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

**QUARTERLY RESULTS  
AND  
ACTIVITY REPORT**

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**RAPPORT TRIMESTRIEL  
DES ACTIVITES ET DES RESULTATS**

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

**OCTOBRE - DECEMBRE 1986  
(3<sup>e</sup> 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**

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**RAPPORT TRIMESTRIEL**

**DES ACTIVITES ET DES RESULTATS**

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

**OCTOBRE - DECEMBRE**  
**(3<sup>e</sup> 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 EXTÉRIEURES**

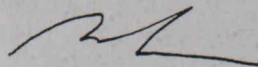
This is the fourth quarterly report produced from the Trade Tracking System. Despite its relatively short period in operation, trends are already becoming apparent from your quarterly submissions which we are analyzing from a variety of perspectives. The attached chart will give you an example of patterns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

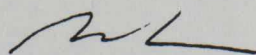
Le présent rapport trimestriel est le quatrième que produit le Système de suivi des résultats commerciaux. Bien que l'initiative soit relativement récente, des tendances ressortent déjà des données que vous nous fournissez tous les trois mois et que nous analysons de divers points de vue. Le graphique 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

EUROPE  
1971

ASIA  
1971

AFRICA  
& OCEANIA  
1971

AMERICA  
& CANADA  
1971



Chart showing trends for U.S.A., EUROPE, ASIA, AFRICA & OCEANIA, and AMERICA & CANADA from 1971 to 1975.

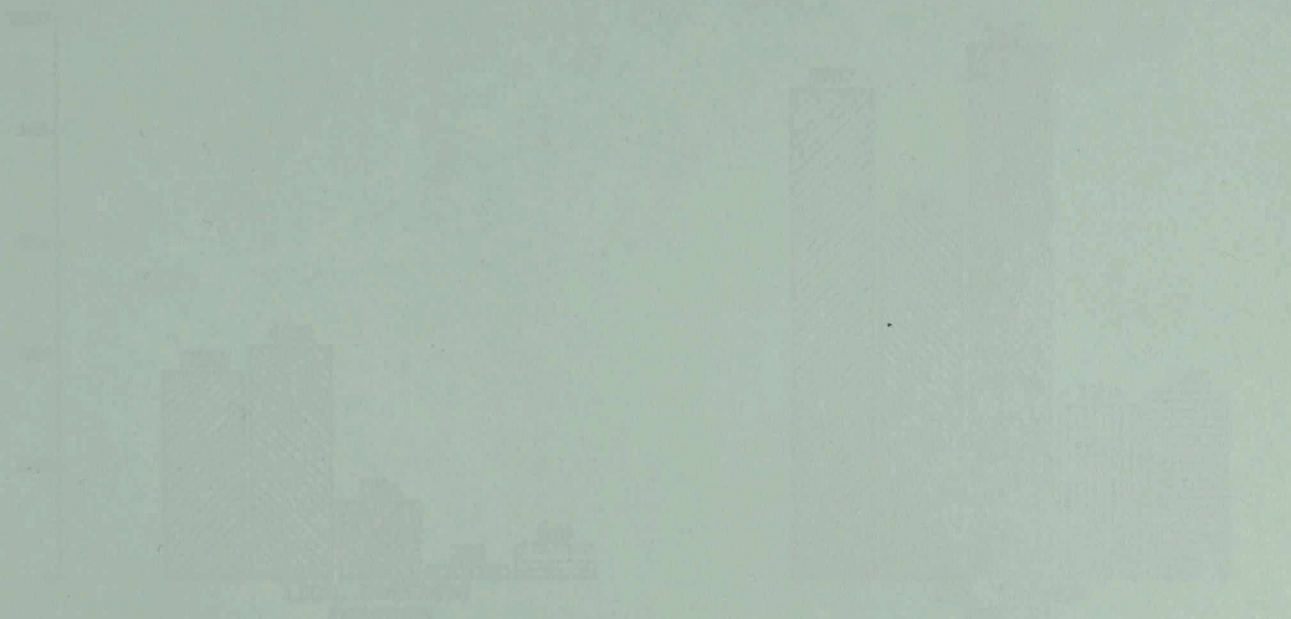
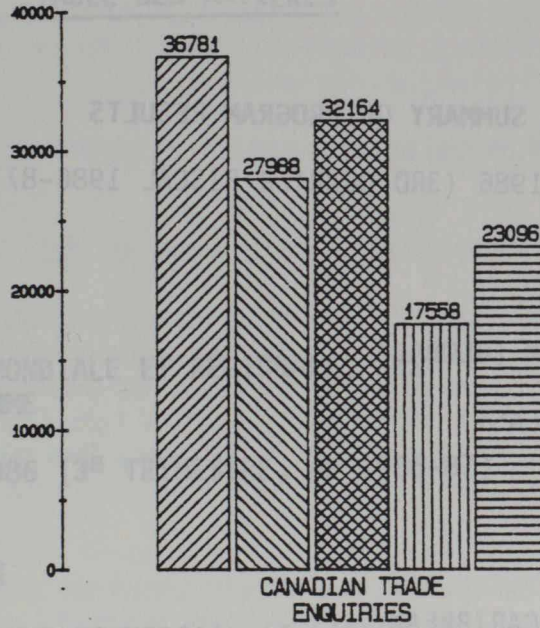
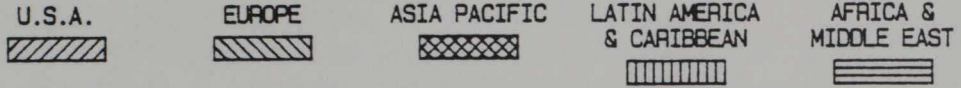


Chart showing trends for U.S.A., EUROPE, ASIA, AFRICA & OCEANIA, and AMERICA & CANADA from 1976 to 1980.

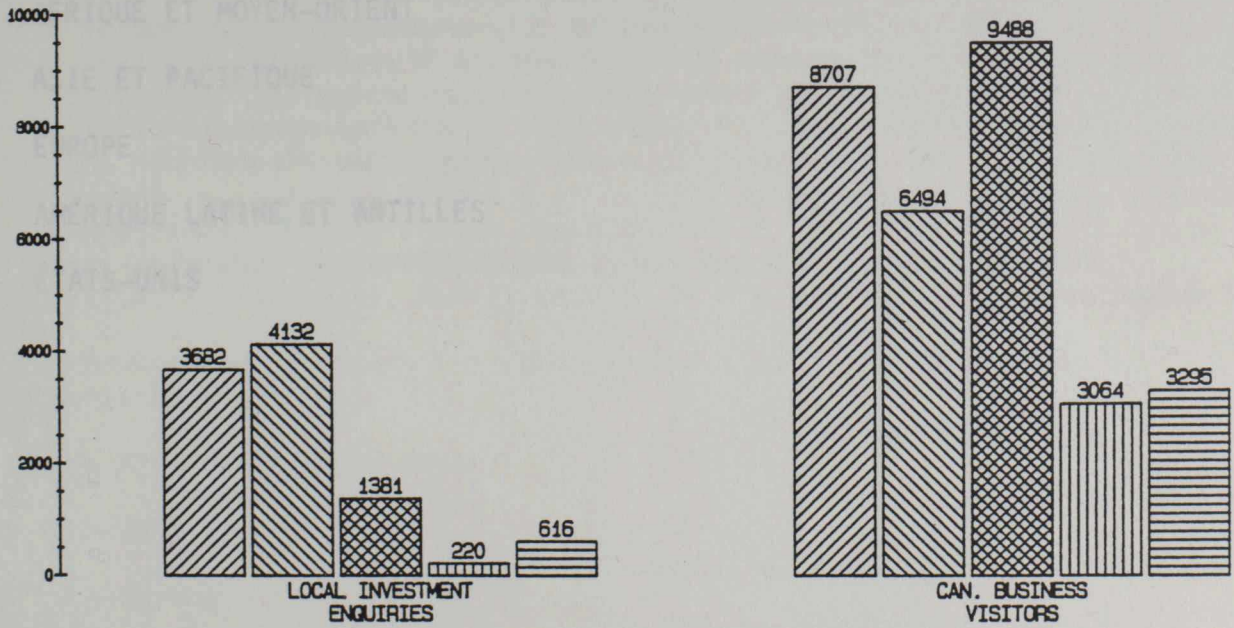




# SELECTED POST WORKLOAD INDICATORS JAN - DEC 1986



TPP-V104



TPP-V103

TPP-V106

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OCTOBRE - DECEMBRE 1986 (3<sup>e</sup> 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

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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:

		<u>GAT</u>	<u>GMT</u>
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>	
		<u>RWT</u>	<u>RBT</u>
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

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SUMMARY OF RECOMMENDATIONS

CONCLUSIONS





SECTION II

SUMMARY OF PROGRAM

RESULTS

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RÉSUMÉ DES RÉSULTATS

DU PROGRAMME



STATE OF MASSACHUSETTS  
 DEPARTMENT OF REVENUE  
 TAX RETURN

201

Form No. 1040, F.T.A. 2000

INCOME TAX  
 RETURN

	2000		2001		2000 Adjusted Gross Income	2001 Adjusted Gross Income
	AGI	AGI	AGI	AGI		
<b>INCOME</b>						
A. Salary or Wages	10,000	10,000	10,000	10,000	10,000	10,000
B. Dividend Income	500	500	500	500	500	500
C. Interest Income	100	100	100	100	100	100
D. Capital Gains	100	100	100	100	100	100
E. Rental Income	100	100	100	100	100	100
F. Other Income	100	100	100	100	100	100
<b>Total AGI</b>	<b>10,800</b>	<b>10,800</b>	<b>10,800</b>	<b>10,800</b>	<b>10,800</b>	<b>10,800</b>
G. Deductions						
1. Charitable Contributions	100	100	100	100	100	100
2. State and Local Taxes	100	100	100	100	100	100
3. Other Deductions	100	100	100	100	100	100
<b>Total Deductions</b>	<b>300</b>	<b>300</b>	<b>300</b>	<b>300</b>	<b>300</b>	<b>300</b>
<b>Adjusted AGI</b>	<b>10,500</b>	<b>10,500</b>	<b>10,500</b>	<b>10,500</b>	<b>10,500</b>	<b>10,500</b>

Taxable Income: 10,500  
 Tax: 1,000  
 Total Tax: 1,000  
 Refund: 0  
 Total Refund: 0

2001



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  
AMMAN  
CAIRO  
DAMASCUS  
DAR ES SAALA  
EGYPT  
JERUSALEM  
Khartoum  
LADDIS ABABA  
MADRID  
MARRAKECH  
NAGRA  
NASSAU  
NORONHA  
PARIS  
RABAT  
TUNIS  
YACREH

AME

ABU DHABI  
ADEN  
BAGDAD  
CAIRO  
Khartoum  
MARRAKECH  
NASSAU  
PARIS





**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	400 (Enquires)
	from Territory	10.0	0.0	25.0	0.0	140 (Enquires)
B. Export Promotion Projects and Events		10.0	0.0	10.0	0.0	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
E. Servicing Investment Development	from Canada	0.0	0.0	0.0	0.0	3 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	4 (Enquiries)
F. Service to Government	External Affairs	10.0	0.0	5.0	0.0	8 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	5.0	0.0	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	
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	
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							
	from Canada	18.0	0.0	33.5	0.0	0.65	220 (Enquiries)
	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							
	from Canada	0.0	0.0	0.0	0.0	0.00	1 (Enquiries)
	from Territory	2.0	0.0	0.0	0.0	0.02	4 (Enquiries)
F. Service to Government							
	External Affairs	12.0	0.0	6.5	0.0	0.25	3 (Reports)
	(GDs, Provinces, ETC)	5.0	0.0	2.5	0.0	0.10	0 (Contacts)
G. Administration							
	Program Management	8.0	0.0	2.0	0.0	0.12	
	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	25.7	0.0	0.0	0.0	2.57	2724 (Enquires)
from Canada						
from Territory	3.2	0.0	0.0	0.0	0.32	490 (Enquires)
B. Export Promotion Projects and Events	12.9	0.0	0.0	0.0	1.29	87 (Projects/Events)
C. Other Trade Development Activities	4.5	0.0	0.0	0.0	0.45	
D. Promotional Projects	9.9	0.0	0.0	0.0	0.99	33 (Fairs/Miss/Conf.)
E. Servicing Investment Development	0.8	0.0	0.0	0.0	0.08	14 (Enquiries)
from Canada						
from Territory	0.1	0.0	0.0	0.0	0.01	19 (Enquiries)
F. Service to Government	11.8	0.0	0.0	0.0	1.18	245 (Reports)
External Affairs						
OGDs, Provinces, ETC	12.6	0.0	0.0	0.0	1.26	195 (Contacts)
G. Administration	7.8	0.0	0.0	0.0	0.78	
Program Management						
Leave, Professional Dev.	10.0	0.0	0.0	0.0	1.00	
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	
<hr/>							
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
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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)
	OGDs, 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 (Enquires)
	from Territory	2.0	0.0	0.0	0.0	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
<hr/>						
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 (Enquiries)
	from Territory	2.0	0.0	31.5	0.0	0.65	165 (Enquiries)
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

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
<b>LCT</b>						
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
<b>LST</b>						
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 US\$	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
Staff officers	0	0	0	0	0	0
Staff officers	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	from Canada	25.0	0.0	50.0	0.0	207 (Enquires)
	from Territory	5.0	0.0	10.0	0.0	66 (Enquires)
B. Export Promotion Projects and Events		5.0	0.0	5.0	0.0	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	3 (Fairs/Miss/Conf.)
E. Servicing Investment Development	from Canada	5.0	0.0	0.0	0.0	0 (Enquiries)
	from Territory	0.0	0.0	0.0	0.0	0 (Enquiries)
F. Service to Government	External Affairs	10.0	0.0	2.0	0.0	7 (Reports)
	OGDs, Provinces, ETC	5.0	0.0	1.0	0.0	4 (Contacts)
G. Administration	Program Management	10.0	0.0	0.0	0.0	0.10
	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 (Enquires)
	from Territory	0.0	0.0	0.0	0.0	0 (Enquires)
F. Service to Government		12.5	0.0	2.0	0.0	0.29
	External Affairs	12.5	0.0	2.0	0.0	19 (Reports)
	IGDs, 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	15.0	0.0	4.0	0.0	0.38
	Leave, Professional Dev.	0.0	0.0	3.5	0.0	0.25
Total TID Program		91.0	0.0	100.0	0.0	3.82
H. Other Programs		0.0	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	138 (Enquires)
	from Territory	15.0	0.0	13.0	0.0	108 (Enquires)
B. Export Promotion Projects and Events		2.5	0.0	10.0	0.0	7 (Projects/Events)
C. Other Trade Development Activities		0.0	0.0	29.0	0.0	
D. Promotional Projects		3.5	0.0	6.5	0.0	1 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
	from Canada	7.5	0.0	2.0	0.0	9 (Enquiries)
	from Territory	0.0	0.0	3.0	0.0	5 (Enquiries)
F. Service to Government						
	External Affairs	12.5	0.0	2.5	0.0	21 (Reports)
	OGDs, Provinces, ETC	10.0	0.0	3.0	0.0	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/Hisss/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
	<b>UTE</b>						
	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
	<b>UTW</b>						
	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	4	Sub-offices	4

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	
<hr/>							
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)
	AGOs, 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 (Enquiries)
	from Territory	7.5	0.0	15.0	0.0	0.60	633 (Enquiries)
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	640 (Enquires)
	from Territory	2.5	0.0	7.5	0.0	0.35	180 (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	
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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