

“The PEMD program has permitted Ulscan to enter parts of the U.S. market that it would not have been able to enter due to cash flow. This has resulted in company sales growing from \$300,000 in 1993 to \$2,625,000 in 1997.

“The number of employees at MIFAB and its related suppliers have increased from 20 in 1993 to 75 in 1997.” - Mike Whiteside, President, MIFAB, A Division of Ulscan Mechanical Sales Ltd., Mississauga, Ontario

Approved & Expended by Province

For the first time in the history of the program, Quebec based companies exceeded Ontario in the amount of assistance approved and expended. With the transfer in 1995 of the delivery of PEMD Market Development Strategies (MDS) and New-to-Exporting Companies (NEC) assistance to the twelve FORDQ offices in Quebec, program usage has been increasing annually.

Quebec firms had \$8.7 million in assistance approved, of which \$3.1 million was expended, followed by Ontario with \$5.5 million approved and \$2.6 million expended. British Columbia and Alberta followed with respective approved/expended amounts of \$3.1/\$1.2 million and \$2.0/\$0.69 million.

