

TABLE I / TABLEAU I  
 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	TOTAL
NUMBER OF APPLICATIONS RECEIVED	263	1,861	1,845	119	3	41	0	53	0	8	4,193
1987-88	359	1,691	1,720	137	2	38	0	45	0	7	3,999
1971-89	9,488	24,285	18,904	2,034	91	897	62	1,722	290	15	57,788
NUMBER OF APPLICATIONS APPROVED	166	1,297	1,442	96	0	13	0	50	0	4	3,068
1987-88	183	1,150	1,257	98	0	7	0	39	2	2	2,738
1971-89	5,951	17,053	14,565	1,445	59	414	55	1,338	231	6	41,117
AMOUNTS APPROVED	6,898	4,159	8,707	446	0	1,468	0	1,191	0	193	23,062
1987-88	8,735	3,456	7,969	465	0	897	0	533	9	199	22,263
1971-89	149,792	53,962	92,720	6,221	3,030	48,875	14,960	113,313	2,369	392	385,634
AMOUNTS EXPENDED (\$000)	4,997	2,842	5,917	219	0	1,849	548	648	0	143	17,163
1987-88	3,969	2,410	5,775	259	168	2,400	3,071	725	41	0	18,818
1971-89	82,262	35,178	62,729	2,887	2,826	24,785	14,660	8,499	1,929	143	235,898
REPORTED SALES (\$ MILLIONS)	66	70	655	152	4	83	7	14	0	0	1,051
1987-88	288	115	377	118	1	142	0	24	0	0	1,065
1971-89	6,066	770	1,563	385	24	300	7	70	0	0	9,185
SUCCESSFUL PROJECTS	642	3,073	4,701	243	6	102	7	262	0	0	9,036
1971-89	5,342	3,345	6,746	437	254	4,900	4	557	0	0	21,585
BENEFIT-COST RATIO (SALES VS. EXPENDITURE)	74:1	22:1	25:1	133:1	8:1	12:1	0	8:1	0	0	39:1
1971-89											
REPORT AVANTAGES-COUTS (VENTES VS. DEPENSES)											
1971-89											
YEAR ANNEE	Submissions pour un projet	Visites à l'extérieur du Canada	Salons commerciaux à l'étranger	Visites au Canada	Export Consortia	Bureaux de ventes à l'étranger	Pêche	Alimen- tation	Organismes sans but lucratif	Contrats de commer- cialisation	TOTAL