian Business Visitors: 2796
Local Business Visitors: 3199

Trade Officers: 101
Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

Summary for SUB-REGION: ASIA PACIFIC SOUTH

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|-----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 18.3 | 0.0 | 38.7 | 0.0 | 13.29 | 3924 (Enquiries) |
| | from Territory | 10.9 | 0.0 | 20.3 | 0.0 | 7.30 | 3440 (Enquiries) |
| B. Export Promotion Projects and Events | | 7.3 | 0.0 | 3.6 | 0.0 | 2.70 | 106 (Projects/Events) |
| C. Other Trade Development Activities | | 9.9 | 0.0 | 8.2 | 0.0 | 4.38 | |
| D. Promotional Projects | | 11.5 | 0.0 | 9.0 | 0.0 | 4.95 | 81 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.3 | 0.0 | 0.5 | 0.0 | 0.45 | 91 (Enquiries) |
| | from Territory | 1.2 | 0.0 | 1.0 | 0.0 | 0.53 | 88 (Enquiries) |
| F. Service to Government | External Affairs | 9.8 | 0.0 | 2.6 | 0.0 | 3.13 | 318 (Reports) |
| | OGDs, Provinces, ETC | 6.4 | 0.0 | 3.5 | 0.0 | 2.43 | 311 (Contacts) |
| G. Administration | Program Management | 9.6 | 0.0 | 5.3 | 0.0 | 3.66 | |
| | Leave, Professional Dev. | 7.5 | 0.0 | 5.0 | 0.0 | 3.06 | |
| Total TID Program | | 93.7 | 0.0 | 97.7 | 0.0 | 45.88 | |
| H. Other Programs | | 6.2 | 0.0 | 2.3 | 0.0 | 2.12 | |

Canadian Business Visitors: 1116
Local Business Visitors: 1532

Trade Officers: 48

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

Summary for POST: Bangkok

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 30.0 | 0.0 | 57.0 | 0.0 | 2.31 | 612 (Enquiries) |
| | from Territory | 16.0 | 0.0 | 18.3 | 0.0 | 0.87 | 340 (Enquiries) |
| B. Export Promotion Projects and Events | | 2.0 | 0.0 | 1.0 | 0.0 | 0.07 | 4 (Projects/Events) |
| C. Other Trade Development Activities | | 0.5 | 0.0 | 0.0 | 0.0 | 0.01 | |
| D. Promotional Projects | | 25.0 | 0.0 | 11.0 | 0.0 | 0.83 | 9 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.5 | 0.0 | 0.0 | 0.0 | 0.03 | 18 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 5 (Enquiries) |
| F. Service to Government | External Affairs | 9.0 | 0.0 | 5.3 | 0.0 | 0.34 | 114 (Reports) |
| | IGDs, Provinces, ETC | 7.5 | 0.0 | 7.0 | 0.0 | 0.36 | 126 (Contacts) |
| G. Administration | Program Management | 6.0 | 0.0 | 0.0 | 0.0 | 0.12 | |
| | Leave, Professional Dev. | 1.0 | 0.0 | 0.0 | 0.0 | 0.02 | |
| Total TID Program | | 98.5 | 0.0 | 99.6 | 0.0 | 4.96 | |
| H. Other Programs | | 1.5 | 0.0 | 0.3 | 0.0 | 0.04 | |

Canadian Business Visitors: 251
Local Business Visitors: 178

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 3RD QUARTER OF 1986 (863)

Summary for POST: Canberra

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) | |
|---|--------------------------|-----------|-----------------|-----------|-----------------------|--------------|----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | | |
| A. Servicing Export Enquiries | | | | | | | |
| | from Canada | 0.7 | 0.0 | 21.0 | 0.0 | 0.23 | 87 (Enquires) |
| | from Territory | 0.7 | 0.0 | 11.0 | 0.0 | 0.13 | 220 (Enquires) |
| B. Export Promotion Projects and Events | | 0.7 | 0.0 | 0.0 | 0.0 | 0.02 | 2 (Projects/Events) |
| C. Other Trade Development Activities | | 25.0 | 0.0 | 6.0 | 0.0 | 0.81 | |
| D. Promotional Projects | | 0.3 | 0.0 | 0.0 | 0.0 | 0.01 | 0 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.0 | 0.0 | 0.0 | 0.0 | 0.03 | 3 (Enquiries) |
| | from Territory | 0.7 | 0.0 | 0.0 | 0.0 | 0.02 | 5 (Enquiries) |
| F. Service to Government | External Affairs | 19.0 | 0.0 | 0.0 | 0.0 | 0.57 | 16 (Reports) |
| | OGDs, Provinces, ETC | 22.7 | 0.0 | 0.0 | 0.0 | 0.68 | 18 (Contacts) |
| G. Administration | Program Management | 18.0 | 0.0 | 62.0 | 0.0 | 1.16 | |
| | Leave, Professional Dev. | 11.3 | 0.0 | 0.0 | 0.0 | 0.34 | |
| <hr/> | | | | | | | |
| Total TID Program | | 100.1 | 0.0 | 100.0 | 0.0 | 4.00 | |
| H. Other Programs | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |

Canadian Business Visitors: 19
Local Business Visitors: 3

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 3RD QUARTER OF 1968 (863)

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 | 18.0 | 0.0 | 33.5 | 0.0 | 0.65 | 220 (Enquiries) |
| from Canada | | | | | | |
| from Territory | 12.0 | 0.0 | 29.0 | 0.0 | 0.70 | 210 (Enquiries) |
| B. Export Promotion Projects and Events | 10.0 | 0.0 | 1.0 | 0.0 | 0.12 | 6 (Projects/Events) |
| C. Other Trade Development Activities | 15.0 | 0.0 | 3.5 | 0.0 | 0.22 | |
| D. Promotional Projects | 15.0 | 0.0 | 18.0 | 0.0 | 0.51 | 3 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 1 (Enquiries) |
| from Canada | | | | | | |
| from Territory | 2.0 | 0.0 | 0.0 | 0.0 | 0.02 | 4 (Enquiries) |
| F. Service to Government | 12.0 | 0.0 | 6.5 | 0.0 | 0.25 | 3 (Reports) |
| External Affairs | | | | | | |
| (GDs, Provinces, ETC) | 5.0 | 0.0 | 2.5 | 0.0 | 0.10 | 0 (Contacts) |
| G. Administration | 8.0 | 0.0 | 2.0 | 0.0 | 0.12 | |
| Program Management | | | | | | |
| Leave, Professional Dev. | 3.0 | 0.0 | 4.0 | 0.0 | 0.11 | |
| 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: 75

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 3RD QUARTER OF 1986 (863)

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 | 28.8 | 0.0 | 41.7 | 0.0 | 2.40 | 430 (Enquires) |
| | from Territory | 12.5 | 0.0 | 16.7 | 0.0 | 1.00 | 269 (Enquires) |
| B. Export Promotion Projects and Events | | 7.0 | 0.0 | 0.0 | 0.0 | 0.28 | 39 (Projects/Events) |
| C. Other Trade Development Activities | | 3.8 | 0.0 | 5.0 | 0.0 | 0.30 | |
| D. Promotional Projects | | 5.3 | 0.0 | 10.0 | 0.0 | 0.51 | 6 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | | 0.3 | 0.0 | 1.7 | 0.0 | 0.06 | 4 (Enquiries) |
| | from Territory | 1.0 | 0.0 | 3.3 | 0.0 | 0.14 | 8 (Enquiries) |
| F. Service to Government | External Affairs | 11.3 | 0.0 | 1.7 | 0.0 | 0.50 | 40 (Reports) |
| | OGDs, Provinces, ETC | 3.5 | 0.0 | 6.7 | 0.0 | 0.34 | 13 (Contacts) |
| G. Administration | Program Management | 8.0 | 0.0 | 9.0 | 0.0 | 0.32 | |
| | Leave, Professional Dev. | 8.8 | 0.0 | 0.0 | 0.0 | 0.35 | |
| Total TED Program | | 90.3 | 0.0 | 86.8 | 0.0 | 6.20 | |
| H. Other Programs | | 10.0 | 0.0 | 13.3 | 0.0 | 0.60 | |

Canadian Business Visitors: 109
Local Business Visitors: 204

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 3RD QUARTER OF 1986 (Q3)

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 | 13.0 | 0.0 | 28.0 | 0.0 | 0.67 | 401 (Enquires) |
| | from Territory | 7.7 | 0.0 | 23.0 | 0.0 | 0.46 | 284 (Enquires) |
| B. Export Promotion Projects and Events | | 19.0 | 0.0 | 9.0 | 0.0 | 0.66 | 0 (Projects/Events) |
| C. Other Trade Development Activities | | 14.0 | 0.0 | 1.0 | 0.0 | 0.43 | |
| D. Promotional Projects | | 17.3 | 0.0 | 8.0 | 0.0 | 0.60 | 19 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 2 (Enquiries) |
| | from Territory | 0.3 | 0.0 | 0.0 | 0.0 | 0.01 | 3 (Enquiries) |
| F. Service to Government | External Affairs | 8.7 | 0.0 | 9.0 | 0.0 | 0.35 | 36 (Reports) |
| | OGDs, Provinces, ETC | 4.3 | 0.0 | 5.0 | 0.0 | 0.18 | 60 (Contacts) |
| G. Administration | Program Management | 6.7 | 0.0 | 8.0 | 0.0 | 0.28 | |
| | Leave, Professional Dev. | 8.3 | 0.0 | 9.0 | 0.0 | 0.34 | |
| Total TID Program | | 99.3 | 0.0 | 100.0 | 0.0 | 3.98 | |
| H. Other Programs | | 0.7 | 0.0 | 0.0 | 0.0 | 0.02 | |

Canadian Business Visitors: 169
Local Business Visitors: 70

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 3RD QUARTER OF 1986 (863)

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 | 25.0 | 0.0 | 67.5 | 0.0 | 1.85 | 471 (Enquires) |
| | from Territory | 5.0 | 0.0 | 11.5 | 0.0 | 0.33 | 143 (Enquires) |
| B. Export Promotion Projects and Events | | 10.5 | 0.0 | 0.0 | 0.0 | 0.21 | 10 (Projects/Events) |
| C. Other Trade Development Activities | | 9.5 | 0.0 | 6.5 | 0.0 | 0.32 | |
| D. Promotional Projects | | 9.0 | 0.0 | 4.0 | 0.0 | 0.26 | 3 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.0 | 0.0 | 0.0 | 0.0 | 0.02 | 9 (Enquiries) |
| | from Territory | 0.5 | 0.0 | 0.0 | 0.0 | 0.01 | 4 (Enquiries) |
| F. Service to Government | External Affairs | 10.0 | 0.0 | 3.5 | 0.0 | 0.27 | 24 (Reports) |
| | OGDs, Provinces, ETC | 4.0 | 0.0 | 1.5 | 0.0 | 0.11 | 11 (Contacts) |
| G. Administration | Program Management | 5.0 | 0.0 | 0.0 | 0.0 | 0.10 | |
| | Leave, Professional Dev. | 13.5 | 0.0 | 5.5 | 0.0 | 0.38 | |
| 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: 137
Local Business Visitors: 90

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 3RD QUARTER OF 1986 (863)

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 | 5.5 | 0.0 | 20.0 | 0.0 | 0.51 | 196 (Enquires) |
| | from Territory | 6.5 | 0.0 | 30.0 | 0.0 | 0.73 | 454 (Enquires) |
| B. Export Promotion Projects and Events | | 10.0 | 0.0 | 2.5 | 0.0 | 0.25 | 7 (Projects/Events) |
| C. Other Trade Development Activities | | 15.0 | 0.0 | 25.0 | 0.0 | 0.80 | |
| D. Promotional Projects | | 12.5 | 0.0 | 0.5 | 0.0 | 0.26 | 0 (Fairs/Miss/Conf.) |
| | | | | | | | |
| E. Servicing Investment Development | from Canada | 1.0 | 0.0 | 0.0 | 0.0 | 0.02 | 4 (Enquiries) |
| | from Territory | 4.5 | 0.0 | 0.5 | 0.0 | 0.10 | 23 (Enquiries) |
| F. Service to Government | External Affairs | 7.0 | 0.0 | 0.0 | 0.0 | 0.14 | 23 (Reports) |
| | OGDs, Provinces, ETC | 7.5 | 0.0 | 1.5 | 0.0 | 0.18 | 39 (Contacts) |
| G. Administration | Program Management | 7.5 | 0.0 | 3.0 | 0.0 | 0.21 | |
| | Leave, Professional Dev. | 4.5 | 0.0 | 17.0 | 0.0 | 0.43 | |
| Total TID Program | | 81.5 | 0.0 | 100.0 | 0.0 | 3.63 | |
| H. Other Programs | | 18.5 | 0.0 | 0.0 | 0.0 | 0.37 | |

Canadian Business Visitors: 45
Local Business Visitors: 39

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 3RD QUARTER OF 1986 (863)

Summary for POST: Perth

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 10.0 | 0.0 | 28.0 | 0.0 | 0.38 | 82 (Enquires) |
| | from Territory | 5.0 | 0.0 | 14.0 | 0.0 | 0.19 | 79 (Enquires) |
| B. Export Promotion Projects and Events | | 15.0 | 0.0 | 35.0 | 0.0 | 0.50 | 3 (Projects/Events) |
| C. Other Trade Development Activities | | 15.0 | 0.0 | 8.0 | 0.0 | 0.23 | |
| D. Promotional Projects | | 5.0 | 0.0 | 5.0 | 0.0 | 0.10 | 4 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.0 | 0.0 | 1.0 | 0.0 | 0.02 | 9 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 1.0 | 0.0 | 0.01 | 7 (Enquiries) |
| F. Service to Government | External Affairs | 3.0 | 0.0 | 2.0 | 0.0 | 0.05 | 22 (Reports) |
| | OGDs, Provinces, ETC | 2.0 | 0.0 | 1.0 | 0.0 | 0.03 | 5 (Contacts) |
| G. Administration | Program Management | 14.0 | 0.0 | 5.0 | 0.0 | 0.19 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |
| Total TID Program | | 70.0 | 0.0 | 100.0 | 0.0 | 1.70 | |
| H. Other Programs | | 30.0 | 0.0 | 0.0 | 0.0 | 0.30 | |

Canadian Business Visitors: 82
Local Business Visitors: 82

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 3RD QUARTER OF 1986 (863)

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 | 19.0 | 0.0 | 26.5 | 0.0 | 0.91 | 482 (Enquiries) |
| | from Territory | 10.0 | 0.0 | 14.5 | 0.0 | 0.49 | 317 (Enquiries) |
| B. Export Promotion Projects and Events | | 7.0 | 0.0 | 9.5 | 0.0 | 0.33 | 29 (Projects/Events) |
| C. Other Trade Development Activities | | 10.0 | 0.0 | 11.0 | 0.0 | 0.42 | |
| D. Promotional Projects | | 17.5 | 0.0 | 20.0 | 0.0 | 0.75 | 22 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.5 | 0.0 | 2.0 | 0.0 | 0.07 | 32 (Enquiries) |
| | from Territory | 1.5 | 0.0 | 2.5 | 0.0 | 0.08 | 18 (Enquiries) |
| F. Service to Government | External Affairs | 2.5 | 0.0 | 2.5 | 0.0 | 0.10 | 17 (Reports) |
| | OGDs, Provinces, ETC | 2.0 | 0.0 | 4.5 | 0.0 | 0.13 | 22 (Contacts) |
| G. Administration | Program Management | 10.0 | 0.0 | 0.0 | 0.0 | 0.20 | |
| | Leave, Professional Dev. | 3.0 | 0.0 | 7.0 | 0.0 | 0.20 | |
| Total TID Program | | 84.0 | 0.0 | 100.0 | 0.0 | 3.68 | |
| H. Other Programs | | 16.0 | 0.0 | 0.0 | 0.0 | 0.32 | |

Canadian Business Visitors: 116
Local Business Visitors: 554

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 3RD QUARTER OF 1986 (863)

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 | 22.7 | 0.0 | 34.0 | 0.0 | 1.70 | 628 (Enquires) |
| | from Territory | 15.3 | 0.0 | 19.0 | 0.0 | 1.03 | 846 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 2.0 | 0.0 | 0.06 | 2 (Projects/Events) |
| C. Other Trade Development Activities | | 6.7 | 0.0 | 16.3 | 0.0 | 0.69 | |
| D. Promotional Projects | | 2.7 | 0.0 | 7.0 | 0.0 | 0.29 | 6 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 6.0 | 0.0 | 0.0 | 0.0 | 0.18 | 3 (Enquiries) |
| | from Territory | 2.3 | 0.0 | 1.7 | 0.0 | 0.12 | 5 (Enquiries) |
| F. Service to Government | External Affairs | 14.7 | 0.0 | 0.0 | 0.0 | 0.44 | 20 (Reports) |
| | OGDs, Provinces, ETC | 7.3 | 0.0 | 1.7 | 0.0 | 0.27 | 16 (Contacts) |
| G. Administration | Program Management | 11.7 | 0.0 | 10.3 | 0.0 | 0.66 | |
| | Leave, Professional Dev. | 10.7 | 0.0 | 6.7 | 0.0 | 0.52 | |
| Total TID Program | | 100.1 | 0.0 | 98.7 | 0.0 | 5.96 | |
| H. Other Programs | | 0.0 | 0.0 | 1.3 | 0.0 | 0.04 | |

Canadian Business Visitors: 62
Local Business Visitors: 113

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 3RD QUARTER OF 1986 (863)

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 | 22.0 | 0.0 | 41.0 | 0.0 | 1.48 | 315 (Enquires) |
| | from Territory | 23.3 | 0.0 | 33.5 | 0.0 | 1.37 | 278 (Enquires) |
| B. Export Promotion Projects and Events | | 6.7 | 0.0 | 0.0 | 0.0 | 0.20 | 4 (Projects/Events) |
| C. Other Trade Development Activities | | 1.7 | 0.0 | 5.0 | 0.0 | 0.15 | |
| D. Promotional Projects | | 22.7 | 0.0 | 7.5 | 0.0 | 0.83 | 9 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.7 | 0.0 | 0.0 | 0.0 | 0.02 | .6 (Enquiries) |
| | from Territory | 0.7 | 0.0 | 0.0 | 0.0 | 0.02 | 6 (Enquiries) |
| F. Service to Government | External Affairs | 4.0 | 0.0 | 0.0 | 0.0 | 0.12 | 3 (Reports) |
| | OGDs, Provinces, ETC | 0.0 | 0.0 | 2.5 | 0.0 | 0.05 | 1 (Contacts) |
| G. Administration | Program Management | 10.0 | 0.0 | 0.0 | 0.0 | 0.30 | |
| | Leave, Professional Dev. | 7.3 | 0.0 | 7.5 | 0.0 | 0.37 | |
| Total TID Program | | 99.1 | 0.0 | 97.0 | 0.0 | 4.91 | |
| H. Other Programs | | 1.0 | 0.0 | 3.0 | 0.0 | 0.09 | |

Canadian Business Visitors: 43
Local Business Visitors: 124

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 3RD QUARTER OF 1986 (863)

Summary for SUB-REGION: ASIA 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 | 16.7 | 0.0 | 16.0 | 0.0 | 8.70 | 4654 (Enquiries) |
| from Territory | 5.0 | 0.0 | 14.7 | 0.0 | 4.87 | 3565 (Enquiries) |
| B. Export Promotion Projects and Events | 10.3 | 0.0 | 9.5 | 0.0 | 5.28 | 288 (Projects/Events) |
| C. Other Trade Development Activities | 6.5 | 0.0 | 9.6 | 0.0 | 4.15 | |
| D. Promotional Projects | 11.4 | 0.0 | 12.7 | 0.0 | 6.33 | 89 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | |
| from Canada | 4.1 | 0.0 | 8.0 | 0.0 | 3.08 | 245 (Enquiries) |
| from Territory | 6.0 | 0.0 | 8.2 | 0.0 | 3.68 | 411 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 9.4 | 0.0 | 5.3 | 0.0 | 4.03 | 604 (Reports) |
| OGAs, Provinces, ETC | 8.3 | 0.0 | 5.2 | 0.0 | 3.69 | 548 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 9.0 | 0.0 | 3.5 | 0.0 | 3.52 | |
| Leave, Professional Dev. | 10.0 | 0.0 | 4.7 | 0.0 | 4.07 | |
| Total TID Program | 96.7 | 0.0 | 97.4 | 0.0 | 51.40 | |
| H. Other Programs | 3.4 | 0.0 | 2.6 | 0.0 | 1.60 | |

Canadian Business Visitors: 1680
Local Business Visitors: 1667

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 3RD QUARTER OF 1986 (863)

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 | 25.7 | 0.0 | 0.0 | 0.0 | 2724 (Enquires) |
| | from Territory | 3.2 | 0.0 | 0.0 | 0.0 | 490 (Enquires) |
| B. Export Promotion Projects and Events | | 12.9 | 0.0 | 0.0 | 0.0 | 87 (Projects/Events) |
| C. Other Trade Development Activities | | 4.5 | 0.0 | 0.0 | 0.0 | |
| D. Promotional Projects | | 9.9 | 0.0 | 0.0 | 0.0 | 33 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | |
| | from Canada | 0.8 | 0.0 | 0.0 | 0.0 | 14 (Enquiries) |
| | from Territory | 0.1 | 0.0 | 0.0 | 0.0 | 19 (Enquiries) |
| F. Service to Government | | | | | | |
| | External Affairs | 11.8 | 0.0 | 0.0 | 0.0 | 245 (Reports) |
| | OGDs, Provinces, ETC | 12.6 | 0.0 | 0.0 | 0.0 | 195 (Contacts) |
| G. Administration | | | | | | |
| | Program Management | 7.8 | 0.0 | 0.0 | 0.0 | 0.78 |
| | Leave, Professional Dev. | 10.0 | 0.0 | 0.0 | 0.0 | 1.00 |
| <hr/> | | | | | | |
| Total TID Program | | 99.3 | 0.0 | 0.0 | 0.0 | 9.93 |
| H. Other Programs | | 0.7 | 0.0 | 0.0 | 0.0 | 0.07 |

Canadian Business Visitors: 620
Local Business Visitors: 280

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 3RD QUARTER OF 1986 (863)

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 | 12.0 | 0.0 | 19.0 | 0.0 | 0.93 | 763 (Enquiries) |
| from Territory | 7.0 | 0.0 | 27.3 | 0.0 | 1.03 | 1858 (Enquiries) |
| B. Export Promotion Projects and Events | 8.7 | 0.0 | 3.0 | 0.0 | 0.35 | 31 (Projects/Events) |
| C. Other Trade Development Activities | 2.3 | 0.0 | 5.0 | 0.0 | 0.22 | |
| D. Promotional Projects | 27.3 | 0.0 | 4.3 | 0.0 | 0.95 | 4 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | |
| from Canada | 2.0 | 0.0 | 11.7 | 0.0 | 0.41 | 166 (Enquiries) |
| from Territory | 3.3 | 0.0 | 10.0 | 0.0 | 0.40 | 148 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 3.0 | 0.0 | 3.7 | 0.0 | 0.20 | 236 (Reports) |
| IGOs, Provinces, ETC | 8.0 | 0.0 | 7.0 | 0.0 | 0.45 | 208 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 10.0 | 0.0 | 3.3 | 0.0 | 0.40 | |
| Leave, Professional Dev. | 7.7 | 0.0 | 5.7 | 0.0 | 0.46 | |
| Total TID Program | 93.3 | 0.0 | 100.0 | 0.0 | 5.90 | |
| H. Other Programs | 6.7 | 0.0 | 0.0 | 0.0 | 0.20 | |

Canadian Business Visitors: 286
Local Business Visitors: 382

Trade Officers: 6
Non-Trade Officers: 0

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

COMMENTS

The two officers representing Provinces are not included in the above.

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 5.0 | 0.0 | 5.0 | 0.0 | 9 (Enquires) |
| | from Territory | 5.0 | 0.0 | 5.0 | 0.0 | 19 (Enquires) |
| B. Export Promotion Projects and Events | | 15.0 | 0.0 | 20.0 | 0.0 | 10 (Projects/Events) |
| C. Other Trade Development Activities | | 20.0 | 0.0 | 20.0 | 0.0 | 0.80 |
| D. Promotional Projects | | 7.5 | 0.0 | 20.0 | 0.0 | 6 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 15.0 | 0.0 | 15.0 | 0.0 | 10 (Enquiries) |
| | from Territory | 5.0 | 0.0 | 2.5 | 0.0 | 36 (Enquiries) |
| F. Service to Government | External Affairs | 5.0 | 0.0 | 2.5 | 0.0 | 7 (Reports) |
| | OGDs, Provinces, ETC | 7.5 | 0.0 | 5.0 | 0.0 | 6 (Contacts) |
| G. Administration | Program Management | 7.5 | 0.0 | 0.0 | 0.0 | 0.15 |
| | Leave, Professional Dev. | 2.5 | 0.0 | 0.0 | 0.0 | 0.05 |
| Total TID Program | | 95.0 | 0.0 | 95.0 | 0.0 | 3.80 |
| H. Other Programs | | 5.0 | 0.0 | 5.0 | 0.0 | 0.20 |

Canadian Business Visitors: 80
Local Business Visitors: 236

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 3RD QUARTER OF 1986 (863)

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 | 18.3 | 0.0 | 27.5 | 0.0 | 1.65 | 368 (Enquiries) |
| | from Territory | 10.0 | 0.0 | 16.3 | 0.0 | 0.95 | 408 (Enquiries) |
| B. Export Promotion Projects and Events | | 6.7 | 0.0 | 10.0 | 0.0 | 0.60 | 61 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 1.3 | 0.0 | 0.05 | |
| D. Promotional Projects | | 13.3 | 0.0 | 15.0 | 0.0 | 1.00 | 8 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.7 | 0.0 | 1.3 | 0.0 | 0.10 | 17 (Enquiries) |
| | from Territory | 3.3 | 0.0 | 1.3 | 0.0 | 0.15 | 46 (Enquiries) |
| F. Service to Government | External Affairs | 6.7 | 0.0 | 11.3 | 0.0 | 0.65 | 61 (Reports) |
| | OGDs, Provinces, ETC | 13.3 | 0.0 | 13.8 | 0.0 | 0.95 | 67 (Contacts) |
| G. Administration | Program Management | 8.3 | 0.0 | 0.0 | 0.0 | 0.25 | |
| | Leave, Professional Dev. | 15.0 | 0.0 | 2.5 | 0.0 | 0.55 | |
| Total TID Program | | 96.6 | 0.0 | 100.3 | 0.0 | 6.90 | |
| H. Other Programs | | 3.3 | 0.0 | 0.0 | 0.0 | 0.10 | |

Canadian Business Visitors: 154
Local Business Visitors: 142

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 3RD QUARTER OF 1986 (863)

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 | 12.5 | 0.0 | 25.0 | 0.0 | 0.75 | 127 (Enquires) |
| | from Territory | 5.0 | 0.0 | 7.5 | 0.0 | 0.25 | 35 (Enquires) |
| B. Export Promotion Projects and Events | | 6.5 | 0.0 | 10.0 | 0.0 | 0.33 | 35 (Projects/Events) |
| C. Other Trade Development Activities | | 5.5 | 0.0 | 7.5 | 0.0 | 0.26 | |
| D. Promotional Projects | | 15.0 | 0.0 | 20.0 | 0.0 | 0.70 | 11 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.5 | 0.0 | 0.0 | 0.0 | 0.01 | .1 (Enquiries) |
| | from Territory | 1.0 | 0.0 | 1.0 | 0.0 | 0.04 | 1 (Enquiries) |
| F. Service to Government | External Affairs | 7.5 | 0.0 | 3.0 | 0.0 | 0.21 | 12 (Reports) |
| | OGDs, Provinces, ETC | 6.0 | 0.0 | 4.5 | 0.0 | 0.21 | 21 (Contacts) |
| G. Administration | Program Management | 6.5 | 0.0 | 0.0 | 0.0 | 0.13 | |
| | Leave, Professional Dev. | 16.5 | 0.0 | 16.5 | 0.0 | 0.66 | |
| Total TID Program | | 82.5 | 0.0 | 95.0 | 0.0 | 3.55 | |
| H. Other Programs | | 17.5 | 0.0 | 5.0 | 0.0 | 0.45 | |

Canadian Business Visitors: 220
Local Business Visitors: 42

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 3RD QUARTER OF 1986 (863)

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 | 11.8 | 0.0 | 11.8 | 0.0 | 2.60 | 663 (Enquires) |
| | from Territory | 4.6 | 0.0 | 13.8 | 0.0 | 2.12 | 755 (Enquires) |
| B. Export Promotion Projects and Events | | 9.1 | 0.0 | 9.2 | 0.0 | 2.01 | 64 (Projects/Events) |
| C. Other Trade Development Activities | | 9.1 | 0.0 | 12.2 | 0.0 | 2.37 | |
| D. Promotional Projects | | 7.6 | 0.0 | 11.5 | 0.0 | 2.14 | 27 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | | |
| | from Canada | 7.3 | 0.0 | 9.6 | 0.0 | 1.88 | 37 (Enquiries) |
| | from Territory | 14.6 | 0.0 | 12.3 | 0.0 | 2.93 | 161 (Enquiries) |
| F. Service to Government | | | | | | | |
| | External Affairs | 10.9 | 0.0 | 4.6 | 0.0 | 1.64 | 43 (Reports) |
| | OGDs, Provinces, ETC | 3.3 | 0.0 | 2.0 | 0.0 | 0.57 | 51 (Contacts) |
| G. Administration | | | | | | | |
| | Program Management | 11.0 | 0.0 | 5.9 | 0.0 | 1.81 | |
| | Leave, Professional Dev. | 8.8 | 0.0 | 3.9 | 0.0 | 1.35 | |
| Total TID Program | | 98.1 | 0.0 | 96.8 | 0.0 | 21.42 | |
| H. Other Programs | | 1.9 | 0.0 | 3.3 | 0.0 | 0.58 | |

Canadian Business Visitors: 320
Local Business Visitors: 585

Trade Officers: 22

Non-Trade Officers: 0

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

COMMENTS

EUROPE

RBT

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

RWT

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

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 12.5 | 0.0 | 26.8 | 0.0 | 23.81 | 6448 (Enquiries) |
| | from Territory | 5.7 | 0.0 | 17.7 | 0.0 | 14.11 | 5719 (Enquiries) |
| B. Export Promotion Projects and Events | | 8.4 | 0.0 | 9.3 | 0.0 | 10.78 | 720 (Projects/Events) |
| C. Other Trade Development Activities | | 9.8 | 0.0 | 10.4 | 0.0 | 12.26 | |
| D. Promotional Projects | | 9.1 | 0.0 | 8.7 | 0.0 | 10.86 | 244 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 4.2 | 0.0 | 1.3 | 0.0 | 3.34 | 673 (Enquiries) |
| | from Territory | 6.8 | 0.0 | 3.3 | 0.0 | 6.20 | 945 (Enquiries) |
| F. Service to Government | External Affairs | 9.6 | 0.0 | 5.6 | 0.0 | 9.30 | 837 (Reports) |
| | OGDs, Provinces, ETC | 9.0 | 0.0 | 4.4 | 0.0 | 8.19 | 869 (Contacts) |
| G. Administration | Program Management | 12.3 | 0.0 | 3.9 | 0.0 | 9.96 | |
| | Leave, Professional Dev. | 6.9 | 0.0 | 7.2 | 0.0 | 8.61 | |
| Total TID Program | | 94.3 | 0.0 | 98.6 | 0.0 | 117.42 | |
| H. Other Programs | | 5.7 | 0.0 | 1.7 | 0.0 | 4.58 | |

Canadian Business Visitors: 2073
Local Business Visitors: 2221

Trade Officers: 122
Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 16.9 | 0.0 | 30.7 | 0.0 | 4.90 | 1136 (Enquiries) |
| | from Territory | 1.9 | 0.0 | 11.3 | 0.0 | 1.41 | 419 (Enquiries) |
| B. Export Promotion Projects and Events | | 11.8 | 0.0 | 15.9 | 0.0 | 2.81 | 106 (Projects/Events) |
| C. Other Trade Development Activities | | 9.9 | 0.0 | 8.6 | 0.0 | 1.84 | |
| D. Promotional Projects | | 12.2 | 0.0 | 9.0 | 0.0 | 2.09 | 54 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | | |
| | from Canada | 0.6 | 0.0 | 0.1 | 0.0 | 0.06 | 8 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| F. Service to Government | | | | | | | |
| | External Affairs | 10.7 | 0.0 | 3.6 | 0.0 | 1.36 | 184 (Reports) |
| | OGDs, Provinces, ETC | 12.0 | 0.0 | 7.0 | 0.0 | 1.85 | 190 (Contacts) |
| G. Administration | | | | | | | |
| | Program Management | 12.4 | 0.0 | 4.0 | 0.0 | 1.56 | |
| | Leave, Professional Dev. | 9.3 | 0.0 | 8.5 | 0.0 | 1.78 | |
| <hr/> | | | | | | | |
| Total TID Program | | 97.7 | 0.0 | 98.7 | 0.0 | 19.66 | |
| H. Other Programs | | 2.3 | 0.0 | 1.2 | 0.0 | 0.34 | |

Canadian Business Visitors: 266
Local Business Visitors: 166

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 3RD QUARTER OF 1986 (863)

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 | 20.0 | 0.0 | 52.5 | 0.0 | 145 (Enquires) |
| | from Territory | 2.0 | 0.0 | 18.5 | 0.0 | 41 (Enquires) |
| B. Export Promotion Projects and Events | | 15.0 | 0.0 | 15.0 | 0.0 | 63 (Projects/Events) |
| C. Other Trade Development Activities | | 17.5 | 0.0 | 5.0 | 0.0 | 0.45 |
| D. Promotional Projects | | 10.0 | 0.0 | 0.0 | 0.0 | 0.20 |
| E. Servicing Investment Development from Canada | | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Enquiries) |
| F. Service to Government | External Affairs | 10.5 | 0.0 | 0.0 | 0.0 | 6 (Reports) |
| | OGDs, Provinces, ETC | 7.5 | 0.0 | 5.0 | 0.0 | 2 (Contacts) |
| G. Administration | Program Management | 6.5 | 0.0 | 0.0 | 0.0 | 0.13 |
| | Leave, Professional Dev. | 9.5 | 0.0 | 4.0 | 0.0 | 0.27 |
| <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: 38
Local Business Visitors: 20

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

Summary for POST: Bucharest

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 6.0 | 0.0 | 22.5 | 0.0 | 0.51 | 71 (Enquires) |
| | from Territory | 3.0 | 0.0 | 5.0 | 0.0 | 0.13 | 36 (Enquires) |
| B. Export Promotion Projects and Events | | 11.0 | 0.0 | 17.5 | 0.0 | 0.46 | 12 (Projects/Events) |
| C. Other Trade Development Activities | | 3.0 | 0.0 | 3.5 | 0.0 | 0.10 | |
| D. Promotional Projects | | 24.0 | 0.0 | 17.0 | 0.0 | 0.58 | 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 | 5.0 | 0.0 | 6.0 | 0.0 | 0.17 | 9 (Reports) |
| | OGDs, Provinces, ETC | 3.0 | 0.0 | 6.0 | 0.0 | 0.15 | 9 (Contacts) |
| G. Administration | Program Management | 12.0 | 0.0 | 6.0 | 0.0 | 0.24 | |
| | Leave, Professional Dev. | 26.0 | 0.0 | 10.0 | 0.0 | 0.46 | |
| Total TID Program | | 93.0 | 0.0 | 93.5 | 0.0 | 2.90 | |
| H. Other Programs | | 7.0 | 0.0 | 6.5 | 0.0 | 0.20 | |

Canadian Business Visitors: 36
Local Business Visitors: 129

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 3RD QUARTER OF 1986 (Q3)

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 | 15.0 | 0.0 | 56.0 | 0.0 | 0.71 | 225 (Enquires) |
| | from Territory | 0.0 | 0.0 | 2.0 | 0.0 | 0.02 | 3 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 2.0 | 0.0 | 0.02 | 12 (Projects/Events) |
| C. Other Trade Development Activities | | 25.0 | 0.0 | 10.0 | 0.0 | 0.35 | |
| D. Promotional Projects | | 10.0 | 0.0 | 2.0 | 0.0 | 0.12 | 16 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.0 | 0.0 | 1.0 | 0.0 | 0.01 | 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 | 2.0 | 0.0 | 0.17 | 12 (Reports) |
| | OGs, Provinces, ETC | 25.0 | 0.0 | 3.0 | 0.0 | 0.28 | 27 (Contacts) |
| G. Administration | Program Management | 5.0 | 0.0 | 2.0 | 0.0 | 0.07 | |
| | Leave, Professional Dev. | 5.0 | 0.0 | 20.0 | 0.0 | 0.25 | |
| Total TTD 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: 45
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 3RD QUARTER OF 1986 (863)

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 | 23.0 | 0.0 | 29.5 | 0.0 | 1.28 | 408 (Enquires) |
| from Territory | 2.0 | 0.0 | 0.0 | 0.0 | 0.06 | 15 (Enquires) |
| B. Export Promotion Projects and Events | 0.3 | 0.0 | 0.0 | 0.0 | 0.01 | 2 (Projects/Events) |
| C. Other Trade Development Activities | 3.3 | 0.0 | 10.5 | 0.0 | 0.31 | |
| D. Promotional Projects | 18.3 | 0.0 | 22.5 | 0.0 | 1.00 | 16 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 1.7 | 0.0 | 0.0 | 0.0 | 0.05 | 6 (Enquiries) |
| from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 13.3 | 0.0 | 6.0 | 0.0 | 0.52 | 38 (Reports) |
| OGDs, Provinces, ETC | 16.7 | 0.0 | 15.0 | 0.0 | 0.60 | 67 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 17.3 | 0.0 | 0.0 | 0.0 | 0.52 | |
| Leave, Professional Dev. | 3.7 | 0.0 | 16.5 | 0.0 | 0.44 | |
| Total TID Program | 99.6 | 0.0 | 100.0 | 0.0 | 4.99 | |
| H. Other Programs | 0.3 | 0.0 | 0.0 | 0.0 | 0.01 | |

Canadian Business Visitors: 31
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 3RD QUARTER OF 1986 (863)

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 | 20.0 | 0.0 | 30.0 | 0.0 | 0.80 | 153 (Enquires) |
| | from Territory | 2.0 | 0.0 | 31.5 | 0.0 | 0.65 | 165 (Enquires) |
| B. Export Promotion Projects and Events | | 36.0 | 0.0 | 17.0 | 0.0 | 0.70 | 17 (Projects/Events) |
| C. Other Trade Development Activities | | 2.0 | 0.0 | 0.0 | 0.0 | 0.02 | |
| D. Promotional Projects | | 0.0 | 0.0 | 7.5 | 0.0 | 0.15 | 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 | 8.0 | 0.0 | 1.0 | 0.0 | 0.10 | 10 (Reports) |
| | OGDs, Provinces, ETC | 2.0 | 0.0 | 2.5 | 0.0 | 0.07 | 8 (Contacts) |
| G. Administration | Program Management | 15.0 | 0.0 | 6.0 | 0.0 | 0.27 | |
| | Leave, Professional Dev. | 15.0 | 0.0 | 4.5 | 0.0 | 0.24 | |
| 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: 31
Local Business Visitors: 2

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 3RD QUARTER OF 1986 (863)

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 | 2.0 | 0.0 | 6.5 | 0.0 | 0.15 | 134 (Enquires) |
| | from Territory | 2.0 | 0.0 | 6.0 | 0.0 | 0.14 | 159 (Enquires) |
| B. Export Promotion Projects and Events | | 28.0 | 0.0 | 37.0 | 0.0 | 1.02 | 0 (Projects/Events) |
| C. Other Trade Development Activities | | 14.0 | 0.0 | 23.5 | 0.0 | 0.61 | |
| D. Promotional Projects | | 1.0 | 0.0 | 1.5 | 0.0 | 0.04 | 7 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | | |
| | from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | -0 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| F. Service to Government | | | | | | | |
| | External Affairs | 7.0 | 0.0 | 6.0 | 0.0 | 0.19 | 109 (Reports) |
| | OGDs, Provinces, ETC | 13.0 | 0.0 | 8.5 | 0.0 | 0.30 | 77 (Contacts) |
| G. Administration | | | | | | | |
| | Program Management | 15.0 | 0.0 | 9.0 | 0.0 | 0.33 | |
| | Leave, Professional Dev. | 8.0 | 0.0 | 2.0 | 0.0 | 0.12 | |
| 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: 35
Local Business Visitors: 15

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 3RD QUARTER OF 1986 (863)

Summary for SUB-REGION: EUROPE WEST

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) | |
|---|--------------------------|-----------|-----------------|-----------|-----------------------|--------------|------------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | | |
| A. Servicing Export Enquiries | from Canada | 11.8 | 0.0 | 25.9 | 0.0 | 18.91 | 5312 (Enquiries) |
| | from Territory | 6.3 | 0.0 | 19.1 | 0.0 | 12.70 | 5300 (Enquiries) |
| B. Export Promotion Projects and Events | | 7.8 | 0.0 | 7.8 | 0.0 | 7.97 | 614 (Projects/Events) |
| C. Other Trade Development Activities | | 9.7 | 0.0 | 10.7 | 0.0 | 10.42 | |
| D. Promotional Projects | | 8.6 | 0.0 | 8.6 | 0.0 | 8.77 | 190 (Fairs/Miss/Conf.) |
| | | | | | | | |
| E. Servicing Investment Development | from Canada | 4.8 | 0.0 | 1.5 | 0.0 | 3.28 | 665 (Enquiries) |
| | from Territory | 8.0 | 0.0 | 4.0 | 0.0 | 6.20 | 945 (Enquiries) |
| F. Service to Government | External Affairs | 9.4 | 0.0 | 6.0 | 0.0 | 7.94 | 653 (Reports) |
| | OGDs, Provinces, ETC | 8.4 | 0.0 | 3.8 | 0.0 | 6.34 | 679 (Contacts) |
| G. Administration | Program Management | 12.3 | 0.0 | 3.9 | 0.0 | 8.40 | |
| | Leave, Professional Dev. | 6.5 | 0.0 | 6.9 | 0.0 | 6.83 | |
| Total TID Program | | 93.6 | 0.0 | 98.2 | 0.0 | 97.76 | |
| H. Other Programs | | 6.3 | 0.0 | 1.8 | 0.0 | 4.24 | |

Canadian Business Visitors: 1807
Local Business Visitors: 2055

Trade Officers: 102

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 36.0 | 0.0 | 55.5 | 0.0 | 1.47 | 359 (Enquires) |
| | from Territory | 12.0 | 0.0 | 32.0 | 0.0 | 0.76 | 82 (Enquires) |
| B. Export Promotion Projects and Events | | 2.0 | 0.0 | 1.0 | 0.0 | 0.04 | 2 (Projects/Events) |
| C. Other Trade Development Activities | | 13.0 | 0.0 | 7.5 | 0.0 | 0.28 | |
| D. Promotional Projects | | 2.0 | 0.0 | 1.5 | 0.0 | 0.05 | 2 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.0 | 0.0 | 0.0 | 0.0 | 0.01 | 1 (Enquiries) |
| | from Territory | 1.0 | 0.0 | 0.5 | 0.0 | 0.02 | 2 (Enquiries) |
| F. Service to Government | External Affairs | 12.0 | 0.0 | 1.5 | 0.0 | 0.15 | 1 (Reports) |
| | OGDs, Provinces, ETC | 8.0 | 0.0 | 0.0 | 0.0 | 0.08 | 1 (Contacts) |
| G. Administration | Program Management | 12.0 | 0.0 | 0.0 | 0.0 | 0.12 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 0.5 | 0.0 | 0.01 | |
| Total TTD 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: 86
Local Business Visitors: 29

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 3RD QUARTER OF 1986 (863)

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 | 17.0 | 0.0 | 23.0 | 0.0 | 0.86 | 308 (Enquires) |
| | from Territory | 10.0 | 0.0 | 12.3 | 0.0 | 0.47 | 277 (Enquires) |
| B. Export Promotion Projects and Events | | 10.0 | 0.0 | 9.3 | 0.0 | 0.38 | 74 (Projects/Events) |
| C. Other Trade Development Activities | | 21.0 | 0.0 | 7.7 | 0.0 | 0.44 | |
| D. Promotional Projects | | 6.0 | 0.0 | 0.7 | 0.0 | 0.08 | 1 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | | 4.0 | 0.0 | 0.3 | 0.0 | 0.05 | 2 (Enquiries) |
| | from Territory | 2.0 | 0.0 | 0.7 | 0.0 | 0.04 | 4 (Enquiries) |
| F. Service to Government | External Affairs | 15.0 | 0.0 | 16.7 | 0.0 | 0.65 | 15 (Reports) |
| | OGDs, Provinces, ETC | 0.0 | 0.0 | 1.3 | 0.0 | 0.04 | 6 (Contacts) |
| G. Administration | Program Management | 13.0 | 0.0 | 23.7 | 0.0 | 0.84 | |
| | Leave, Professional Dev. | 1.0 | 0.0 | 4.3 | 0.0 | 0.14 | |
| Total TID Program | | 99.0 | 0.0 | 100.0 | 0.0 | 3.99 | |
| H. Other Programs | | 1.0 | 0.0 | 0.0 | 0.0 | 0.01 | |

Canadian Business Visitors: 53
Local Business Visitors: 64

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 3RD QUARTER OF 1996 (863)

Summary for POST: Berne

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | | | | | | |
| from Canada | 16.0 | 0.0 | 36.0 | 0.0 | 1.04 | 203 (Enquires) |
| from Territory | 17.5 | 0.0 | 34.0 | 0.0 | 1.03 | 242 (Enquires) |
| B. Export Promotion Projects and Events | 5.0 | 0.0 | 5.5 | 0.0 | 0.21 | 3 (Projects/Events) |
| C. Other Trade Development Activities | 12.5 | 0.0 | 5.5 | 0.0 | 0.36 | |
| D. Promotional Projects | 12.5 | 0.0 | 4.5 | 0.0 | 0.34 | 7 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 2.5 | 0.0 | 0.0 | 0.0 | 0.05 | .9 (Enquiries) |
| from Territory | 11.0 | 0.0 | 0.0 | 0.0 | 0.22 | 28 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 2.0 | 0.0 | 3.0 | 0.0 | 0.10 | 7 (Reports) |
| OGDs, Provinces, ETC | 7.5 | 0.0 | 2.5 | 0.0 | 0.20 | 13 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 4.0 | 0.0 | 0.0 | 0.0 | 0.08 | |
| Leave, Professional Dev. | 7.5 | 0.0 | 9.0 | 0.0 | 0.33 | |
| Total TID Program | 98.0 | 0.0 | 100.0 | 0.0 | 3.9% | |
| H. Other Programs | 2.0 | 0.0 | 0.0 | 0.0 | 0.04 | |

Canadian Business Visitors: 113
Local Business Visitors: 13

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 10.3 | 0.0 | 22.5 | 0.0 | 0.76 | 187 (Enquires) |
| from Territory | 7.0 | 0.0 | 10.0 | 0.0 | 0.41 | 148 (Enquires) |
| B. Export Promotion Projects and Events | 2.3 | 0.0 | 7.0 | 0.0 | 0.21 | 0 (Projects/Events) |
| C. Other Trade Development Activities | 2.0 | 0.0 | 3.5 | 0.0 | 0.13 | |
| D. Promotional Projects | 15.0 | 0.0 | 5.0 | 0.0 | 0.55 | 7 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | |
| from Canada | 2.0 | 0.0 | 0.0 | 0.0 | 0.06 | 0 (Enquiries) |
| from Territory | 13.7 | 0.0 | 4.0 | 0.0 | 0.49 | 59 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 26.7 | 0.0 | 16.0 | 0.0 | 1.12 | 32 (Reports) |
| OGDs, Provinces, ETC | 10.0 | 0.0 | 4.0 | 0.0 | 0.38 | 7 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 8.3 | 0.0 | 7.5 | 0.0 | 0.40 | |
| Leave, Professional Dev. | 2.7 | 0.0 | 13.0 | 0.0 | 0.34 | |
| Total TID Program | 100.0 | 0.0 | 92.5 | 0.0 | 4.85 | |
| H. Other Programs | 0.0 | 0.0 | 7.5 | 0.0 | 0.15 | |

Canadian Business Visitors: 71
Local Business Visitors: 34

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 3RD QUARTER OF 1986 (863)

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 | 13.0 | 0.0 | 18.5 | 0.0 | 0.89 | 185 (Enquiries) |
| | from Territory | 9.3 | 0.0 | 25.0 | 0.0 | 0.87 | 198 (Enquiries) |
| B. Export Promotion Projects and Events | | 4.0 | 0.0 | 8.5 | 0.0 | 0.33 | 4 (Projects/Events) |
| C. Other Trade Development Activities | | 1.3 | 0.0 | 10.0 | 0.0 | 0.25 | |
| D. Promotional Projects | | 9.5 | 0.0 | 10.0 | 0.0 | 0.58 | 12 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 8.0 | 0.0 | 5.0 | 0.0 | 0.42 | 285 (Enquiries) |
| | from Territory | 4.5 | 0.0 | 1.0 | 0.0 | 0.20 | 22 (Enquiries) |
| F. Service to Government | External Affairs | 8.5 | 0.0 | 12.5 | 0.0 | 0.59 | 21 (Reports) |
| | OGDs, Provinces, ETC | 7.5 | 0.0 | 0.0 | 0.0 | 0.30 | 32 (Contacts) |
| G. Administration | Program Management | 11.8 | 0.0 | 0.0 | 0.0 | 0.47 | |
| | Leave, Professional Dev. | 1.5 | 0.0 | 9.5 | 0.0 | 0.25 | |
| Total TID Program | | 78.9 | 0.0 | 100.0 | 0.0 | 5.15 | |
| H. Other Programs | | 21.3 | 0.0 | 0.0 | 0.0 | 0.85 | |

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

280 enquiries about Technology Transfer are included with Investment.

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 18.3 | 0.0 | 0.0 | 0.0 | 110 (Enquires) |
| | from Territory | 5.0 | 0.0 | 0.0 | 0.0 | 21 (Enquires) |
| B. Export Promotion Projects and Events | | 15.0 | 0.0 | 0.0 | 0.0 | 4 (Projects/Events) |
| C. Other Trade Development Activities | | 8.3 | 0.0 | 0.0 | 0.0 | |
| D. Promotional Projects | | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Enquiries) |
| F. Service to Government | External Affairs | 8.3 | 0.0 | 0.0 | 0.0 | 4 (Reports) |
| | OGDs, Provinces, ETC | 26.7 | 0.0 | 0.0 | 0.0 | 3 (Contacts) |
| G. Administration | Program Management | 6.7 | 0.0 | 0.0 | 0.0 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 0.0 | 0.0 | |
| Total TID Program | | 88.3 | 0.0 | 0.0 | 0.0 | 2.65 |
| H. Other Programs | | 11.7 | 0.0 | 0.0 | 0.0 | 0.35 |

Canadian Business Visitors: 132
Local Business Visitors: 0

Trade Officers: 3

Non-Trade Officers: 0

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

COMMENTS

One DND Officer included in the 3 Trade Officers

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

Summary for POST: Copenhagen

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 15.0 | 0.0 | 30.0 | 0.0 | 0.75 | 320 (Enquires) |
| | from Territory | 0.0 | 0.0 | 15.0 | 0.0 | 0.30 | 150 (Enquires) |
| B. Export Promotion Projects and Events | | 10.0 | 0.0 | 14.0 | 0.0 | 0.38 | 9 (Projects/Events) |
| C. Other Trade Development Activities | | 5.0 | 0.0 | 0.0 | 0.0 | 0.05 | |
| D. Promotional Projects | | 0.0 | 0.0 | 13.0 | 0.0 | 0.26 | 4 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 5.0 | 0.0 | 2.5 | 0.0 | 0.10 | 11 (Enquiries) |
| | from Territory | 15.0 | 0.0 | 5.0 | 0.0 | 0.25 | 12 (Enquiries) |
| F. Service to Government | External Affairs | 20.0 | 0.0 | 6.5 | 0.0 | 0.33 | 15 (Reports) |
| | OGDs, Provinces, ETC | 15.0 | 0.0 | 10.0 | 0.0 | 0.35 | 127 (Contacts) |
| G. Administration | Program Management | 15.0 | 0.0 | 0.0 | 0.0 | 0.15 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 4.0 | 0.0 | 0.08 | |
| 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: 54
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 3RD QUARTER OF 1986 (863)

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 | 18.0 | 0.0 | 33.0 | 0.0 | 0.51 | 167 (Enquires) |
| | from Territory | 8.0 | 0.0 | 29.0 | 0.0 | 0.37 | 182 (Enquires) |
| B. Export Promotion Projects and Events | | 15.0 | 0.0 | 9.0 | 0.0 | 0.24 | 9 (Projects/Events) |
| C. Other Trade Development Activities | | 7.0 | 0.0 | 3.0 | 0.0 | 0.10 | |
| D. Promotional Projects | | 5.0 | 0.0 | 2.0 | 0.0 | 0.07 | 4 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | | |
| | from Canada | 3.0 | 0.0 | 1.0 | 0.0 | 0.04 | 2 (Enquiries) |
| | from Territory | 6.0 | 0.0 | 3.0 | 0.0 | 0.09 | 6 (Enquiries) |
| F. Service to Government | | | | | | | |
| | External Affairs | 10.0 | 0.0 | 9.0 | 0.0 | 0.19 | 6 (Reports) |
| | OGDs, Provinces, ETC | 9.0 | 0.0 | 8.0 | 0.0 | 0.17 | 11 (Contacts) |
| G. Administration | | | | | | | |
| | Program Management | 10.0 | 0.0 | 1.0 | 0.0 | 0.11 | |
| | Leave, Professional Dev. | 1.0 | 0.0 | 1.0 | 0.0 | 0.02 | |
| <hr/> | | | | | | | |
| Total TID Program | | 92.0 | 0.0 | 99.0 | 0.0 | 1.91 | |
| H. Other Programs | | 8.0 | 0.0 | 1.0 | 0.0 | 0.09 | |

Canadian Business Visitors: 16
Local Business Visitors: 67

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 3RD QUARTER OF 1986 (863)

Summary for POST: Dusseidorf

| 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 | 32.0 | 0.0 | 0.94 | 206 (Enquires) |
| | from Territory | 2.3 | 0.0 | 13.5 | 0.0 | 0.34 | 107 (Enquires) |
| B. Export Promotion Projects and Events | | 5.0 | 0.0 | 26.0 | 0.0 | 0.67 | 36 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 1.5 | 0.0 | 0.03 | |
| D. Promotional Projects | | 6.0 | 0.0 | 2.0 | 0.0 | 0.22 | 7 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 2.0 | 0.0 | 0.0 | 0.0 | 0.06 | 5 (Enquiries) |
| | from Territory | 13.0 | 0.0 | 5.0 | 0.0 | 0.49 | 29 (Enquiries) |
| F. Service to Government | External Affairs | 5.7 | 0.0 | 1.0 | 0.0 | 0.19 | 22 (Reports) |
| | OGDs, Provinces, ETC | 13.3 | 0.0 | 3.5 | 0.0 | 0.47 | 26 (Contacts) |
| G. Administration | Program Management | 20.3 | 0.0 | 0.0 | 0.0 | 0.61 | |
| | Leave, Professional Dev. | 11.0 | 0.0 | 15.5 | 0.0 | 0.64 | |
| Total TID Program | | 88.6 | 0.0 | 100.0 | 0.0 | 4.66 | |
| H. Other Programs | | 11.3 | 0.0 | 0.0 | 0.0 | 0.34 | |

Canadian Business Visitors: 40
Local Business Visitors: 3

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 QRD QUARTER OF 1986 (Q3)

Summary for POST: Hamburg

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 5.5 | 0.0 | 21.0 | 0.0 | 0.53 | 143 (Enquires) |
| | from Territory | 0.5 | 0.0 | 22.5 | 0.0 | 0.46 | 276 (Enquires) |
| B. Export Promotion Projects and Events | | 3.0 | 0.0 | 5.5 | 0.0 | 0.17 | 2 (Projects/Events) |
| C. Other Trade Development Activities | | 18.5 | 0.0 | 11.0 | 0.0 | 0.59 | |
| D. Promotional Projects | | 6.5 | 0.0 | 8.0 | 0.0 | 0.29 | 0 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 1 (Enquiries) |
| | from Territory | 5.5 | 0.0 | 3.5 | 0.0 | 0.18 | 19 (Enquiries) |
| F. Service to Government | External Affairs | 8.5 | 0.0 | 0.5 | 0.0 | 0.18 | 5 (Reports) |
| | OGDs, Provinces, ETC | 3.0 | 0.0 | 6.5 | 0.0 | 0.19 | 8 (Contacts) |
| G. Administration | Program Management | 21.0 | 0.0 | 0.0 | 0.0 | 0.42 | |
| | Leave, Professional Dev. | 11.5 | 0.0 | 20.0 | 0.0 | 0.63 | |
| Total TID Program | | 83.5 | 0.0 | 98.5 | 0.0 | 3.64 | |
| H. Other Programs | | 16.5 | 0.0 | 1.5 | 0.0 | 0.36 | |

Canadian Business Visitors: 20
Local Business Visitors: 22

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 3RD QUARTER OF 1986 (863)

Summary for POST: Helsinki

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 13.0 | 0.0 | 38.5 | 0.0 | 0.90 | 236 (Enquiries) |
| | from Territory | 5.0 | 0.0 | 14.5 | 0.0 | 0.34 | 356 (Enquiries) |
| B. Export Promotion Projects and Events | | 6.0 | 0.0 | 6.5 | 0.0 | 0.19 | 25 (Projects/Events) |
| C. Other Trade Development Activities | | 11.0 | 0.0 | 10.0 | 0.0 | 0.31 | |
| D. Promotional Projects | | 10.0 | 0.0 | 4.5 | 0.0 | 0.19 | 4 (Fairs/Miss/Cont.) |
| E. Servicing Investment Development | from Canada | 6.0 | 0.0 | 2.5 | 0.0 | 0.11 | 46 (Enquiries) |
| | from Territory | 8.0 | 0.0 | 4.0 | 0.0 | 0.16 | 71 (Enquiries) |
| F. Service to Government | External Affairs | 15.0 | 0.0 | 5.0 | 0.0 | 0.25 | 55 (Reports) |
| | OGDs, Provinces, ETC | 9.0 | 0.0 | 12.0 | 0.0 | 0.33 | 42 (Contacts) |
| G. Administration | Program Management | 12.0 | 0.0 | 1.0 | 0.0 | 0.14 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 1.5 | 0.0 | 0.03 | |
| 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: 81
Local Business Visitors: 66

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 3RD QUARTER OF 1986 (863)

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 | 0.0 | 0.0 | 26.0 | 0.0 | 0.34 | 38 (Enquires) |
| | from Territory | 12.0 | 0.0 | 7.0 | 0.0 | 0.19 | 35 (Enquires) |
| B. Export Promotion Projects and Events | | 22.0 | 0.0 | 15.0 | 0.0 | 0.37 | 3 (Projects/Events) |
| C. Other Trade Development Activities | | 14.0 | 0.0 | 14.0 | 0.0 | 0.28 | |
| D. Promotional Projects | | 8.0 | 0.0 | 32.0 | 0.0 | 0.40 | 5 (Fairs/Miss/Cont.) |
| 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 | 12.0 | 0.0 | 4.0 | 0.0 | 0.16 | 9 (Reports) |
| | OGDs, Provinces, ETC | 10.0 | 0.0 | 2.0 | 0.0 | 0.12 | 6 (Contacts) |
| G. Administration | Program Management | 0.0 | 0.0 | 0.0 | 0.0 | 0.03 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |
| Total TID Program | | 94.0 | 0.0 | 100.0 | 0.0 | 1.34 | |
| H. Other Programs | | 6.0 | 0.0 | 0.0 | 0.0 | 0.06 | |

Canadian Business Visitors: 40
Local Business Visitors: 12

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 3RD QUARTER OF 1986 (863)

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 | 6.5 | 0.0 | 18.2 | 0.0 | 429 (Enquires) |
| | from Territory | 6.5 | 0.0 | 10.4 | 0.0 | 560 (Enquires) |
| B. Export Promotion Projects and Events | | 6.2 | 0.0 | 1.0 | 0.0 | 123 (Projects/Events) |
| C. Other Trade Development Activities | | 11.2 | 0.0 | 35.4 | 0.0 | |
| D. Promotional Projects | | 16.3 | 0.0 | 11.8 | 0.0 | 15 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 6.8 | 0.0 | 0.8 | 0.0 | 80 (Enquiries) |
| | from Territory | 10.0 | 0.0 | 3.0 | 0.0 | 204 (Enquiries) |
| F. Service to Government | External Affairs | 7.8 | 0.0 | 8.2 | 0.0 | 218 (Reports) |
| | OGDs, Provinces, ETC | 9.7 | 0.0 | 5.0 | 0.0 | 160 (Contacts) |
| G. Administration | Program Management | 11.0 | 0.0 | 0.8 | 0.0 | 0.70 |
| | Leave, Professional Dev. | 0.3 | 0.0 | 5.4 | 0.0 | 0.29 |
| Total TID Program | | 92.3 | 0.0 | 100.0 | 0.0 | 10.54 |
| H. Other Programs | | 7.7 | 0.0 | 0.0 | 0.0 | 0.46 |

Canadian Business Visitors: 206
Local Business Visitors: 515

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 3RD QUARTER OF 1986 (Q3)

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 | 22.0 | 0.0 | 1.13 | 290 (Enquires) |
| | from Territory | 12.5 | 0.0 | 33.3 | 0.0 | 1.58 | 473 (Enquires) |
| B. Export Promotion Projects and Events | | 13.5 | 0.0 | 8.5 | 0.0 | 0.61 | 41 (Projects/Events) |
| C. Other Trade Development Activities | | 9.0 | 0.0 | 5.3 | 0.0 | 0.39 | |
| D. Promotional Projects | | 9.0 | 0.0 | 13.5 | 0.0 | 0.72 | 13 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.0 | 0.0 | 0.0 | 0.0 | 0.05 | 6 (Enquiries) |
| | from Territory | 1.0 | 0.0 | 1.0 | 0.0 | 0.06 | 10 (Enquiries) |
| F. Service to Government | External Affairs | 4.0 | 0.0 | 0.8 | 0.0 | 0.11 | 7 (Reports) |
| | IGOs, Provinces, ETC | 5.0 | 0.0 | 0.5 | 0.0 | 0.12 | 1 (Contacts) |
| G. Administration | Program Management | 10.0 | 0.0 | 0.3 | 0.0 | 0.21 | |
| | Leave, Professional Dev. | 15.0 | 0.0 | 6.8 | 0.0 | 0.57 | |
| Total TED Program | | 92.5 | 0.0 | 92.8 | 0.0 | 5.55 | |
| H. Other Programs | | 7.5 | 0.0 | 7.5 | 0.0 | 0.45 | |

Canadian Business Visitors: 37
Local Business Visitors: 119

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 3RD QUARTER OF 1986 (Q3)

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 | 6.0 | 0.0 | 20.7 | 0.0 | 0.90 | 292 (Enquiries) |
| | from Territory | 3.3 | 0.0 | 22.0 | 0.0 | 0.76 | 419 (Enquiries) |
| B. Export Promotion Projects and Events | | 8.0 | 0.0 | 25.0 | 0.0 | 0.99 | 45 (Projects/Events) |
| C. Other Trade Development Activities | | 9.3 | 0.0 | 10.0 | 0.0 | 0.58 | |
| D. Promotional Projects | | 9.3 | 0.0 | 4.0 | 0.0 | 0.40 | 5 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 16.3 | 0.0 | 4.7 | 0.0 | 0.63 | 93 (Enquiries) |
| | from Territory | 22.7 | 0.0 | 6.3 | 0.0 | 0.87 | 120 (Enquiries) |
| F. Service to Government | External Affairs | 2.7 | 0.0 | 0.0 | 0.0 | 0.03 | 2 (Reports) |
| | OGDs, Provinces, ETC | 4.3 | 0.0 | 0.0 | 0.0 | 0.13 | 14 (Contacts) |
| G. Administration | Program Management | 5.3 | 0.0 | 0.0 | 0.0 | 0.16 | |
| | Leave, Professional Dev. | 12.7 | 0.0 | 7.3 | 0.0 | 0.60 | |
| Total TID Program | | 99.9 | 0.0 | 100.0 | 0.0 | 6.00 | |
| H. Other Programs | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |

Canadian Business Visitors: 64
Local Business Visitors: 107

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 3RD QUARTER OF 1986 (863)

Summary for POST: Munich

| 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 | 19.0 | 0.0 | 0.34 | 68 (Enquiries) |
| | from Territory | 5.3 | 0.0 | 25.0 | 0.0 | 0.41 | 103 (Enquiries) |
| B. Export Promotion Projects and Events | | 1.3 | 0.0 | 0.0 | 0.0 | 0.04 | 1 (Projects/Events) |
| C. Other Trade Development Activities | | 16.0 | 0.0 | 0.0 | 0.0 | 0.48 | |
| D. Promotional Projects | | 7.0 | 0.0 | 26.0 | 0.0 | 0.47 | 9 (Fairs/Miss/Cont.) |
| E. Servicing Investment Development | from Canada | 3.3 | 0.0 | 2.0 | 0.0 | 0.27 | 13 (Enquiries) |
| | from Territory | 9.0 | 0.0 | 7.0 | 0.0 | 0.34 | 18 (Enquiries) |
| F. Service to Government | External Affairs | 4.0 | 0.0 | 1.0 | 0.0 | 0.13 | 7 (Reports) |
| | OGDs, Provinces, ETC | 3.7 | 0.0 | 1.0 | 0.0 | 0.12 | 12 (Contacts) |
| G. Administration | Program Management | 22.3 | 0.0 | 10.0 | 0.0 | 0.77 | |
| | Leave, Professional Dev. | 16.7 | 0.0 | 9.0 | 0.0 | 0.59 | |
| Total TID Program | | 98.6 | 0.0 | 100.0 | 0.0 | 3.3% | |
| H. Other Programs | | 1.3 | 0.0 | 0.0 | 0.0 | 0.04 | |

Canadian Business Visitors: 68
Local Business Visitors: 20

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 7.5 | 0.0 | 31.5 | 0.0 | 0.78 | 380 (Enquires) |
| | from Territory | 7.5 | 0.0 | 26.0 | 0.0 | 0.67 | 364 (Enquires) |
| B. Export Promotion Projects and Events | | 24.5 | 0.0 | 4.0 | 0.0 | 0.57 | 108 (Projects/Events) |
| C. Other Trade Development Activities | | 10.0 | 0.0 | 12.5 | 0.0 | 0.45 | |
| D. Promotional Projects | | 4.0 | 0.0 | 6.0 | 0.0 | 0.20 | 15 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 3.5 | 0.0 | 0.0 | 0.0 | 0.07 | 18 (Enquiries) |
| | from Territory | 3.5 | 0.0 | 5.5 | 0.0 | 0.18 | 57 (Enquiries) |
| F. Service to Government | External Affairs | 12.0 | 0.0 | 4.5 | 0.0 | 0.33 | 67 (Reports) |
| | OGDs, Provinces, ETC | 5.5 | 0.0 | 3.5 | 0.0 | 0.18 | 71 (Contacts) |
| G. Administration | Program Management | 7.0 | 0.0 | 2.0 | 0.0 | 0.18 | |
| | Leave, Professional Dev. | 13.5 | 0.0 | 4.5 | 0.0 | 0.36 | |
| 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: 91
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 3RD QUARTER OF 1986 (863)

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 | 11.0 | 0.0 | 14.0 | 0.0 | 0.97 | 438 (Enquires) |
| from Territory | 2.8 | 0.0 | 15.0 | 0.0 | 0.59 | 534 (Enquires) |
| B. Export Promotion Projects and Events | 8.6 | 0.0 | 1.7 | 0.0 | 0.48 | 62 (Projects/Events) |
| C. Other Trade Development Activities | 17.2 | 0.0 | 12.3 | 0.0 | 1.23 | |
| D. Promotional Projects | 14.4 | 0.0 | 11.7 | 0.0 | 1.07 | 52 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 4.0 | 0.0 | 2.0 | 0.0 | 0.26 | 38 (Enquiries) |
| from Territory | 6.0 | 0.0 | 7.7 | 0.0 | 0.53 | 48 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 7.0 | 0.0 | 5.7 | 0.0 | 0.52 | 69 (Reports) |
| OGDs, Provinces, ETC | 4.6 | 0.0 | 4.0 | 0.0 | 0.35 | 81 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 16.4 | 0.0 | 19.0 | 0.0 | 1.39 | |
| Leave, Professional Dev. | 4.2 | 0.0 | 6.7 | 0.0 | 0.41 | |
| Total TID Program | 96.2 | 0.0 | 99.8 | 0.0 | 7.80 | |
| H. Other Programs | 3.8 | 0.0 | 0.3 | 0.0 | 0.20 | |

Canadian Business Visitors: 366
Local Business Visitors: 423

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 3RD QUARTER OF 1986 (863)

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 | 25.0 | 0.0 | 34.0 | 0.0 | 1.43 | 196 (Enquires) |
| | from Territory | 4.7 | 0.0 | 30.0 | 0.0 | 0.74 | 184 (Enquires) |
| B. Export Promotion Projects and Events | | 12.7 | 0.0 | 0.0 | 0.0 | 0.38 | 7 (Projects/Events) |
| C. Other Trade Development Activities | | 1.7 | 0.0 | 6.5 | 0.0 | 0.18 | |
| D. Promotional Projects | | 0.0 | 0.0 | 1.0 | 0.0 | 0.02 | 1 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 5.0 | 0.0 | 1.0 | 0.0 | 0.17 | 25 (Enquiries) |
| | from Territory | 1.7 | 0.0 | 1.0 | 0.0 | 0.07 | 11 (Enquiries) |
| F. Service to Government | External Affairs | 20.0 | 0.0 | 16.0 | 0.0 | 0.92 | 33 (Reports) |
| | OGDs, Provinces, ETC | 12.7 | 0.0 | 1.5 | 0.0 | 0.41 | 20 (Contacts) |
| G. Administration | Program Management | 6.7 | 0.0 | 2.5 | 0.0 | 0.25 | |
| | Leave, Professional Dev. | 6.7 | 0.0 | 6.5 | 0.0 | 0.33 | |
| Total TID Program | | 96.9 | 0.0 | 100.0 | 0.0 | 4.90 | |
| H. Other Programs | | 3.3 | 0.0 | 0.0 | 0.0 | 0.10 | |

Canadian Business Visitors: 36
Local Business Visitors: 92

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 3RD QUARTER OF 1986 (863)

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 | 15.0 | 0.0 | 23.3 | 0.0 | 1.00 | 506 (Enquires) |
| | from Territory | 8.5 | 0.0 | 15.3 | 0.0 | 0.63 | 414 (Enquires) |
| B. Export Promotion Projects and Events | | 2.0 | 0.0 | 12.0 | 0.0 | 0.40 | 19 (Projects/Events) |
| C. Other Trade Development Activities | | 16.5 | 0.0 | 18.0 | 0.0 | 0.87 | |
| D. Promotional Projects | | 6.5 | 0.0 | 9.3 | 0.0 | 0.41 | 8 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 5.5 | 0.0 | 0.3 | 0.0 | 0.12 | 7 (Enquiries) |
| | from Territory | 5.5 | 0.0 | 0.7 | 0.0 | 0.13 | 90 (Enquiries) |
| F. Service to Government | External Affairs | 4.0 | 0.0 | 5.0 | 0.0 | 0.23 | 4 (Reports) |
| | OGDs, Provinces, ETC | 3.0 | 0.0 | 4.0 | 0.0 | 0.18 | 0 (Contacts) |
| G. Administration | Program Management | 22.0 | 0.0 | 3.3 | 0.0 | 0.54 | |
| | Leave, Professional Dev. | 9.5 | 0.0 | 6.0 | 0.0 | 0.37 | |
| Total TID Program | | 98.0 | 0.0 | 97.2 | 0.0 | 4.88 | |
| H. Other Programs | | 2.0 | 0.0 | 2.7 | 0.0 | 0.12 | |

Canadian Business Visitors: 81
Local Business Visitors: 66

Trade Officers: 5

Non-Trade Officers: 0

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

COMMENTS

LATEIN AMERICA

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

Summary for POST: The Hague

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 9.0 | 0.0 | 27.0 | 0.0 | 1.08 | 130 (Enquires) |
| | from Territory | 5.3 | 0.0 | 7.0 | 0.0 | 0.37 | 77 (Enquires) |
| B. Export Promotion Projects and Events | | 4.7 | 0.0 | 3.0 | 0.0 | 0.23 | 17 (Projects/Events) |
| C. Other Trade Development Activities | | 10.3 | 0.0 | 6.0 | 0.0 | 0.49 | |
| D. Promotional Projects | | 6.7 | 0.0 | 16.7 | 0.0 | 0.70 | 6 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 4.3 | 0.0 | 3.7 | 0.0 | 0.24 | 20 (Enquiries) |
| | from Territory | 10.0 | 0.0 | 10.3 | 0.0 | 0.61 | 18 (Enquiries) |
| F. Service to Government | External Affairs | 10.7 | 0.0 | 4.3 | 0.0 | 0.45 | 52 (Reports) |
| | OGDs, Provinces, ETC | 5.7 | 0.0 | 6.3 | 0.0 | 0.36 | 31 (Contacts) |
| G. Administration | Program Management | 14.3 | 0.0 | 1.0 | 0.0 | 0.46 | |
| | Leave, Professional Dev. | 13.3 | 0.0 | 5.0 | 0.0 | 0.55 | |
| Total TID Program | | 94.3 | 0.0 | 90.3 | 0.0 | 5.54 | |
| H. Other Programs | | 5.7 | 0.0 | 9.7 | 0.0 | 0.46 | |

Canadian Business Visitors: 63
Local Business Visitors: 84

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 3RD QUARTER OF 1986 (863)

Summary for POST: Vienna

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|-----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 6.0 | 0.0 | 24.0 | 0.0 | 0.54 | 121 (Enquires) |
| | from Territory | 5.0 | 0.0 | 15.0 | 0.0 | 0.35 | 98 (Enquires) |
| B. Export Promotion Projects and Events | | 12.0 | 0.0 | 4.5 | 0.0 | 0.21 | 15 (Projects/Events) |
| C. Other Trade Development Activities | | 11.0 | 0.0 | 6.5 | 0.0 | 0.24 | |
| D. Promotional Projects | | 7.0 | 0.0 | 5.5 | 0.0 | 0.18 | 13 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 3.0 | 0.0 | 4.5 | 0.0 | 0.12 | .8 (Enquiries) |
| | from Territory | 20.0 | 0.0 | 16.0 | 0.0 | 0.52 | 117 (Enquiries) |
| F. Service to Government | External Affairs | 5.0 | 0.0 | 4.0 | 0.0 | 0.13 | 2 (Reports) |
| | OGDs, Provinces, ETC | 8.0 | 0.0 | 7.5 | 0.0 | 0.23 | 7 (Contacts) |
| G. Administration | Program Management | 6.0 | 0.0 | 3.0 | 0.0 | 0.12 | |
| | Leave, Professional Dev. | 12.0 | 0.0 | 8.5 | 0.0 | 0.29 | |
| Total TID Program | | 95.0 | 0.0 | 99.0 | 0.0 | 2.93 | |
| H. Other Programs | | 5.0 | 0.0 | 1.0 | 0.0 | 0.07 | |

Canadian Business Visitors: 55
Local Business Visitors: 164

Trade Officers: 3
Non-Trade Officers: 0

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

COMMENTS

LATIN AMERICA & CARIBBEAN

AMÉRIQUE LATINE ET DES ANTILLES

| | 1970 | 1971 | 1972 | 1973 | 1974 | 1975 |
|------------------|------|------|------|------|------|------|
| LCT | | | | | | |
| BRIDGETOWN | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| GUATEMALA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| HAVANA/LA HAVANE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| KINGSTON | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| MEXICO | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PORT OF SPAIN | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| SAN JOSE | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| LST | | | | | | |
| BOGOTA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| BRASILIA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| BUENOS AIRES | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| CARACAS | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| LIMA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| QUITO | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| SANTIAGO | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| * SAO PAULO | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

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

| | | | | | | |
|----------------|-----|-----|-----|-----|-----|-----|
| Total US\$ | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total FR\$ | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Local currency | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Local currency | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Local currency | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Local currency | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 19.3 | 0.0 | 33.3 | 0.0 | 14.02 | 4172 (Enquiries) |
| from Territory | 11.0 | 0.0 | 19.9 | 0.0 | 8.22 | 2696 (Enquiries) |
| B. Export Promotion Projects and Events | 4.6 | 0.0 | 5.4 | 0.0 | 2.65 | 35 (Projects/Events) |
| C. Other Trade Development Activities | 7.3 | 0.0 | 9.6 | 0.0 | 4.51 | |
| D. Promotional Projects | 10.8 | 0.0 | 12.6 | 0.0 | 6.20 | 71 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | |
| from Canada | 1.7 | 0.0 | 0.7 | 0.0 | 0.64 | 70 (Enquiries) |
| from Territory | 0.9 | 0.0 | 0.6 | 0.0 | 0.38 | 83 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 15.3 | 0.0 | 6.4 | 0.0 | 5.72 | 195 (Reports) |
| OGDs, Provinces, ETC | 7.4 | 0.0 | 2.8 | 0.0 | 2.69 | 123 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 9.6 | 0.0 | 1.1 | 0.0 | 2.80 | |
| Leave, Professional Dev. | 5.7 | 0.0 | 6.9 | 0.0 | 3.35 | |
| Total TID Program | 93.6 | 0.0 | 99.3 | 0.0 | 51.18 | |
| H. Other Programs | 6.2 | 0.0 | 0.7 | 0.0 | 1.82 | |

Canadian Business Visitors: 723
Local Business Visitors: 1436

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 3RD QUARTER OF 1986 (863)

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 | 17.5 | 0.0 | 29.6 | 0.0 | 5.83 | 1472 (Enquiries) |
| | from Territory | 7.9 | 0.0 | 17.8 | 0.0 | 3.17 | 664 (Enquiries) |
| B. Export Promotion Projects and Events | | 4.6 | 0.0 | 7.3 | 0.0 | 1.47 | 19 (Projects/Events) |
| C. Other Trade Development Activities | | 11.5 | 0.0 | 13.3 | 0.0 | 3.08 | |
| D. Promotional Projects | | 5.8 | 0.0 | 14.0 | 0.0 | 2.44 | 35 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 2.3 | 0.0 | 0.5 | 0.0 | 0.36 | 31 (Enquiries) |
| | from Territory | 0.5 | 0.0 | 0.8 | 0.0 | 0.16 | 19 (Enquiries) |
| F. Service to Government | External Affairs | 14.5 | 0.0 | 3.3 | 0.0 | 2.28 | 107 (Reports) |
| | OGDs, Provinces, ETC | 5.8 | 0.0 | 2.8 | 0.0 | 1.08 | 38 (Contacts) |
| G. Administration | Program Management | 10.8 | 0.0 | 2.2 | 0.0 | 1.66 | |
| | Leave, Professional Dev. | 8.6 | 0.0 | 7.1 | 0.0 | 1.97 | |
| Total TID Program | | 89.8 | 0.0 | 98.7 | 0.0 | 23.50 | |
| H. Other Programs | | 10.2 | 0.0 | 1.5 | 0.0 | 1.50 | |

Canadian Business Visitors: 334
Local Business Visitors: 696

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 3RD QUARTER OF 1986 (863)

Summary for POST: Bridgetown

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | 25.0 | 0.0 | 50.0 | 0.0 | 0.75 | 207 (Enquires) |
| from Canada | | | | | | |
| from Territory | 5.0 | 0.0 | 10.0 | 0.0 | 0.15 | 66 (Enquires) |
| B. Export Promotion Projects and Events | 5.0 | 0.0 | 5.0 | 0.0 | 0.10 | 0 (Projects/Events) |
| C. Other Trade Development Activities | 10.0 | 0.0 | 0.0 | 0.0 | 0.10 | |
| D. Promotional Projects | 15.0 | 0.0 | 17.0 | 0.0 | 0.32 | 3 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 5.0 | 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 | 10.0 | 0.0 | 2.0 | 0.0 | 0.12 | 7 (Reports) |
| External Affairs | | | | | | |
| OGDs, Provinces, ETC | 5.0 | 0.0 | 1.0 | 0.0 | 0.06 | 4 (Contacts) |
| G. Administration | 10.0 | 0.0 | 0.0 | 0.0 | 0.10 | |
| Program Management | | | | | | |
| Leave, Professional Dev. | 0.0 | 0.0 | 15.0 | 0.0 | 0.15 | |
| 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: 57
Local Business Visitors: 95

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 3RD QUARTER OF 1986 (863)

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 | 72 (Enquires) |
| | from Territory | 10.0 | 0.0 | 45.0 | 0.0 | 0.55 | 93 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 1 (Projects/Events) |
| C. Other Trade Development Activities | | 5.0 | 0.0 | 5.0 | 0.0 | 0.10 | |
| D. Promotional Projects | | 5.0 | 0.0 | 5.0 | 0.0 | 0.10 | 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 | 20.0 | 0.0 | 5.0 | 0.0 | 0.25 | 7 (Reports) |
| | OGDs, Provinces, ETC | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Contacts) |
| G. Administration | Program Management | 5.0 | 0.0 | 0.0 | 0.0 | 0.05 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 5.0 | 0.0 | 0.05 | |
| 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: 38
Local Business Visitors: 52

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 3RD QUARTER OF 1986 (863)

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 | 17.5 | 0.0 | 512 (Enquires) |
| | from Territory | 3.5 | 0.0 | 10.5 | 0.0 | 47 (Enquires) |
| B. Export Promotion Projects and Events | | 7.5 | 0.0 | 24.0 | 0.0 | 3 (Projects/Events) |
| C. Other Trade Development Activities | | 19.5 | 0.0 | 16.0 | 0.0 | 0.71 |
| D. Promotional Projects | | 5.0 | 0.0 | 20.0 | 0.0 | 0.50 |
| E. Servicing Investment Development | | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Enquiries) |
| | from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0 (Enquiries) |
| F. Service to Government | | 12.5 | 0.0 | 2.0 | 0.0 | 0.29 |
| | External Affairs | | | | | 19 (Reports) |
| | OGDs, Provinces, ETC | 3.5 | 0.0 | 2.5 | 0.0 | 7 (Contacts) |
| G. Administration | | 15.0 | 0.0 | 4.0 | 0.0 | 0.38 |
| | Program Management | | | | | |
| | Leave, Professional Dev. | 9.0 | 0.0 | 3.5 | 0.0 | 0.25 |
| <hr/> | | | | | | |
| Total TID Program | | 91.0 | 0.0 | 100.0 | 0.0 | 3.82 |
| H. Other Programs | | 9.0 | 0.0 | 0.0 | 0.0 | 0.18 |

Canadian Business Visitors: 58
Local Business Visitors: 20

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (Q3)

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 | 34.0 | 0.0 | 36.0 | 0.0 | 1.06 | 168 (Enquires) |
| | from Territory | 15.0 | 0.0 | 29.0 | 0.0 | 0.73 | 156 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Projects/Events) |
| C. Other Trade Development Activities | | 16.0 | 0.0 | 22.0 | 0.0 | 0.60 | |
| D. Promotional Projects | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 2.0 | 0.0 | 1.0 | 0.0 | 0.04 | 6 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 1.0 | 0.0 | 0.02 | 2 (Enquiries) |
| F. Service to Government | External Affairs | 3.0 | 0.0 | 2.0 | 0.0 | 0.07 | 4 (Reports) |
| | IGDs, Provinces, ETC | 5.0 | 0.0 | 4.5 | 0.0 | 0.14 | 14 (Contacts) |
| G. Administration | Program Management | 7.0 | 0.0 | 0.0 | 0.0 | 0.07 | |
| | Leave, Professional Dev. | 15.0 | 0.0 | 4.5 | 0.0 | 0.22 | |
| 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: 15
Local Business Visitors: 139

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 3RD QUARTER OF 1986 (863)

Summary for POST: Mexico

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|-----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 10.8 | 0.0 | 41.3 | 0.0 | 1.67 | 264 (Enquires) |
| | from Territory | 6.0 | 0.0 | 16.7 | 0.0 | 0.74 | 144 (Enquires) |
| B. Export Promotion Projects and Events | | 5.5 | 0.0 | 1.7 | 0.0 | 0.27 | 7 (Projects/Events) |
| C. Other Trade Development Activities | | 19.8 | 0.0 | 4.0 | 0.0 | 0.91 | |
| D. Promotional Projects | | 7.5 | 0.0 | 11.0 | 0.0 | 0.63 | 26 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.5 | 0.0 | 0.0 | 0.0 | 0.02 | 6 (Enquiries) |
| | from Territory | 1.0 | 0.0 | 0.3 | 0.0 | 0.05 | 10 (Enquiries) |
| F. Service to Government | External Affairs | 20.0 | 0.0 | 4.3 | 0.0 | 0.93 | 29 (Reports) |
| | OGDs, Provinces, ETC | 6.5 | 0.0 | 0.7 | 0.0 | 0.28 | 5 (Contacts) |
| G. Administration | Program Management | 5.8 | 0.0 | 4.3 | 0.0 | 0.36 | |
| | Leave, Professional Dev. | 12.0 | 0.0 | 12.3 | 0.0 | 0.85 | |
| Total TID Program | | 95.4 | 0.0 | 96.6 | 0.0 | 6.71 | |
| H. Other Programs | | 4.8 | 0.0 | 3.3 | 0.0 | 0.29 | |

Canadian Business Visitors: 80
Local Business Visitors: 240

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 3RD QUARTER OF 1986 (863)

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 | 20.0 | 0.0 | 18.5 | 0.0 | 0.77 | 138 (Enquires) |
| | from Territory | 15.0 | 0.0 | 13.0 | 0.0 | 0.56 | 108 (Enquires) |
| B. Export Promotion Projects and Events | | 2.5 | 0.0 | 10.0 | 0.0 | 0.25 | 7 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 29.0 | 0.0 | 0.58 | |
| D. Promotional Projects | | 3.5 | 0.0 | 6.5 | 0.0 | 0.20 | 1 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | | |
| | from Canada | 7.5 | 0.0 | 2.0 | 0.0 | 0.19 | 9 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 3.0 | 0.0 | 0.06 | 5 (Enquiries) |
| F. Service to Government | | | | | | | |
| | External Affairs | 12.5 | 0.0 | 2.5 | 0.0 | 0.30 | 21 (Reports) |
| | OGDs, Provinces, ETC | 10.0 | 0.0 | 3.0 | 0.0 | 0.26 | 6 (Contacts) |
| G. Administration | | | | | | | |
| | Program Management | 11.5 | 0.0 | 2.5 | 0.0 | 0.28 | |
| | Leave, Professional Dev. | 15.0 | 0.0 | 6.0 | 0.0 | 0.42 | |
| Total TID Program | | 97.5 | 0.0 | 96.0 | 0.0 | 3.07 | |
| H. Other Programs | | 2.5 | 0.0 | 4.0 | 0.0 | 0.13 | |

Canadian Business Visitors: 31
Local Business Visitors: 96

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 3RD QUARTER OF 1986 (Q3)

Summary for POST: San Jose

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 22.5 | 0.0 | 2.0 | 0.0 | 0.47 | 111 (Enquiries) |
| | from Territory | 6.0 | 0.0 | 4.0 | 0.0 | 0.16 | 50 (Enquiries) |
| B. Export Promotion Projects and Events | | 6.5 | 0.0 | 9.0 | 0.0 | 0.22 | 1 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |
| D. Promotional Projects | | 4.5 | 0.0 | 0.0 | 0.0 | 0.49 | 0 (Fairs/Miss/Conf.) |
| | | | | | | | |
| E. Servicing Investment Development | from Canada | 3.0 | 0.0 | 0.0 | 0.0 | 0.06 | 10 (Enquiries) |
| | from Territory | 1.5 | 0.0 | 0.0 | 0.0 | 0.03 | 2 (Enquiries) |
| F. Service to Government | External Affairs | 12.5 | 0.0 | 7.0 | 0.0 | 0.32 | 20 (Reports) |
| | NGOs, Provinces, ETC | 6.0 | 0.0 | 10.0 | 0.0 | 0.22 | 2 (Contacts) |
| G. Administration | Program Management | 21.0 | 0.0 | 0.0 | 0.0 | 0.42 | |
| | Leave, Professional Dev. | 1.5 | 0.0 | 0.0 | 0.0 | 0.03 | |
| Total TTD Program | | 85.0 | 0.0 | 100.0 | 0.0 | 2.70 | |
| H. Other Programs | | 15.0 | 0.0 | 0.0 | 0.0 | 0.30 | |

Canadian Business Visitors: 55
Local Business Visitors: 54

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 3RD QUARTER OF 1986 (863)

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 | 21.2 | 0.0 | 36.3 | 0.0 | 8.19 | 2700 (Enquiries) |
| | from Territory | 14.1 | 0.0 | 21.5 | 0.0 | 5.05 | 2032 (Enquiries) |
| B. Export Promotion Projects and Events | | 4.5 | 0.0 | 3.9 | 0.0 | 1.18 | 16 (Projects/Events) |
| C. Other Trade Development Activities | | 3.2 | 0.0 | 6.7 | 0.0 | 1.43 | |
| D. Promotional Projects | | 15.7 | 0.0 | 11.5 | 0.0 | 3.76 | 36 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.2 | 0.0 | 0.9 | 0.0 | 0.28 | 39 (Enquiries) |
| | from Territory | 1.2 | 0.0 | 0.4 | 0.0 | 0.22 | 64 (Enquiries) |
| F. Service to Government | External Affairs | 16.2 | 0.0 | 8.9 | 0.0 | 3.44 | 88 (Reports) |
| | OGDs, Provinces, ETC | 9.1 | 0.0 | 2.9 | 0.0 | 1.61 | 85 (Contacts) |
| G. Administration | Program Management | 8.5 | 0.0 | 0.3 | 0.0 | 1.14 | |
| | Leave, Professional Dev. | 2.8 | 0.0 | 6.7 | 0.0 | 1.38 | |
| Total TID Program | | 97.7 | 0.0 | 100.0 | 0.0 | 27.68 | |
| H. Other Programs | | 2.3 | 0.0 | 0.1 | 0.0 | 0.32 | |

Canadian Business Visitors: 309
Local Business Visitors: 740

Trade Officers: 28

Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 35.0 | 0.0 | 1.20 | 529 (Enquires) |
| | from Territory | 20.0 | 0.0 | 20.0 | 0.0 | 0.80 | 354 (Enquires) |
| B. Export Promotion Projects and Events | | 9.0 | 0.0 | 12.5 | 0.0 | 0.43 | 3 (Projects/Events) |
| C. Other Trade Development Activities | | 3.0 | 0.0 | 5.0 | 0.0 | 0.16 | |
| D. Promotional Projects | | 10.0 | 0.0 | 10.0 | 0.0 | 0.40 | 3 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 5.0 | 0.0 | 5.0 | 0.0 | 0.20 | 3 (Enquiries) |
| | from Territory | 2.0 | 0.0 | 2.0 | 0.0 | 0.08 | 4 (Enquiries) |
| F. Service to Government | External Affairs | 10.0 | 0.0 | 4.0 | 0.0 | 0.28 | 3 (Reports) |
| | OGDs, Provinces, ETC | 5.0 | 0.0 | 5.0 | 0.0 | 0.20 | 2 (Contacts) |
| G. Administration | Program Management | 6.0 | 0.0 | 0.0 | 0.0 | 0.12 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 1.5 | 0.0 | 0.03 | |
| 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: 57
Local Business Visitors: 76

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 3RD QUARTER OF 1986 (863)

Summary for POST: Brasilia

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 12.5 | 0.0 | 40.0 | 0.0 | 0.65 | 331 (Enquires) |
| | from Territory | 10.0 | 0.0 | 10.0 | 0.0 | 0.30 | 39 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 5.0 | 0.0 | 0.05 | |
| D. Promotional Projects | | 15.0 | 0.0 | 25.0 | 0.0 | 0.55 | 5 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 5 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| F. Service to Government | External Affairs | 45.0 | 0.0 | 20.0 | 0.0 | 1.10 | 27 (Reports) |
| | OGDs, Provinces, ETC | 7.5 | 0.0 | 0.0 | 0.0 | 0.15 | 3 (Contacts) |
| G. Administration | Program Management | 7.5 | 0.0 | 0.0 | 0.0 | 0.15 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |
| Total TID Program | | 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: 15
Local Business Visitors: 6

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 3RD QUARTER OF 1986 (863)

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 | 10.0 | 0.0 | 26.7 | 0.0 | 1.00 | 215 (Enquires) |
| | from Territory | 7.5 | 0.0 | 26.7 | 0.0 | 0.95 | 170 (Enquires) |
| B. Export Promotion Projects and Events | | 13.0 | 0.0 | 5.0 | 0.0 | 0.41 | 2 (Projects/Events) |
| C. Other Trade Development Activities | | 5.0 | 0.0 | 6.7 | 0.0 | 0.30 | |
| D. Promotional Projects | | 11.5 | 0.0 | 10.0 | 0.0 | 0.53 | 5 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 0 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | 1 (Enquiries) |
| F. Service to Government | External Affairs | 11.5 | 0.0 | 10.0 | 0.0 | 0.53 | 21 (Reports) |
| | OGDs, Provinces, ETC | 16.5 | 0.0 | 3.3 | 0.0 | 0.43 | 20 (Contacts) |
| G. Administration | Program Management | 8.5 | 0.0 | 0.0 | 0.0 | 0.17 | |
| | Leave, Professional Dev. | 12.5 | 0.0 | 11.7 | 0.0 | 0.60 | |
| Total TID Program | | 96.0 | 0.0 | 100.1 | 0.0 | 4.92 | |
| H. Other Programs | | 4.0 | 0.0 | 0.0 | 0.0 | 0.08 | |

Canadian Business Visitors: 60
Local Business Visitors: 130

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 3RD QUARTER OF 1986 (863)

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 | 34.5 | 0.0 | 46.7 | 0.0 | 2.09 | 475 (Enquires) |
| | from Territory | 12.0 | 0.0 | 9.3 | 0.0 | 0.52 | 280 (Enquires) |
| B. Export Promotion Projects and Events | | 0.0 | 0.0 | 3.3 | 0.0 | 0.10 | 1 (Projects/Events) |
| C. Other Trade Development Activities | | 2.5 | 0.0 | 12.3 | 0.0 | 0.42 | |
| D. Promotional Projects | | 5.5 | 0.0 | 6.3 | 0.0 | 0.30 | 2 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.0 | 0.0 | 0.0 | 0.0 | 0.02 | 8 (Enquiries) |
| | from Territory | 4.0 | 0.0 | 0.0 | 0.0 | 0.08 | 45 (Enquiries) |
| F. Service to Government | External Affairs | 12.0 | 0.0 | 5.0 | 0.0 | 0.39 | 6 (Reports) |
| | OGDs, Provinces, ETC | 7.5 | 0.0 | 3.0 | 0.0 | 0.24 | 16 (Contacts) |
| G. Administration | Program Management | 16.5 | 0.0 | 0.7 | 0.0 | 0.35 | |
| | Leave, Professional Dev. | 3.5 | 0.0 | 12.7 | 0.0 | 0.45 | |
| Total TID Program | | 99.0 | 0.0 | 99.3 | 0.0 | 4.96 | |
| H. Other Programs | | 1.0 | 0.0 | 0.7 | 0.0 | 0.04 | |

Canadian Business Visitors: 47
Local Business Visitors: 58

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 3RD QUARTER OF 1986 (863)

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 | 18.0 | 0.0 | 49.5 | 0.0 | 1.35 | 477 (Enquiries) |
| | from Territory | 13.0 | 0.0 | 25.5 | 0.0 | 0.77 | 540 (Enquiries) |
| B. Export Promotion Projects and Events | | 0.5 | 0.0 | 2.5 | 0.0 | 0.06 | 3 (Projects/Events) |
| C. Other Trade Development Activities | | 5.0 | 0.0 | 0.0 | 0.0 | 0.10 | |
| D. Promotional Projects | | 30.0 | 0.0 | 10.5 | 0.0 | 0.31 | 9 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.5 | 0.0 | 0.0 | 0.0 | 0.01 | 9 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.5 | 0.0 | 0.01 | 5 (Enquiries) |
| F. Service to Government | External Affairs | 10.0 | 0.0 | 6.5 | 0.0 | 0.33 | 10 (Reports) |
| | IGDs, Provinces, ETC | 12.5 | 0.0 | 1.0 | 0.0 | 0.27 | 9 (Contacts) |
| G. Administration | Program Management | 7.0 | 0.0 | 0.0 | 0.0 | 0.14 | |
| | Leave, Professional Dev. | 2.5 | 0.0 | 4.0 | 0.0 | 0.13 | |
| 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: 100
Local Business Visitors: 310

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 3RD QUARTER OF 1986 (863)

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 | 15.0 | 0.0 | 30.0 | 0.0 | 0.75 | 258 (Enquires) |
| | from Territory | 20.0 | 0.0 | 27.0 | 0.0 | 0.74 | 309 (Enquires) |
| B. Export Promotion Projects and Events | | 2.0 | 0.0 | 1.0 | 0.0 | 0.04 | 2 (Projects/Events) |
| C. Other Trade Development Activities | | 10.0 | 0.0 | 13.0 | 0.0 | 0.36 | |
| D. Promotional Projects | | 2.0 | 0.0 | 4.0 | 0.0 | 0.10 | 3 (Fairs/His/Conf.) |
| E. Servicing Investment Development | from Canada | 1.0 | 0.0 | 0.0 | 0.0 | 0.01 | 3 (Enquiries) |
| | from Territory | 4.0 | 0.0 | 0.0 | 0.0 | 0.04 | 3 (Enquiries) |
| F. Service to Government | External Affairs | 20.0 | 0.0 | 9.5 | 0.0 | 0.39 | 1 (Reports) |
| | OGDs, Provinces, ETC | 10.0 | 0.0 | 6.0 | 0.0 | 0.22 | 18 (Contacts) |
| G. Administration | Program Management | 15.0 | 0.0 | 1.0 | 0.0 | 0.17 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 8.5 | 0.0 | 0.17 | |
| 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: 45
Local Business Visitors: 88

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 3RD QUARTER OF 1986 (Q3)

Summary for POST: Santiago

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 30.0 | 0.0 | 27.5 | 0.0 | 1.15 | 415 (Enquiries) |
| | from Territory | 19.0 | 0.0 | 29.5 | 0.0 | 0.97 | 340 (Enquiries) |
| B. Export Promotion Projects and Events | | 6.0 | 0.0 | 1.0 | 0.0 | 0.14 | 5 (Projects/Events) |
| C. Other Trade Development Activities | | 0.5 | 0.0 | 1.5 | 0.0 | 0.04 | |
| D. Promotional Projects | | 29.0 | 0.0 | 24.5 | 0.0 | 1.07 | 9 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 0.5 | 0.0 | 1.5 | 0.0 | 0.04 | 11 (Enquiries) |
| | from Territory | 0.0 | 0.0 | 0.5 | 0.0 | 0.01 | 6 (Enquiries) |
| F. Service to Government | External Affairs | 7.0 | 0.0 | 14.0 | 0.0 | 0.42 | 20 (Reports) |
| | OGDs, Provinces, ETC | 5.0 | 0.0 | 0.0 | 0.0 | 0.10 | 17 (Contacts) |
| G. Administration | Program Management | 2.0 | 0.0 | 0.0 | 0.0 | 0.04 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |
| 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: 65
Local Business Visitors: 72

Trade Officers: 4
Non-Trade Officers: 0

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

COMMENTS

UNITED STATES

ÉTATS UNIS

| MISSION | POST | 1967-68 | 1968-69 | 1969-70 | 1970-71 | 1971-72 | 1972-73 |
|---------|---------------------------|---------|---------|---------|---------|---------|---------|
| | UTE | | | | | | |
| | ATLANTA | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | BOSTON | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | BUFFALO | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | DALLAS | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | NEW YORK | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | PHILADELPHIA/PHILADELPHIE | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | * WASHINGTON | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | UTW | | | | | | |
| | CHICAGO | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | CLEVELAND | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | DETROIT | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | LOS ANGELES | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | MINNEAPOLIS | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | SAN FRANCISCO | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| | SEATTLE | 0.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |

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

| | | | |
|-----------------|-----|-----------------|-----|
| Number of posts | 123 | Number of posts | 123 |
| Local posts | 76 | Local posts | 76 |
| Field offices | 47 | Field offices | 47 |
| Sub-offices | 76 | Sub-offices | 76 |

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 15.8 | 0.0 | 33.7 | 0.0 | 20.37 | 7645 (Enquiries) |
| from Territory | 9.5 | 0.0 | 16.3 | 0.0 | 10.50 | 5160 (Enquiries) |
| B. Export Promotion Projects and Events | 9.5 | 0.0 | 10.5 | 0.0 | 7.96 | 192 (Projects/Events) |
| C. Other Trade Development Activities | 9.8 | 0.0 | 8.5 | 0.0 | 7.17 | |
| D. Promotional Projects | 10.1 | 0.0 | 12.5 | 0.0 | 9.03 | 183 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 3.1 | 0.0 | 0.5 | 0.0 | 1.29 | 199 (Enquiries) |
| from Territory | 8.2 | 0.0 | 1.6 | 0.0 | 3.57 | 920 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 5.7 | 0.0 | 2.0 | 0.0 | 2.86 | 291 (Reports) |
| OGDs, Provinces, ETC | 4.1 | 0.0 | 2.3 | 0.0 | 2.44 | 288 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 13.4 | 0.0 | 3.2 | 0.0 | 6.09 | |
| Leave, Professional Dev. | 6.8 | 0.0 | 7.9 | 0.0 | 5.83 | |
| Total TID Program | 96.0 | 0.0 | 99.0 | 0.0 | 77.11 | |
| H. Other Programs | 4.2 | 0.0 | 1.0 | 0.0 | 1.89 | |

Canadian Business Visitors: 2337
Local Business Visitors: 4015

Trade Officers: 79
Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 18.5 | 0.0 | 37.1 | 0.0 | 11.31 | 4054 (Enquiries) |
| from Territory | 10.7 | 0.0 | 19.3 | 0.0 | 6.04 | 2726 (Enquiries) |
| B. Export Promotion Projects and Events | 8.5 | 0.0 | 7.3 | 0.0 | 2.97 | 119 (Projects/Events) |
| C. Other Trade Development Activities | 8.5 | 0.0 | 6.3 | 0.0 | 2.72 | |
| D. Promotional Projects | 12.9 | 0.0 | 13.4 | 0.0 | 5.02 | 86 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 1.7 | 0.0 | 0.7 | 0.0 | 0.41 | 43 (Enquiries) |
| from Territory | 4.7 | 0.0 | 1.6 | 0.0 | 1.06 | 481 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 5.2 | 0.0 | 2.2 | 0.0 | 1.29 | 141 (Reports) |
| OGDs, Provinces, ETC | 2.4 | 0.0 | 2.3 | 0.0 | 0.88 | 93 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 14.7 | 0.0 | 1.0 | 0.0 | 2.42 | |
| Leave, Professional Dev. | 7.1 | 0.0 | 7.2 | 0.0 | 2.73 | |
| Total TID Program | 94.9 | 0.0 | 98.4 | 0.0 | 36.85 | |
| H. Other Programs | 5.1 | 0.0 | 1.7 | 0.0 | 1.15 | |

Canadian Business Visitors: 1123
Local Business Visitors: 796

Trade Officers: 38
Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

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 | 19.0 | 0.0 | 33.3 | 0.0 | 1.90 | 623 (Enquires) |
| | from Territory | 10.0 | 0.0 | 20.3 | 0.0 | 1.11 | 463 (Enquires) |
| B. Export Promotion Projects and Events | | 11.0 | 0.0 | 11.3 | 0.0 | 0.78 | 29 (Projects/Events) |
| C. Other Trade Development Activities | | 17.3 | 0.0 | 5.8 | 0.0 | 0.75 | |
| D. Promotional Projects | | 10.7 | 0.0 | 7.0 | 0.0 | 0.60 | 26 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 2.7 | 0.0 | 0.0 | 0.0 | 0.08 | 11 (Enquiries) |
| | from Territory | 6.0 | 0.0 | 1.3 | 0.0 | 0.23 | 41 (Enquiries) |
| F. Service to Government | External Affairs | 4.3 | 0.0 | 4.8 | 0.0 | 0.32 | 17 (Reports) |
| | OGDs, Provinces, ETC | 0.7 | 0.0 | 4.5 | 0.0 | 0.20 | 7 (Contacts) |
| G. Administration | Program Management | 12.3 | 0.0 | 3.3 | 0.0 | 0.50 | |
| | Leave, Professional Dev. | 4.3 | 0.0 | 1.3 | 0.0 | 0.18 | |
| Total TID Program | | 98.3 | 0.0 | 92.9 | 0.0 | 6.65 | |
| H. Other Programs | | 1.7 | 0.0 | 7.5 | 0.0 | 0.35 | |

Canadian Business Visitors: 154
Local Business Visitors: 125

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 3RD QUARTER OF 1986 (863)

Summary for POST: Boston

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) | |
|---|--------------------------|-----------|-----------------|-----------|-----------------------|--------------|-----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | | |
| A. Servicing Export Enquiries | | | | | | | |
| | from Canada | 8.0 | 0.0 | 52.8 | 0.0 | 2.80 | 467 (Enquires) |
| | from Territory | 8.5 | 0.0 | 22.6 | 0.0 | 1.30 | 209 (Enquires) |
| B. Export Promotion Projects and Events | | 11.0 | 0.0 | 5.6 | 0.0 | 0.50 | 20 (Projects/Events) |
| C. Other Trade Development Activities | | 15.5 | 0.0 | 3.0 | 0.0 | 0.46 | |
| D. Promotional Projects | | 14.0 | 0.0 | 5.6 | 0.0 | 0.56 | 12 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | | |
| | from Canada | 1.5 | 0.0 | 1.2 | 0.0 | 0.09 | 5 (Enquiries) |
| | from Territory | 5.5 | 0.0 | 0.2 | 0.0 | 0.12 | 14 (Enquiries) |
| F. Service to Government | | | | | | | |
| | External Affairs | 12.0 | 0.0 | 1.0 | 0.0 | 0.29 | 18 (Reports) |
| | OGDs, Provinces, ETC | 1.0 | 0.0 | 1.6 | 0.0 | 0.10 | 13 (Contacts) |
| G. Administration | | | | | | | |
| | Program Management | 11.5 | 0.0 | 0.0 | 0.0 | 0.23 | |
| | Leave, Professional Dev. | 4.0 | 0.0 | 6.2 | 0.0 | 0.39 | |
| <hr/> | | | | | | | |
| Total TID Program | | 92.5 | 0.0 | 99.8 | 0.0 | 6.84 | |
| H. Other Programs | | 7.5 | 0.0 | 0.2 | 0.0 | 0.16 | |

Canadian Business Visitors: 285
Local Business Visitors: 154

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 3RD QUARTER OF 1986 (863)

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 | 35.5 | 0.0 | 48.0 | 0.0 | 2.15 | 832 (Enquires) |
| | from Territory | 20.5 | 0.0 | 29.3 | 0.0 | 1.29 | 581 (Enquires) |
| B. Export Promotion Projects and Events | | 2.0 | 0.0 | 0.3 | 0.0 | 0.05 | 2 (Projects/Events) |
| C. Other Trade Development Activities | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |
| D. Promotional Projects | | 18.0 | 0.0 | 10.7 | 0.0 | 0.68 | 8 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | | |
| | from Canada | 1.0 | 0.0 | 0.3 | 0.0 | 0.03 | 6 (Enquiries) |
| | from Territory | 2.0 | 0.0 | 1.3 | 0.0 | 0.08 | 16 (Enquiries) |
| F. Service to Government | | | | | | | |
| | External Affairs | 8.5 | 0.0 | 1.3 | 0.0 | 0.21 | 59 (Reports) |
| | OGDs, Provinces, ETC | 3.0 | 0.0 | 1.3 | 0.0 | 0.10 | 21 (Contacts) |
| G. Administration | | | | | | | |
| | Program Management | 3.5 | 0.0 | 1.0 | 0.0 | 0.10 | |
| | Leave, Professional Dev. | 5.0 | 0.0 | 6.3 | 0.0 | 0.29 | |
| <hr/> | | | | | | | |
| Total TID Program | | 99.0 | 0.0 | 99.8 | 0.0 | 4.98 | |
| H. Other Programs | | 1.0 | 0.0 | 0.0 | 0.0 | 0.02 | |

Canadian Business Visitors: 149
Local Business Visitors: 135

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 3RD QUARTER OF 1986 (863)

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 | 26.7 | 0.0 | 33.0 | 0.0 | 1.46 | 407 (Enquires) |
| | from Territory | 10.7 | 0.0 | 13.0 | 0.0 | 0.58 | 213 (Enquires) |
| B. Export Promotion Projects and Events | | 15.7 | 0.0 | 14.0 | 0.0 | 0.75 | 25 (Projects/Events) |
| C. Other Trade Development Activities | | 7.3 | 0.0 | 0.0 | 0.0 | 0.22 | |
| D. Promotional Projects | | 8.0 | 0.0 | 20.5 | 0.0 | 0.65 | 13 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | | |
| | from Canada | 0.7 | 0.0 | 0.0 | 0.0 | 0.02 | 1 (Enquiries) |
| | from Territory | 3.7 | 0.0 | 3.5 | 0.0 | 0.18 | 33 (Enquiries) |
| F. Service to Government | | | | | | | |
| | External Affairs | 1.7 | 0.0 | 0.5 | 0.0 | 0.06 | 12 (Reports) |
| | OGDs, Provinces, ETC | 1.7 | 0.0 | 4.5 | 0.0 | 0.14 | 10 (Contacts) |
| G. Administration | | | | | | | |
| | Program Management | 13.3 | 0.0 | 0.0 | 0.0 | 0.40 | |
| | Leave, Professional Dev. | 9.3 | 0.0 | 11.0 | 0.0 | 0.50 | |
| Total TID Program | | 98.8 | 0.0 | 100.0 | 0.0 | 4.96 | |
| H. Other Programs | | 1.3 | 0.0 | 0.0 | 0.0 | 0.04 | |

Canadian Business Visitors: 112
Local Business Visitors: 239

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 3RD QUARTER OF 1986 (863)

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 | 13.0 | 0.0 | 29.3 | 0.0 | 2.15 | 1131 (Enquiries) |
| | from Territory | 5.3 | 0.0 | 15.5 | 0.0 | 1.09 | 734 (Enquiries) |
| B. Export Promotion Projects and Events | | 3.7 | 0.0 | 5.5 | 0.0 | 0.44 | 4 (Projects/Events) |
| C. Other Trade Development Activities | | 5.7 | 0.0 | 16.5 | 0.0 | 1.16 | |
| D. Promotional Projects | | 4.7 | 0.0 | 12.0 | 0.0 | 0.06 | 11 (Fairs/Miss/Conf.) |
| | | | | | | | |
| E. Servicing Investment Development | from Canada | 3.0 | 0.0 | 0.0 | 0.0 | 0.09 | 2 (Enquiries) |
| | from Territory | 5.7 | 0.0 | 0.5 | 0.0 | 0.20 | 335 (Enquiries) |
| F. Service to Government | External Affairs | 2.7 | 0.0 | 3.0 | 0.0 | 0.26 | 12 (Reports) |
| | OGDs, Provinces, ETC | 2.3 | 0.0 | 1.8 | 0.0 | 0.18 | 10 (Contacts) |
| G. Administration | Program Management | 20.3 | 0.0 | 0.0 | 0.0 | 0.90 | |
| | Leave, Professional Dev. | 15.3 | 0.0 | 14.7 | 0.0 | 1.34 | |
| Total TID Program | | 89.7 | 0.0 | 99.6 | 0.0 | 8.67 | |
| H. Other Programs | | 10.3 | 0.0 | 0.3 | 0.0 | 0.33 | |

Canadian Business Visitors: 94
Local Business Visitors: 6

Trade Officers: 9
Non-Trade Officers: 0

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

COMMENTS

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 3RD QUARTER OF 1986 (863)

Summary for POST: Philadelphia

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|-------------------------|-----------|-----------------|-----------|-----------------------|-----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | | | | | | |
| from Canada | 7.5 | 0.0 | 23.3 | 0.0 | 0.85 | 594 (Enquires) |
| from Territory | 12.5 | 0.0 | 14.0 | 0.0 | 0.67 | 526 (Enquires) |
| B. Export Promotion Projects and Events | 5.5 | 0.0 | 11.3 | 0.0 | 0.45 | 39 (Projects/Events) |
| C. Other Trade Development Activities | 2.5 | 0.0 | 2.7 | 0.0 | 0.13 | |
| D. Promotional Projects | 29.5 | 0.0 | 36.0 | 0.0 | 1.67 | 16 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 0.5 | 0.0 | 3.0 | 0.0 | 0.10 | 18 (Enquiries) |
| from Territory | 4.5 | 0.0 | 5.3 | 0.0 | 0.25 | 42 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 5.5 | 0.0 | 1.3 | 0.0 | 0.15 | 23 (Reports) |
| OGDs, Provinces, ETC | 7.0 | 0.0 | 0.7 | 0.0 | 0.16 | 32 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 14.0 | 0.0 | 0.3 | 0.0 | 0.29 | |
| Leave, Professional Dev. | 1.0 | 0.0 | 0.3 | 0.0 | 0.03 | |
| Total TID Program | 90.0 | 0.0 | 98.2 | 0.0 | 4.75 | |
| H. Other Programs | 10.0 | 0.0 | 1.7 | 0.0 | 0.25 | |

Canadian Business Visitors: 329
Local Business Visitors: 137

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 3RD QUARTER OF 1986 (863)

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 | 13.8 | 0.0 | 30.0 | 0.0 | 9.06 | 3591 (Enquiries) |
| | from Territory | 8.6 | 0.0 | 13.0 | 0.0 | 4.46 | 2434 (Enquiries) |
| B. Export Promotion Projects and Events | | 10.2 | 0.0 | 14.0 | 0.0 | 4.99 | 73 (Projects/Events) |
| C. Other Trade Development Activities | | 10.8 | 0.0 | 11.0 | 0.0 | 4.45 | |
| D. Promotional Projects | | 8.0 | 0.0 | 11.5 | 0.0 | 4.01 | 97 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | | | | | | | |
| | from Canada | 4.2 | 0.0 | 0.2 | 0.0 | 0.68 | 156 (Enquiries) |
| | from Territory | 10.8 | 0.0 | 1.7 | 0.0 | 2.51 | 439 (Enquiries) |
| F. Service to Government | | | | | | | |
| | External Affairs | 6.1 | 0.0 | 1.7 | 0.0 | 1.57 | 150 (Reports) |
| | OGDs, Provinces, ETC | 5.4 | 0.0 | 2.3 | 0.0 | 1.56 | 195 (Contacts) |
| G. Administration | | | | | | | |
| | Program Management | 12.4 | 0.0 | 5.7 | 0.0 | 3.67 | |
| | Leave, Professional Dev. | 6.5 | 0.0 | 8.6 | 0.0 | 3.10 | |
| <hr/> | | | | | | | |
| Total TID Program | | 96.8 | 0.0 | 99.7 | 0.0 | 40.26 | |
| H. Other Programs | | 3.5 | 0.0 | 0.2 | 0.0 | 0.74 | |

Canadian Business Visitors: 1214
Local Business Visitors: 3219

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 3RD QUARTER OF 1986 (863)

Summary for POST: Chicago

| Activity | | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|-----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 18.0 | 0.0 | 14.7 | 0.0 | 0.98 | 253 (Enquires) |
| | from Territory | 12.0 | 0.0 | 14.7 | 0.0 | 0.80 | 258 (Enquires) |
| B. Export Promotion Projects and Events | | 2.7 | 0.0 | 13.0 | 0.0 | 0.47 | 13 (Projects/Events) |
| C. Other Trade Development Activities | | 7.0 | 0.0 | 12.0 | 0.0 | 0.57 | |
| D. Promotional Projects | | 4.3 | 0.0 | 16.3 | 0.0 | 0.62 | 14 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 5.7 | 0.0 | 0.3 | 0.0 | 0.18 | 7 (Enquiries) |
| | from Territory | 14.0 | 0.0 | 1.7 | 0.0 | 0.47 | 74 (Enquiries) |
| F. Service to Government | External Affairs | 6.0 | 0.0 | 0.7 | 0.0 | 0.20 | 2 (Reports) |
| | OGDs, Provinces, ETC | 1.3 | 0.0 | 1.7 | 0.0 | 0.09 | 8 (Contacts) |
| G. Administration | Program Management | 13.0 | 0.0 | 9.3 | 0.0 | 0.67 | |
| | Leave, Professional Dev. | 16.0 | 0.0 | 15.7 | 0.0 | 0.95 | |
| Total TID Program | | 100.0 | 0.0 | 100.1 | 0.0 | 6.00 | |
| H. Other Programs | | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |

Canadian Business Visitors: 80
Local Business Visitors: 21

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 3RD QUARTER OF 1986 (863)

Summary for POST: Cleveland

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|-------------------------|-----------|-----------------|-----------|-----------------------|-----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | | | | | | |
| from Canada | 20.0 | 0.0 | 24.0 | 0.0 | 1.08 | 1014 (Enquires) |
| from Territory | 17.3 | 0.0 | 18.0 | 0.0 | 0.88 | 698 (Enquires) |
| B. Export Promotion Projects and Events | 11.7 | 0.0 | 14.5 | 0.0 | 0.64 | 15 (Projects/Events) |
| C. Other Trade Development Activities | 1.7 | 0.0 | 10.5 | 0.0 | 0.26 | |
| D. Promotional Projects | 9.7 | 0.0 | 28.0 | 0.0 | 0.85 | 15 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | 1.7 | 0.0 | 0.0 | 0.0 | 0.05 | 4 (Enquiries) |
| from Territory | 6.7 | 0.0 | 0.5 | 0.0 | 0.21 | 34 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 4.0 | 0.0 | 1.0 | 0.0 | 0.14 | 69 (Reports) |
| OGDs, Provinces, ETC | 5.0 | 0.0 | 0.5 | 0.0 | 0.16 | 70 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 10.0 | 0.0 | 0.0 | 0.0 | 0.30 | |
| Leave, Professional Dev. | 7.3 | 0.0 | 0.5 | 0.0 | 0.23 | |
| <hr/> | | | | | | |
| Total TID Program | 95.1 | 0.0 | 97.5 | 0.0 | 4.30 | |
| H. Other Programs | 5.0 | 0.0 | 2.5 | 0.0 | 0.20 | |

Canadian Business Visitors: 136
Local Business Visitors: 2056

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 3RD QUARTER OF 1966 (663)

Summary for POST: Detroit

| Activity | ARTICLES | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) |
|---|--------------------------|-------------------------|-----------|-----------------|-----------|-----------------------|-----------------------|
| | | CANADA-BASED | | LOCALLY-ENGAGED | | | |
| | | TRADE | NON-TRADE | TRADE | NON-TRADE | | |
| A. Servicing Export Enquiries | from Canada | 22.3 | 0.0 | 41.3 | 0.0 | 2.32 | 634 (Enquiries) |
| | from Territory | 6.7 | 0.0 | 22.5 | 0.0 | 1.10 | 381 (Enquiries) |
| B. Export Promotion Projects and Events | | 5.0 | 0.0 | 2.0 | 0.0 | 0.23 | 7 (Projects/Events) |
| C. Other Trade Development Activities | | 17.0 | 0.0 | 10.3 | 0.0 | 0.92 | |
| D. Promotional Projects | | 6.0 | 0.0 | 8.5 | 0.0 | 0.52 | 27 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 3.3 | 0.0 | 0.0 | 0.0 | 0.10 | 20 (Enquiries) |
| | from Territory | 4.7 | 0.0 | 4.8 | 0.0 | 0.33 | 81 (Enquiries) |
| F. Service to Government | External Affairs | 6.0 | 0.0 | 4.0 | 0.0 | 0.34 | 14 (Reports) |
| | AGDs, Provinces, ETC | 4.7 | 0.0 | 3.0 | 0.0 | 0.26 | 66 (Contacts) |
| G. Administration | Program Management | 19.3 | 0.0 | 2.5 | 0.0 | 0.68 | |
| | Leave, Professional Dev. | 4.0 | 0.0 | 1.3 | 0.0 | 0.17 | |
| Total TED Program | | 99.0 | 0.0 | 100.2 | 0.0 | 6.97 | |
| H. Other Programs | | 1.0 | 0.0 | 0.0 | 0.0 | 0.03 | |

Canadian Business Visitors: 264
Local Business Visitors: 63

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 3RD QUARTER OF 1966 (863)

Summary for POST: Los Angeles

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) | |
|---|--------------------------|-----------|-----------------|-----------|-----------------------|--------------|----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | | |
| A. Servicing Export Enquiries | from Canada | 4.8 | 0.0 | 28.0 | 0.0 | 1.03 | 438 (Enquires) |
| | from Territory | 6.0 | 0.0 | 5.3 | 0.0 | 0.40 | 209 (Enquires) |
| B. Export Promotion Projects and Events | | 12.5 | 0.0 | 25.3 | 0.0 | 1.26 | 8 (Projects/Events) |
| C. Other Trade Development Activities | | 9.0 | 0.0 | 11.0 | 0.0 | 0.69 | |
| D. Promotional Projects | | 3.8 | 0.0 | 14.0 | 0.0 | 0.57 | 9 (Fairs/Miss/Cont.) |
| E. Servicing Investment Development | from Canada | 10.3 | 0.0 | 0.3 | 0.0 | 0.42 | 68 (Enquiries) |
| | from Territory | 21.3 | 0.0 | 0.3 | 0.0 | 0.86 | 176 (Enquiries) |
| F. Service to Government | External Affairs | 8.5 | 0.0 | 1.3 | 0.0 | 0.38 | 12 (Reports) |
| | OGDs, Provinces, ETC | 4.5 | 0.0 | 4.7 | 0.0 | 0.32 | 4 (Contacts) |
| G. Administration | Program Management | 10.0 | 0.0 | 4.0 | 0.0 | 0.52 | |
| | Leave, Professional Dev. | 0.0 | 0.0 | 5.7 | 0.0 | 0.20 | |
| Total TID Program | | 91.5 | 0.0 | 99.9 | 0.0 | 6.65 | |
| H. Other Programs | | 8.8 | 0.0 | 0.0 | 0.0 | 0.35 | |

Canadian Business Visitors: 219
Local Business Visitors: 31

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 3RD QUARTER OF 1986 (Q3)

Summary for POST: Minneapolis

| Activity | AVERAGE TIME ALLOCATION | | | | TOTAL TIME ALLOCATION | WORKLOAD (#) | |
|--|--------------------------|-----------|-----------------|-----------|-----------------------|--------------|----------------------|
| | CANADA-BASED | | LOCALLY-ENGAGED | | | | |
| | TRADE | NON-TRADE | TRADE | NON-TRADE | | | |
| A. Servicing Export Enquiries | from Canada | 7.5 | 0.0 | 17.0 | 0.0 | 0.66 | 389 (Enquires) |
| | from Territory | 7.5 | 0.0 | 15.0 | 0.0 | 0.60 | 633 (Enquires) |
| B. Export Promotion Projects and Events | | 9.0 | 0.0 | 14.7 | 0.0 | 0.62 | 13 (Projects/Events) |
| C. Other Trade Development Activities | | 17.0 | 0.0 | 15.3 | 0.0 | 0.80 | |
| D. Promotional Projects | | 12.0 | 0.0 | 10.3 | 0.0 | 0.55 | 8 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from | Canada | 4.0 | 0.0 | 0.3 | 0.0 | 0.09 | 10 (Enquiries) |
| | from Territory | 4.5 | 0.0 | 2.3 | 0.0 | 0.16 | 38 (Enquiries) |
| F. Service to Government | External Affairs | 8.0 | 0.0 | 3.0 | 0.0 | 0.25 | 10 (Reports) |
| | NGOs, Provinces, ETC | 6.5 | 0.0 | 1.3 | 0.0 | 0.17 | 5 (Contacts) |
| G. Administration | Program Management | 14.5 | 0.0 | 8.3 | 0.0 | 0.54 | |
| | Leave, Professional Dev. | 7.0 | 0.0 | 12.3 | 0.0 | 0.51 | |
| Total TID Program | | 97.5 | 0.0 | 99.0 | 0.0 | 4.95 | |
| H. Other Programs | | 2.5 | 0.0 | 0.0 | 0.0 | 0.05 | |

Canadian Business Visitors: 181
Local Business Visitors: 826

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 3RD QUARTER OF 1986 (Q3)

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 | 17.5 | 0.0 | 0.75 | 223 (Enquiries) |
| from Territory | 6.7 | 0.0 | 6.5 | 0.0 | 0.33 | 75 (Enquiries) |
| B. Export Promotion Projects and Events | 21.7 | 0.0 | 32.5 | 0.0 | 1.30 | 7 (Projects/Events) |
| C. Other Trade Development Activities | 11.0 | 0.0 | 7.5 | 0.0 | 0.48 | |
| D. Promotional Projects | 6.7 | 0.0 | 1.0 | 0.0 | 0.22 | 8 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development from Canada | | | | | | |
| from Canada | 0.0 | 0.0 | 1.0 | 0.0 | 0.02 | 40 (Enquiries) |
| from Territory | 13.3 | 0.0 | 1.0 | 0.0 | 0.42 | 11 (Enquiries) |
| F. Service to Government | | | | | | |
| External Affairs | 5.0 | 0.0 | 0.0 | 0.0 | 0.15 | 7 (Reports) |
| NGOs, Provinces, ETC | 11.7 | 0.0 | 5.0 | 0.0 | 0.45 | 0 (Contacts) |
| G. Administration | | | | | | |
| Program Management | 10.0 | 0.0 | 20.0 | 0.0 | 0.70 | |
| Leave, Professional Dev. | 0.7 | 0.0 | 3.0 | 0.0 | 0.18 | |
| <hr/> | | | | | | |
| Total TTD Program | 100.1 | 0.0 | 100.0 | 0.0 | 5.00 | |
| H. Other Programs | 0.0 | 0.0 | 0.0 | 0.0 | 0.00 | |

Canadian Business Visitors: 130
Local Business Visitors: 103

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 3RD QUARTER OF 1986 (863)

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 | 10.5 | 0.0 | 50.8 | 0.0 | 2.24 (Enquires) |
| | from Territory | 2.5 | 0.0 | 7.5 | 0.0 | 0.35 (Enquires) |
| B. Export Promotion Projects and Events | | 6.5 | 0.0 | 8.5 | 0.0 | 0.47 10 (Projects/Events) |
| C. Other Trade Development Activities | | 17.5 | 0.0 | 9.5 | 0.0 | 0.73 |
| D. Promotional Projects | | 20.0 | 0.0 | 7.0 | 0.0 | 0.68 16 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development | from Canada | 1.0 | 0.0 | 0.0 | 0.0 | 0.02 7 (Enquiries) |
| | from Territory | 3.0 | 0.0 | 0.0 | 0.0 | 0.06 25 (Enquiries) |
| F. Service to Government | External Affairs | 4.0 | 0.0 | 0.8 | 0.0 | 0.11 36 (Reports) |
| | NGOs, Provinces, ETC | 4.0 | 0.0 | 0.8 | 0.0 | 0.11 42 (Contacts) |
| G. Administration | Program Management | 11.0 | 0.0 | 1.0 | 0.0 | 0.26 |
| | Leave, Professional Dev. | 14.5 | 0.0 | 14.3 | 0.0 | 0.96 |
| <hr/> | | | | | | |
| Total TID Program | | 94.5 | 0.0 | 100.2 | 0.0 | 5.89 |
| H. Other Programs | | 5.5 | 0.0 | 0.0 | 0.0 | 0.11 |

Canadian Business Visitors: 204
Local Business Visitors: 119

Trade Officers: 6
Non-Trade Officers: 0

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

COMMENTS



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