



There were 150 companies with \$2 -\$5 million in annual sales that were approved for \$5.39 million in PEMD assistance. This accounted for 24% of total approved assistance.

Ninety-five companies with annual sales between \$5 and \$10 million were approved for \$3.725 million in PEMD assistance or 16% of total approved assistance.

The balance of 29 companies with sales over \$10 million were primarily for Capital Projects Bidding assistance in the amount of \$1.08 million or 4.75% of total approved assistance. Since the applications for assistance were received prior to April 1, 1995, they were considered under the company size criteria, which applied prior to that date and which specified that companies of any size were eligible for CPB assistance. Actual approval of these applications by the Industry Canada approval committee was not finalized until early in the 1996-97 fiscal year.

“We are pleased to report that as a result of PEMD assistance we have had tremendous success in our target market of the United States. Our sales increased by 400% during the first year of the program and will increase another 50% again this year. In fact just yesterday I had to make arrangements to increase our production floor space by another 2000 sq. ft. next month. And we will be hiring another full time person to help meet demand.

“I found accessibility and delivery of the program more than satisfactory. My experiences with staff members was the most pleasant of any agency I have had to deal with over the past ten years. Cooperation by the staff at PEMD was excellent any time I had a concern or question.

“...I feel the PEMD program is critical to the growth of Canadian exports which is absolutely crucial in this age of a global market place.” - *Robert A. Jackson, President,*