## PROMOTIONAL PROJECTS PROGRAM 1971/72 TO PRESENT SUMMARY

Fiscal Year	Activity		Benefits Cdn. Co's. Foreign		Export Sales 1. No. of Dist'n 4	
	Number of Projects	Expenditure (\$ millions)	Cdn. Co's.	Visitors	Influenced Agreements	
			Assisted	VISILOIS	Introduced	
11/72	116	\$2.4	563	700	\$153.3	
12/73	157	3.2	715	863	\$140.0	
73/74	200	2.9	625	1,095	\$127.7	
74/75	181	3.1	789	1,019	\$128.5	
75/76	185	4.0	718	1,164	\$147.0	
76/77	212	3.6	960	1,129	\$120.0	
77/78	199	4.0	1,315	873	\$170.0	
78/79	215	4.9	1,460	968	\$175.0	
79/80	276	6.9	1,440	1,467	\$250.0	365
80/81	278	8.0	1,674	1,503	\$310.0	425
81/82	299	8.8	1,652	1,465	\$350.0	675
82/83	308	9.5	1,580	1,082	\$600.0	850
83/84	341	12.9	2,818	810	\$910.3	1,156
84/85 2.	448	15.7	(3,000)	(1,000)	(\$1,000.0)	(1,300)
85/86 8.	(450)	16.0	(3,000)	(900)	(\$1,000.0)	(1,200)
Cumula-	3,865	\$105.9	22,309	16,038	\$5,581.5	5,971

Notes: 1 On-Site sales reported plus discounted forecast sales.

2 Projected for current year.

3 Planned for next year.

4 Includes agency relationshsips, distributors appointed, joint venture agreements and licencing agreements. (Not recorded prior to establishment of computerized records in 1979.)