

TABLE 1 / TABLEAU 1
SUMMARY OF PROGRAM - SOMMAIRE DU PROGRAMME
INDUSTRY INITIATED ACTIVITIES-ACTIVITES MISES EN MARCHÉ PAR L'INDUSTRIE
(BY SECTION / PAR SECTION)

YEAR ANNEE	Project Bidding	Visits Outside Canada	Trade Fairs Abroad	Visits to Canada	Export Consortia	Sales Offices Abroad	Fish	Food	Non-profit Organizations	Marketing Agreements	Innovative Marketing	TOTAL
NUMBER OF APPLICATIONS RECEIVED												
1988-89	263	1,861	1,845	119	3	41	0	53	0	8	0	4,193
1989-90	220	2,224	1,753	146	1	64	0	68	0	14	2	4,492
1971-90	9,708	26,509	20,657	2,180	92	961	62	1,790	290	29	2	62,280
NUMBER OF APPLICATIONS APPROVED												
1988-89	166	1,297	1,442	96	0	13	0	50	0	4	0	3,068
1989-90	116	1,602	1,339	98	0	14	0	52	0	6	0	3,227
1971-90	6,067	18,655	15,904	1,543	59	428	55	1,390	231	12	0	44,344
AMOUNTS APPROVED (\$000)												
1988-89	6,898	4,159	8,707	446	0	1,468	0	1,191	0	193	0	23,062
1989-90	6,274	5,237	8,404	421	0	1,438	0	1,292	0	312	0	23,378
1971-90	156,066	59,199	101,124	6,642	3,030	50,313	14,960	114,605	2,369	704	0	409,012
AMOUNTS EXPENDED (\$000)												
1988-89	4,997	2,842	5,917	219	0	1,849	548	648	0	143	0	17,163
1989-90	2,667	3,230	5,483	186	0	477	0	1,067	0	219	0	13,329
1971-90	84,929	38,408	68,212	3,073	2,826	25,262	14,660	9,566	1,929	362	0	249,227
REPORTED SALES (\$ MILLIONS)												
1988-89	66	70	655	152	4	83	7	14	0	0	0	1,051
1989-90	97	47	254	60	0	68	0	9	0	0	0	535
1971-90	6,163	817	1,817	445	24	368	7	79	0	0	0	9,720
SUCCESSFUL PROJECTS												
1971-90	661	3,333	5,135	268	7	114	7	269	0	0	0	9,794
REPAYMENTS (\$ 000)												
1989-90	417	339	1,190	81	11	1,371	242	77	0	0	0	3,728
1971-90	5,759	3,684	7,936	518	265	6,271	246	634	0	0	0	25,313
BENEFIT-COST RATIO (SALES VS. EXPENDITURE)												
1971-90	72:1	21:1	26:1	145:1	8:1	14:1	0	8:1	0	0	0	39:1
RAPPORT AVANTAGES-COUTS (VENTES VS. DEPENSES)												
YEAR ANNEE	Project pour un projet	Visites l'extérieur du Canada	Foires commerciales l'extérieur du Canada	Visites au Canada	Consortiums d'exportation	Bureaux de ventes permanents à l'étranger	Pêche	Alimentation	Organisations sans but lucratif	Contrats de commer- cialisation	Commer- cialisation innovatrice	TOTAL