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REGISTRATION UNIT

UNITED STATES DEPARTMENT OF JUSTICE
WASHINGTON, D.C. 20530

SUPPLEMENTAL STATEMENT

Pursuant to Section 2 of the Foreign Agents
Registration Act of 1938, as Amended

For Six Month Period Ending 11 OCT 1981
(Insert date)

Name of Registrant Registration No. 2087
Government of Ontario, Canada
1251 Ave. of the Americas, Ste. 1080, N.Y., N.Y.
Business Address of Registrant 10020

I - REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

- | | | |
|-----------------------|------------------------------|-----------------------------|
| (1) Residence address | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

(b) If an organization:

- | | | |
|--------------------------|------------------------------|--|
| (1) Name | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (3) Branch offices | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |

2. Explain fully all changes, if any, indicated in Item 1.

N/A

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Position	Date Connection Ended
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4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal? Yes No

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Position or connection	Date terminated
Nancy Graham	Commercial Officer	Sept. 4/81

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes No

If yes, furnish the following information:

Name	Residence Address	Position or connection	Date connection began
------	-------------------	------------------------	-----------------------

II - FOREIGN PRINCIPAL

8. Has your connection with any foreign principal ended during this 6 month reporting period?
Yes No

If yes, furnish the following information:

Name of foreign principal

Date of Termination

-
9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

-
10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

Government of Ontario, Canada

III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes No

If yes, identify each such foreign principal and describe in full detail your activities and services:

The foreign principal's activities and services are concentrated in three categories:

- (a) Tourism—Our offices provide travel counsel, maps, descriptive literature, etc., to individuals, tourists bureaus and offices.
- (b) Industrial Development—Our offices have during this six month period counselled numerous U.S. corporations wishing to expand production facilities in the Province of Ontario to serve the Canadian market and other world markets. This consists mainly of supplying all the necessary data required for analysis and feasibility studies.
- (c) Marketing—Our offices were engaged in the promotion and sale of Ontario made products in the U.S. market areas. Many Ontario based companies were assisted in making contact with U.S. buyers, manufacturers' representatives, agents and distributors.

Please see attachment "Activities"

¹The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?

Yes No

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals?

Yes No

If yes, describe fully.

² The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS - MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise?

Yes No

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
Statement attached			

Total

14. (b) RECEIPTS - THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes No

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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³ A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS - MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes No

(2) transmitted monies to any such foreign principal? Yes No

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Date	To Whom	Purpose	Amount
------	---------	---------	--------

Statement attached

Total

15. (b) DISBURSEMENTS - THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes No

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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(c) DISBURSEMENTS - POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office? Yes No

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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V - POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes No

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.
Government of Ontario, Canada

⁵ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda?
Yes No

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

- Radio or TV broadcasts
- Magazine or newspaper articles
- Motion picture films
- Letters or telegrams
- Advertising campaigns
- Press releases
- Pamphlets or other publications
- Lectures or speeches
- Other (specify) _____

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

- Public Officials
- Newspapers
- Libraries
- Legislators
- Editors
- Educational institutions
- Government agencies
- Civic groups or associations
- Nationality groups
- Other (Specify) Manufacturers

21. What language was used in this political propaganda:

- English
- Other (specify) _____

22. Did you file with the Registration Section, Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period?

Yes No

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes No

24. Did you file with the Registration Section, Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act?

Yes No

VI - EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

(a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes No

Exhibit B⁷ Yes No

If no, please attach the required exhibit. N/A

(a) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period?

Yes No N/A

If yes, have you filed an amendment to these exhibits? Yes No

If no, please attach the required amendment.

⁶ The Exhibit A, which is filed on Form OBD-67 (Formerly DJ-306) sets forth the information required to be disclosed concerning each foreign principal.

⁷ The Exhibit B, which is filed on Form OBD-65 (Formerly DJ-304) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period.

Yes No N/A

If yes, have you filed an amendment to the Exhibit C? Yes No

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements, been filed by all of the persons named in Items 5 and 7 of the supplemental statement?

Yes No

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)



D. M. RODGERS

Subscribed and sworn to before me at New York

this 10th day of November, 19 81



(Signature of notary or other officer)

J. H. Allan

Consul of Canada

⁸ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause shown upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, Department of Justice, Washington, D.C. 20530.



U.S. TRADE REPRESENTATIVE
OFFICE

MAY 17 11 25 AM '81

Government
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Ministry of
Industry and
Tourism

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Suite 1080
1251 Avenue of the Americas
New York, New York 10020
U.S.A.

New York Activities April 1/81 to Sept. 30/81

April: Met with following U.S. companies to discuss joint venture and branch plant possibilities in Ontario.

O.S.I. Systems, Inc., West Newton, Mass.

Afco, Inc., Providence, R.I.

Mass Components, Wakefield, Ma.

American Express, New York, N.Y.

I.C.E., Orchard Park, N.Y.

Collectors Marketing, N.Y.

Kimport, Inc., N.Y.

Following U.S. agents appointed to sell Ontario manufactured goods:

J. N. Black, Hamburg, N.Y.

Empire Materials Corp., Clarence, N.Y.

Weckesser Brick Enterprises, Rochester, N.Y.

Collectors Marketing, N.Y.

Kimport, Inc., N.Y.

Senecca Blueprint, Buffalo, N.Y.

Staff attended 6 seminars in the U.S. to improve management skills.

To liaise with Canadian Consulates on trade and investment matters, four consulates were visited.

To assist Ontario manufacturers with exports we attended three regional trade fairs. Canadian Food Expo-Boston; New England Hosp. Ass. Trade Show-Boston; Electro '81, N.Y.C.

New York Activities April 1/81 to Sept. 1/81

May: Met with following U.S. companies to discuss joint venture, licensing and new plant possibilities in Ontario.

Shared Medical Systems, N.Y.

J. Sklar Mfg. Co., Inc., Long Island

Metal Wash. Mach. Corp., Elizabeth, N.J.

Executive, Inc., Long Island City, N.Y.

Vicoy International, N.Y.C.

Following U.S. agents appointed to sell Ontario manufactured goods:

Esthetics Marketing Ltd., N.Y.

Galleria, N.Y.

McCondos, N.Y.

Frances Hefferman, N.Y.

Westmorlands, N.Y.

Grace Jones, N.Y.

To assist Ontario manufacturers with exports, we attended 7 regional fairs.

International Solar Energy Conference, Philadelphia, Pa.

International Communications Expo, Washington, D.C.

American Film Festival, New York, N.Y.

Tri City World Trade, Rochester, N.Y.

Premium Show, New York City, N.Y.

Leathergoods Show, N.Y.C., N.Y.

N.Y. Fashion Group, N.Y.C., N.Y.

We operated and staffed an information booth at the Mid Atlantic Health Congress in Atlantic City, May 19-20-21/71. Three Ontario companies participated with their own booths. Our participation consisted of assisting the three companies in their sales efforts and we also ran a catalogue show from our booth to solicit applications from agents and distributors seeking additional lines.

To improve staff management skills, two seminars were attended.

New York Activities April 1/81 to Sept. 1/81

May continued

Four visits to Canadian Consulates were made to continue our liaison on trade matters.

June: Met with following U.S. companies to discuss joint venture, licensing, and new plant possibilities in Ontario.

Pearlman Co., N.Y.

John L. Armitage Co., Newark, N.J.

I.T.T. Grinnel, Providence, R.I.

Brewster Corp., Old Saybrook, Conn.

Brookline Instrument, Wallingford, Conn.

Industrial Drug Service, Philadelphia, Pa.

Mark One Hospital Prod., Philadelphia, Pa.

Metal Dynamics, Ethens Park, Pa.

Selby Bartershy Co., Philadelphia, Pa.

Appointment of one U.S. sales agent to assist Ontario company.

U.S. - agent Pearlman Co., N.Y., N.Y.

Staff had a presence at six regional trade shows to assist Ontario participants with sales.

International Communications Expo, Washington, D.C.

Engineering & Plant Show, Cliftwood, N.J.

Premium Pak Show, New York, N.Y.

Visual Communications Congress, New York, N.Y.

Comdex Spring Show, New York, N.Y.

Air Pollution Control show, Phil, Pa.

During June, 9 visits to Canadian Consuls were made to continue our close liaison.

New York Activities April 1/81 to Sept. 1/81

July: Met with following companies to explore joint venture licensing and new plant opportunities in Ontario.
Potter Bed Scales, Southington, Ct.
Scientific Leasing, Farmington, Ct.
General Scientific Equip, Philadelphia
Medi-Dose, Inc., Leasterville, Pa.
Phase Instruments, Coultry, Vt.
Old Towne Canoe, Old Towne, Maine
Tepco, Inc., Garland, Texas

Appointment of 5 sales agent to assist Ontario manufacturer with sales
Award Wines Ltd., New York
New England Wine Merchants, Vermont
Closure System, Inc., Hackensack, N.J.
Energy Equipment Co., Spartanburg, N.C.
Heatex Specialty Co., Canton, Ct.

Three visits to consulates were conducted to continue close liaison.

Four regional trade shows were visited to assist any attending Ontario companies with export possibilities and continue our search for suitable agents and distributors.

Small Manufacturers Council, Pittsburgh, Pa.
Housewares Show, New York
Newport Boat Show, Newport, R.I.
National Houseware Show, Chicago, Ill.

Aug.: The following U.S. sales agents were appointed to assist Ontario exporters with sales into this market area.
Tri Par Corp., N.Y., N.Y.
Paul Martin, Clyde, N.Y.
N. Rose, Lowville, N.Y.

New York Activities April 1/81 to Sept. 1/81

Aug. continued

Tri County Equipment, Earlville, N.Y.
Ortel Supply, Arcade, N.Y.
Earl Johnston, Oneonta, N.Y.
Mouton Sales, Madrid, N.Y.
Bary Neal, Lyndonville, N.Y.
D. Rexter, Cheming, N.Y.
D. Becker, Strykerville, N.Y.
Esh Hardware, Intercourse, Pa.
Jul Swantale, Oneonta, N.Y.
Venture Sales, Fairfield, N.J.
Brian Alden. Old Saybrook, Ct.
Modern Handling Equip., Coatesville, Pa.
Douglas Equipment, Buffalo, N.Y.
Fairmount Supply, Washington, Pa.
M.P.C., Cleveland, Ohio
Systems Automation, Wakefield, Maine
Kurt Dexter, Drrry, N.Y.
Van Zanten Assoc., Buttzville, N.J.
Jordan Silverman, Inc., N.Y.C.
Woodward & Lothrop, Washington, D.C.
Downwind Corp., Nashua, N.H.
Mrs. A. Morrison, Franconia, N.H.

During the month we interviewed the following U.S. companies with respect to joint venture, licensing and new plant possibilities in Ontario:

Art Essentials of N.Y. Ltd., Monsey, N.Y.
I.P. Container, Inc., Paterson, N.J.
Cornell Mfg., Yonkers, N.Y.
Telastic Mine Beam, Greensburg, Pa.
Sav-Cote Chemical Labs., Lakewood, N.J.
W. C. Enterprises, Louisville, Ky
Erwax Products, Oxford, Ct.
Laser Nucleonics, Waltham, Ma.

New York Activities April 1/81 to Sept. 1/81

Aug. continued

Allied Products Corp., Princeton, N.J.
Plastics Techniques, Scranton, Pa.
North America Utility Const., New York, N.Y.
Resource Technology, Inc., Shawnee Mission, Ks.
Uniflo Mfg. Co., Erie, Pa.
Rory Foundry, Kingston, Pa.
Pioneer Pharmaceuticals, Irvington, N.J.
Harte & Co., Newton, Pa.
Progel Portable Incubators, Baltimore, Md.
American Instrument Co., Baltimore, Md.
Baka Mfg., Plainville, Ma.
Plymouth Rubber Int'l., Canton, Ma.
Amicon Corp, Lexington, Ma.
Tiske Assoc., Burlington, Ma.
Avant, Inc., Concord, Ma.
Clin-chem Corp., Boston, Ma.
American Ultraviolet, Chatham, N.Y.

Eight consulate visits were conducted to continue liaison in support of Ontario manufacturers.

We had a presence at the following trade fairs to assist Ontario manufacturers with their export efforts:

Empire Farm Days, Ithaca, N.Y.
Hershey Nursery Show, Hershey, Pa.
N.Y. Gift Show, N.Y., N.Y.
Eastern Gourmet Show, N.Y., N.Y.
Footwear Show, N.Y., N.Y.
Retail Jewellers of America, N.Y., N.Y.

New York Activities April 1/81 to Sept. 1/81

Sept.: We had a presence at the following trade fairs to assist Ontario manufacturers with their export efforts and to investigate show potential for future Ontario participation:

- Computer Marketing Expo, N.Y., N.Y.
- Food Fair, Buffalo, N.Y.
- Brazil Export, N.Y., N.Y.
- National Variety Mdse, N.Y., N.Y.
- Garden Show, Pittsburgh, Pa.
- Fashions From Europe, N.Y., N.Y.
- American Hospital Ass'n., Philadelphia, Pa.
- National Mdse. Show, N.Y., N.Y.

The following U.S. companies were interviewed with respect to investment in Ontario by way of joint ventures, licensing or branch plant:

- Dumont Industries, Monmouth, Vt.
- Anderson Products, Oyster Bay, N.Y.
- Edwards Engr. Corp., Pompton Plains, N.J.
- Cardion Electronics, Long Island
- Haber Corp., New Jersey
- Stihl, Inc., Virginia Beach, Va.
- Pioneer Pharmaceuticals, Irvington, N.J.
- Container Tech Corp., Wheatridge, Colorado
- Ship Analytics, Centreport, N.Y.
- Mennen Greatbatch, Inc., Buffalo, N.Y.
- Lehigh Equipment, Franklin, N.J.

The following U.S. agents were appointed to represent Ontario manufacturers:

- Ramapo, Wayne, N.J.
- Bux Mount Heliothum, Gardenville, Pa.
- Northwestern Fur Exchange, DuBoise, Pa.
- Gene Ross Corp., Yonkers, N.Y.
- Phil Knox, Lutherville, Md.

New York Activities April 1/81 to Sept. 1/81

Sept. continued

Alliance Paper & Pkg., Brentwood, N.Y.

Kotak & Heims, Buffalo, N.Y.

McGarva Brokers, Buffalo, N.Y.

John Gunning, Syracuse, N.Y.

Cado/Royal Systems, N.Y., N.Y.

Stacom Design, N.Y., N.Y.

Ron Rubin, N.Y., N.Y.

A buyer from Bloomingdales, New York City, visited Ontario for meetings with Extrufix of Toronto. The buyer paid his own way and expenses.

We attended a U.S. Dept. of Commerce export seminar in Pittsburgh, Pa.

Five visits were made to Canadian consulates to maintain liaison.

During the period under review a total of 292 Ontario companies were serviced by this office in various trade and sourcing matters.

No benefit of any nature accrued to a U.S. citizen with whom we had any dealings or corporation during the period under review.



Government
of Ontario
Canada

Ministry of
Industry and
Tourism

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Tourism Report for the Period under review
April 1/81 to Sept. 30/81

From the period March through September 1981, five Southeast based travel agencies have visited Ontario, for the purpose of showing travel professionals the attractions available to in-bound tourists so they are familiar with those attractions and can discuss them with the travel public.

Visits include; Third Century Tours, Florida: Toronto, Niagara Falls, 4/29-5/2; East Coats Parlor Car Tours, Maryland: Toronto and Niagara Falls, 5/11-14; Crimson Travel, Massachusetts: Toronto, 9/11-13; Tauck Tours, Connecticut: Toronto, Sault Ste. Marie, 9/14-18; and Colony Tours, Connecticut: Toronto, Midland, and Niagara Falls, 9/18-19.

The Ministry of Tourism generally sponsors a lunch to welcome the visitors or in some cases provides a \$45 per diem expense allowance towards the cost of accommodations and meals.

The New York based travel consultant T. Britt serves as escort on travel agency visits.



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OF JUSTICE
OFFICE OF THE ATTORNEY GENERAL

Nov 17 11 15 AM '81

Government
of Ontario
Canada

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Tourism

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Peachtree Centre, Harris Tower
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Suite 501
Atlanta, Georgia 30303

October 26, 1981

MEMORANDUM TO: D. M. Rodgers
New York Office

FROM: J. B. Donoghue
Atlanta Office

SUBJECT: U. S. DEPARTMENT OF JUSTICE
Semi-Annual Report
APRIL 1 - SEPTEMBER 30, 1981

Attached is our outline of activities for the six month period indicated above, according to the sample format compiled by the New York office.


J. B. Donoghue

JBD/gsj
Attachment



Government of Ontario
Canada

Ministry of Industry and Tourism

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APRIL

ATLANTA ACTIVITIES

APRIL 1 - SEPTEMBER 30, 1981

TRADE SHOWS ATTENDED:

12th Alabama Trade Expo
Birmingham, Alabama

April 7-9

-To investigate the show potential for future Ontario participation, and to make contact with suitable agents and distributors.

Southern Automotive Show
Atlanta, Ga.

April 29-May 1

-Our staff manned an information booth and distributed product literature from 11 Ontario companies. 2 Ontario manufacturers exhibited independently at the show.

CONTACTS WITH LOCAL BUSINESS ORGANIZATIONS:

Purchasing & Management Assoc. of Ala./Birmingham
First Tennessee Bank/Memphis
Memphis Chamber of Commerce
Memphis Visitors & Convention Bureau
-To introduce our Ministry and its function.

INDUSTRIAL DEVELOPMENT CONTACTS:

W. C. Bradley Enterprises
-With rep from Bank of Nova Scotia, to discuss possible licensing and joint venture in Ontario.

SPECIAL EVENTS:

-A presentation was made to the World Trade Council of Southwest Florida and the Sarasota Chamber of Commerce. Attended the Canada Day Seminar sponsored by Kiwanis Club, Sarasota, Fla. Met with Pan American Bank.
-For the purpose of familiarizing these groups with our trade activities in the Southeast, and opportunities for licensing and joint venture in Ontario.

Arranged meeting for Ontario Planning Study Group with Atlanta City Council to discuss urban redevelopment techniques used in Atlanta as they may relate to similar project in Toronto.

Organized tour of Atlanta Gas Light Company liquified natural gas plant and refueling depot for our Energy Projects Group. Attended by provincial, federal officials from Canada, Beech Aircraft U.S.A., other representatives from private enterprise.

CONSULAR VISITS TO DISCUSS JOINT TRADE EFFORTS: 8



Government of Ontario
Canada

Ministry of Industry and Tourism

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ATLANTA ACTIVITIES

APRIL 1 - SEPTEMBER 30, 1981

MAY

TRADE SHOWS ATTENDED:

Electronic Distribution Show May 5-7
Atlanta, Ga.

-To investigate show and make contact with agents and distributors, assist 1 Ontario company exhibiting at show.

American Booksellers Assoc. May 23-26
Atlanta, Ga.

-30 Ontario companies exhibited their literature and materials under sponsorship of ITC/Ottawa.

CONTACTS WITH LOCAL BUSINESS ORGANIZATIONS:

Chamber of Commerce/Charlotte, N. C.
Charlotte Economic Development Office
Royal Trust Bank/Miami, Fla.

Georgia Dept. of Industry & Trade
-For the purpose of enhancing our knowledge of local business activity.

INDUSTRIAL DEVELOPMENT CONTACTS:

Stencel Aero Engineering/Asheville, N. C.
-To discuss offset program and sourcing.

CONSULAR VISITS TO DISCUSS JOINT TRADE EFFORTS: 6



Government
of Ontario
Canada

Ministry of
Industry and
Tourism

Telephone
404/681-1524
Tradin Atl.
54-2665

Peachtree Centre, Harris Tower
233 Peachtree St. NE.
Suite 501
Atlanta, Georgia 30303

ATLANTA ACTIVITIES

APRIL 1 - SEPTEMBER 30, 1981

JUNE

TRADE SHOWS ATTENDED:

Montgomery Industrial Show June 16-18
Montgomery, Ala.

-To contact potential agents and distributors interested
in Ontario made products.

Forest Products Machinery Show June 26-28
Atlanta, Ga.

-Manned Ontario information booth and displayed product
literature from 17 Ontario firms. 7 Ontario companies
exhibited independently at the show.

CONTACTS WITH LOCAL BUSINESS ORGANIZATIONS:

Sunbelt Agricultural Expo/Moultrie, Ga.
-To discuss our participation in trade show.

Alabama State Planning Office
-Review of economic activity.

INDUSTRIAL DEVELOPMENT CONTACTS:

Beaulieu of America, Inc./Dalton, Ga.
-To discuss branch plant in Ontario.

CONSULAR VISITS TO DISCUSS JOINT TRADE EFFORTS: 12



Government of Ontario
Canada

Ministry of Industry and Tourism

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233 Peachtree St. NE.
Suite 501
Atlanta, Georgia 30303

ATLANTA ACTIVITIES

APRIL 1 - SEPTEMBER 30, 1981

JULY

TRADE SHOWS ATTENDED:

Expo '81 (Fla. Specifier)
Tampa, Fla.

July 22-24

-Literature from 11 Ontario manufacturers displayed in information booth. 1 Ontario firm exhibited independently.

CONTACTS WITH LOCAL BUSINESS ORGANIZATIONS:

Center for Industrial Trade & Commerce/Mobile, Ala.
First National Bank of Mobile
Commercial Guaranty Bank/Mobile
Mobile Chamber of Commerce
Economic Development Department
Port of Mobile
Alabama State Docks

-To explain our trade activities in the Southeast, opportunities for licensing and joint venture in Ontario, potential trade regarding coal handling, shipyards, bulk terminal.

Knoxville Chamber of Commerce
Knoxville Convention & Visitors Bureau/Knoxville, Tenn.
Tennessee Valley Agricultural & Industrial Fair
-To discuss our Ministry and its function in the Southeast.

VISITS TO CONSULATE TO DISCUSS JOINT TRADE EFFORTS: 14



Government of Ontario
Canada

Ministry of Industry and Tourism

Telephone
404/681-1524
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54-2665

Peachtree Centre, Harris Tower
233 Peachtree St. NE.
Suite 501
Atlanta, Georgia 30303

ATLANTA ACTIVITIES

APRIL 1 - SEPTEMBER 30, 1981

AUGUST

CONTACTS WITH LOCAL BUSINESS ORGANIZATIONS:

Office of Economic Development/Spartanburg, S.C.
Sunbelt Agricultural Exposition/Moultrie, Ga.
- To discuss our Ministry and its function; discuss our participation in Sunbelt Expo.

Discussion with Dalonega Equipment Company/Dalonega, Ga.-
To discuss possible site for pulp molding plant sought by Emery International Development/Ontario.

CONSULAR VISITS TO DISCUSS JOINT TRADE EFFORTS: 12

SEPTEMBER

TRADE SHOWS ATTENDED:

Lobo's Industrial Sept. 9 & 10
Mobile, Alabama
-Manned information booth with product literature from 13 Ontario companies.

International Public Works Sept. 12-17
Atlanta, Ga.
-3 Ontario companies exhibited at the show.

The Bobbin Show Sept. 22-25
Atlanta, Ga.
-To familiarize office with textile manufacturing industry.

Discussions with Caribbean Imports, Puerto Rico, and Florida Pellet Farm, Miami, in re potential of Omnifuel project in Southeast.

CONSULAR VISITS TO DISCUSS JOINT TRADE EFFORTS: 5

SPECIAL PROJECTS:

Arranged demonstration of equipment by Roadline International/Ontario attended by City of Atlanta, State of Georgia, counties of DeKalb, Clayton, Gwinnett, and Cobb traffic engineers and road maintenance officials.



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Atlanta, Georgia 30303

ATLANTA ACTIVITIES

APRIL 1 - SEPTEMBER 30, 1981

The following U.S. companies were appointed to represent Ontario manufacturers in the Southeast during the period covered:

Speedy Blueprinting/Naples, Fla.
Bob Mitchell Assoc./Tampa, Fla.
Power-Tel Utility Sales, Inc./Tampa, Fla.
J. Murphy Assoc./Miami, Fla.
AAA Blueprint Co./Atlanta, Ga.
American Cable & Sling/Birmingham, Ala.
Electro Mechanical Sales Engineers/Huntsville, Ala.
Southern Repro & Supply/Birmingham, Ala.
Print Machine, Inc./Greenville, S. C.
Campbell Blueprint/Memphis, Tenn.

During the period covered, a total of 260 Ontario companies were serviced by this office in various trade and sourcing matters.

No benefit of any nature accrued to any U.S. citizen or corporation as a result of our contact during the period under review.



Ontario

RECEIVED
U.S. DEPARTMENT
OF COMMERCE

Government
of Ontario
Canada

Ministry of
Industry and
Tourism

Nov 17 10 15 AM '81
REGISTRATION
GOVERNMENT
OF
ONTARIO

Telephone
312-782-8688
Telex:
206084

Suite 1816
208 South La Salle St.
Chicago, Illinois
U.S.A. 60604

OCTOBER 22, 1981

OCT 26 1981

MEMO TO: D. M. Rodgers
New York Office

RECEIVED
NEW YORK OFFICE

FROM: Bruce Williams
Chicago Office

SUBJECT: Major Activities & Personnel Changes, Chicago Office
April 1 to September 30, 1981.

1. Major Activities - Industrial & Trade Development.

April - Information and advice was provided to 31 Ontario companies seeking to export their products, and five companies appointed these manufacturers' agents to represent them:

- Hadesman and Frank, Chicago
- Ross and Rita Smith, Chicago
- Engineered Plastics Prod. Corp., Chicago
- Clingen Smith, Chicago
- Patterson, Chicago

Contacts were made with a number of U.S. companies seeking to expand their operations through joint ventures or licenses.

May - Assisted five Ontario companies to appoint agents or distributors.

- Hannigan, Farrell and Delaney Inc.
- Lubin Sales, Detroit
- Stan Goss Assoc., Beechwood, Ohio
- Business Furniture Inc., Minneapolis
- Office Interiors Inc., Minneapolis

Arranged for 8 Ontario companies to exhibit at the American Institute of Architects Show in Minneapolis. During the Show, an informal reception was held for about 150 architects, designers and dealers to meet the Ontario exhibitors.

The office organized an exhibition and sampling of processed foods from 15 Ontario companies, in Chicago, for food brokers and buyers. Approx. 250 people attended.

Attended two seminars, in Detroit and Grand Rapids, organized by U.S. Dept. of Commerce, and contacted 5 U.S. companies

.....2/

interested in joint ventures and licenses, in Ontario.

June - The office organized and staffed an information booth at the Neocon Contract Furniture Show in Chicago.

Five Ontario companies appointed agents:

Richard Miller and Assocs., Chicago
Dumas Marketing Assocs., Naperville, Illinois
Hamilton Sales, Minneapolis
Richard Russell, Chicago
Chas Hescheles, Detroit

As a result of the exhibition of food products in May, products from 13 Ontario companies are now handled by food brokers or distributors:

Pick Fish Co., Chicago
Gold Seal Liquors and Wines, Chicago
Amlings Flowerland, Melrose Park
Phillips Flowers and Gifts, LaGrange
Noon Hour Food Products, Chicago
A & M Brokers, Chicago
Culinary Foods Inc., Chicago
Milwaukee Biscuit Distributors, Milwaukee
Three Crown Sales, Chicago
Scandia Food Distributors, Chicago
R. H. Wallish, Elmhurst, Illinois
Dae - Julie Inc., Chicago
Kako Inc., Chicago
Ryzer Bros. Inc., Chicago

Representatives of two U.S. companies visited Ontario at their own expense to meet with prospective joint venture partners, with appointments arranged by our Toronto office.

A licence agreement was completed between McDonnell Douglas, St. Louis and Cametoid Ltd. Ajax, Ontario, for a new plating process developed by McDonnell Douglas.

Two of our locally hired commercial officers visited Ontario to learn more about Ontario manufacturers.

July - Office assisted 4 Ontario companies to appoint these agents:

Jim Wessel, Columbus, Ohio
Yannacio and Assocs., Cleveland, Ohio
Energy System Products Inc., Elk Grove Village, Ill.
Irv Turbin and Assocs., Morton Grove, Illinois
Rite Way Agricultural Distributors, Hudsonville, Mich.

Contacts were made with 3 U.S. companies seeking licence or joint venture partners in Ontario.

Dixon Tool Co., Rockford, Illinois, has completed arrangements to establish a branch plant in Burlington, Ontario.

August- The office assisted 7 Ontario exporters to appoint the following sales agents:

Pearson and Lalonde, Minneapolis
Robt. W. Strehlow, Brookfield, Wi.
Western Reserve, Hudson, Ohio
Classen Tank, Clarkston, Mi.
MIC Technical Strategy, Chicago
Sheldon, Levin and Assocs., Chicago
Deimer and Garrels Inc., Chicago

Two license agreements were completed:

H. A. Montgomery, Detroit, with Forsyth Lubrication
Assocs., Hamilton, Ontario
Hydrozo Coatings Inc., Omaha, Neb., with Hydrozo
Coatings Ltd., Toronto, Ontario

Sept. - With our assistance, 4 Ontario companies appointed agents:

Hermanson Coyne, Chicago
Midwest Distributors, Chicago
Shogun International, Chicago
Tiveton Agricultural Sales, Brinkehaven, Ohio

Visits made to previous contacts in Columbus, Ohio and Chicago to discuss potential joint ventures or subsidiary manufacturing.

2. Major Activities - Tourism.

April - Area calls to St. Louis, Mo., Cincinnati and Columbus Ohio.
Cost sharing approved for N.E.W.S. Breaks, Ltd., @ \$2,000.00
Cost sharing approved for Discovery Travel, @ \$5,167.00

May - May 11 - June 2 Marketing meeting/Toronto and Rendez-vous
Canada in Halifax. Rendez-vous Canada sponsored by the CGOT
in conjunction with provincial/territorial governments.
Comprised of Canadian sellers and buyers from all consultants'
territories.

June - Local area calls: Republic Airlines Fishing Fam Tour June 25 -
28 included marketing executives representing 16 airlines in U.S.
Cost to OMIT approx. \$6,000.00 in Canadian funds. V.O.P. Media
tour in Ontario for Chicago Tribune and Sun-Times writers.

July - Area calls to Wisconsin, Indiana, and Missouri: V.O.P. Media
tour in Ontario for Tribune Travel Editor and Daily Herald
Travel Editor. Cost to OMIT unknown, but usually \$60.00 per
diem granted and airfare may or may not be picked up. United
Airlines Travel Fair July 16th. Open to travel trade only.
Chicago office aided in distribution of literature.

August- Area calls in Illinois: V.O.P. Tour with Dee Larson/American
Motorcoach Tour of Minneapolis, August 3 - 8. Jim Dombroski,
Chicago office was escort. CGOT/Minneapolis covered airfare.
Ontario covered ground costs. Cost sharing approved for Crest
Tours @ \$820.00.

Sept. - Local area calls: September 22, N.E.W.S. Breaks Seminar for travel trade promoting Toronto. Chicago office aided in presentation and distribution of Ontario literature. September 28 - 30 Chicago office (Jim Dombroski) participation in Minneapolis/Star Tribune Travel Show open to travel trade in Minneapolis. Cost to OMIT \$180.00 for booth space.

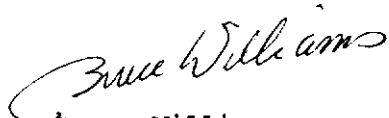
3. Personnel Changes.

Ms. Nancy Zehner resigned as of April 30.
Ms. Dyann Berndt was hired April 27, and resigned July 17.
Ms. Michelle Graham was hired September 27.

4. Summary.

In trade promotion, the main effort is to assist Ontario companies to find suitable manufacturers' agents, or distributors. Industrial development efforts were directed toward following up on previous contacts - no seminars or mass mailings.

The Tourism promotion efforts were mainly sales calls on travel wholesalers, group tour operators, hotel chains, airlines and various media offices. There were no special events such as dinners or receptions.


Bruce Williams

cc: J. Ardagh
N. Probyn



RECEIVED
U.S. DEPARTMENT
OF JUSTICE
CRIMINAL DIVISION

NOV 17 10 15 AM '81
Telephone
214/748-0283. Y
Tradin Dal.
REGISTRY UNIT

Government of Ontario
Canada
Ministry of Industry and Tourism

Diamond Shamrock Tower
717 N. Harwood St.
Suite 1250
Dallas, Texas 75201

14 October 1981

TO: D.M. Rodgers
Senior Representative
New York Office

FROM: W.G. Ritchie
Senior Representative
Dallas Office

SUBJECT: Semi-Annual Justice Department Report
April 1, 1981 - September 30, 1981

Staff Changes - Kelly Sherrard, Secretary, resigned
May 8, 1981. Dorothy Jean Tompkins,
Secretary, employed June 1, 1981.

Dallas Office
Major Activities

April 7 - Association of Official Tourist Offices
Houston, Texas Show.

April 9 - Association of Official Tourist Offices
Dallas, Texas Show.

These were tourist promotion shows for
travel agents, tour operators and the
general public.

Ontario Ministry
of Housing

April 23/24 - The Ontario Planning Study Group sponsored
Houston, Texas by the Ontario Ministry of Housing
visited Houston and met with city and
county officials to review Houston area
development projects.

Beech Aircraft
Alternate Fuel
Project

April 27 - This office arranged for a technical mission
Atlanta, Ga. from the Ontario Ministries of Industry and
Tourism, Energy, Transportation and Communi-
cations, Consumer and Commercial Relations
and Ontario Gas Utility to inspect the
Liquid Natural Gas project for land vehicles
at Atlanta, Georgia.

(Continued)

Texas Transportation Conference

May 11-13
Austin, Tx.

- The State of Texas sponsored their annual Transportation Conference, to which representatives from Texas municipalities were invited. The purpose of this conference was to acquaint transportation planners and officials with the latest developments in transportation, both highway and public.

Dallas Office of Industry and Tourism were asked to make a presentation on Urban Transit in Ontario. Nearly 200 persons visited the M.I.T. Exhibit and audio/visual display.

June, 1981
San Antonio, Tx.

- The Senior Representative spoke to the members of the International Marketing Association of San Antonio on the advantages of doing business in Ontario.

Texas Restaurant Show

June 23-25, 1981-
Dallas, Tx.

- The Dallas Office exhibited the products of seven Ontario firms at their booth at the Texas Restaurant Show.

Tourism

- The Dallas Office distributed 18,500 48-page Ontario Tourism Newspaper inserts thru the Richardson Daily News and the Richardson Market Place.

September 13-18,
1981

DFW Metroplex

- Ontario Avionics/Electronics Trade Mission visited Dallas and Houston. The mission met with LTV, Bell Helicopter, Electro Space, Inc., Xerox Company, Rockwell International, Texas Instruments, Vero, Inc., E-Systems, TRW Optron, NASA, Brown and Root, Ford Aerospace and Lockheed Engineering.

September 25
Dallas, Tx.

- The Senior Representative met with the Chief Transportation Planner of the City of Dallas concerning the possible purchase of Canadian Rapid Transit equipment.

(Continued)

September 2

Carrollton, Tx. - The Senior Representative briefed the North Dallas Chamber of Commerce, which consists of communities of Carrollton, Farmers Branch, Addison and Coppel, on the advantages of doing business in Ontario. A seventy-four man Chamber of Commerce Mission visited Toronto for a 4-day period between September 12 and 15.



cc: N. Probyn



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CRIMINAL DIVISION

Government of Ontario
Canada

Ministry of Industry and Tourism

NOV 17 10 15 AM '81
REGISTRATION 181006T
Telephone 213-622-4302
Telex

Suite 1420
700 South Flower Street
Los Angeles, California
U.S.A. 90017

October 8, 1981

MEMORANDUM TO: Dave Rodgers
Senior Representative
New York Office

FROM: Fred J. Hall
Senior Representative
Los Angeles Office

SUBJECT: U.S. DEPT. OF JUSTICE
SEMI-ANNUAL REPORT
APRIL 1, 1981 - SEPTEMBER 30, 1981

1. STAFF CHANGES:

There was only one change to the Los Angeles office staff during the six month period outlined above, that is, Ms. Julie-Ann Bennett resigned as junior secretary and was replaced by Ms. Deborah Hryniuk. The rest of the staff remains the same, that is:

Fred J. Hall
Arthur J. Petch
Gurpal S. Khaira
David H. Newman
Edward F. Wehan
J. Arthur Gauthier
Judith K. Fedor
Robin H. Jepsen
Jacquelyn A. Light

2. LOS ANGELES SUPPLEMENTAL ACTIVITY REPORT:

APRIL 1-30, 1981

Conducted one incoming buyer program for 3 executives of the California Department of Transportation to visit the Urban Transportation Development Corporation test facilities in Toronto, Ontario. The Ministry of Industry and Tourism paid their airfares to Toronto and return.
Worked on the Bob Caldwell/UNICEF flight from Mexico to Canada which included various stopovers in the U.S.A. This was a goodwill and charity flight.
Maintained contact with the three Canadian Consulates in

...../2

DEPT. OF JUSTICE REPORT

Page 2

APRIL contd:

the territory to discuss programs, activities and developments of mutual interest re Canadian trade and investment.
Serviced 39 Ontario companies; consulted 53 U.S. companies; contacted 53 agents/distributors; 3 film industry contacts.

MAY 1 - 31, 1981

Attended the Cannes Film Festival in France.
Maintained an Ontario booth at the International Trade Fair held in conjunction with Los Angeles World Trade Week to source agents/distributors and representatives for Ontario made products.
Attended the following trade shows to source distribution channels for Ontario made products - Printed Circuits World Expo 81 in Pasadena; WAM Needletrade Show in Los Angeles; CAD Expo 81 in Pasadena; Visual Merchandise Show in San Francisco; Electroworld Trade Show in Denver.
For discussions on programs, activities and developments of mutual interest for our territory maintained personal contact with the Canadian Consulates on the West Coast.
Carried out an Investment Opportunities Days program in Seattle in conjunction with the Canadian Consulate and the Seattle Chamber of Consulate for the purpose of locating U.S. companies that are interested in entering the Canadian/Ontario market through licensing, joint ventures and direct investment.
Serviced 39 Ontario companies; consulted 59 U.S. companies; contacted 65 agents/distributors.

JUNE 1 - 30, 1981

Carried out Ontario Investment Opportunity Day program for 30 businessmen in Los Angeles re doing business in Canada, product mandating, taxation, licensing and joint ventures.
Attended the Film Festival of the Northwest in Seattle with an Ontario booth to assist U.S. film-makers in sourcing Ontario locations.
Attended and represented Ontario distributors at N.A.T.P.E. meetings in Los Angeles re U.S. marketing.
Maintained personal contact with the three Canadian Consulates in the territory for discussions on programs, activities and developments of mutual interest re Canadian trade and investment.
Serviced 33 Ontario companies; consulted 72 U.S. companies; contacted 26 agents/distributors; 3 film industry contacts.

.... /3

JULY 1-31, 1981

Attended Produx 2000 Computer Show in Los Angeles to source distribution channels for Ontario manufactured products.

Maintained contact with the Canadian Consulates in our territory for the review of programs and activities and discussions on developments of mutual interest re Canadian trade and investment.

Reviewing of U.S. films for screening at the upcoming Festival of Festivals in Ontario.

Serviced 30 Ontario companies; consulted 40 U.S. companies; contacted 49 agents/distributors; and contact with 3 film/television production companies.

AUGUST 1 -31, 1981

Attended 1981 Western Plant Engineering Show in Anaheim with follow-up mailing program for sourcing distribution channels for Ontario manufactured products.

Attended Pacific Coast Hotel/Motel/Restaurant Show in Los Angeles to assist Ontario companies and source distribution channels for Ontario manufactured products.

Attended Woodworking Machinery and Furniture Supply Show pre-show seminar re arrangements for show.

Maintained personal contact with the three Canadian Consulates in the territory for discussions on programs, activities and other developments of mutual interest re Canadian trade and investment.

Preparatory mailing for Investment Opportunity Days program in Santa Clara county re locating U.S. companies who are interested in discussion re entering the Canadian/Ontario market through licensing, joint ventures and direct investment.

Serviced 56 Ontario companies; consulted 54 U.S. companies; contacted 64 agents/distributors and had contact with 5 film industry companies.

SEPTEMBER 1 - 30, 1981

Attended Wescon Trade Show in San Francisco to source distribution channels for Ontario manufactured products.

Attended the Woodworking Machinery and Furniture Supply Fair in Los Angeles with a booth to source agents/distributors and representatives for Ontario products particularly under the offset programs of defence sharing.

Attended Festival of Festivals film festival in Toronto, Ontario for the screening of films from around the world.

Attended National Industrial Belting Association Convention and Expo in San Francisco to source distribution channels for Ontario manufactured products.

DEPT. OF JUSTICE REPORT

Page 4

SEPTEMBER contd:

Maintained personal contact with the Canadian Consulates in our territory for on-going discussions on developments of mutual interest, programs and activities re Canadian trade and investment.
Serviced 23 Ontario companies; consulted 35 U.S. companies; contacted 128 agents/distributors and 3 film industry contacts.

During the six mont period the officers travelled extensively throughout the West Coast territory covered by the Los Angeles office.

TOURISM ACTIVITIES:

Programs and activities carried out to assist U.S. wholesalers/operators in increasing their tour programs to Canada/Ontario.

Seminars/Travel Shows/Exhibits:

April: Attended Recreational Vehicle Show in San Diego to assist U.S. travel wholesalers with their Ontario tour packages.

May: Attended TravelAge West Trade Show in Las Vegas to assist U.S. wholesalers/operators with Ontario tour programs.

September: In-house seminars given to Air Canada C.P. Air, Los Angeles in conjunction with Travelways of Ontario, Canada. No representation/refreshments were provided.

Sales Call Activity:

Wholesalers/Operations	83 calls
Retail Travel Agents	43 calls
Ground Operations (hotel/bus/rail)	22 calls
Airline Sales Offices	34 calls
Media	13 calls
Canadian Government Office of Tourism/Provincial Tourism Offices	42 calls



Fred J. Hall

FJH/rhj

MINISTRY OF INDUSTRY AND TOURISM
 STATEMENT OF EXPENDITURES - ALL U. S. OFFICES
 AS AT SEPTEMBER 30, 1981

	<u>New York</u>	<u>Chicago</u>	<u>Los Angeles</u>	<u>Atlanta</u>	<u>Dallas</u>
<u>SALARIES</u>	131,510	125,053	132,018	96,853	104,862
<u>FOREIGN SERVICE ALLOWANCES</u>					
Education	-	-	39	505	-
Rent	22,869	9,837	18,349	9,446	12,188
Representation	2,187	2,012	3,067	2,012	1,925
Utility	1,413	1,193	3,161	1,871	4,957
Foreign Service Premium	6,927	5,501	11,117	6,373	6,096
<u>TRANSPORTATION & COMMUNICATIONS</u>					
Communications	8,614	8,430	4,928	3,869	6,960
Mailing	1,333	2,437	2,542	1,099	1,333
Staff Travel	15,372	11,067	12,981	8,241	10,828
Freight & Customs	748	285	2,108	1,151	1,187
Staff Hospitality	3,351	1,520	2,045	451	629
<u>SERVICES</u>					
Commercial and Legal	-	-	1,226	-	175
Promotional Publications	-	324	-	34	1,560
Staff Recruitment	-	529	-	-	332
Exhibits & Fairs	376	898	2,291	2,979	158
Rental - Office Equip.	85	160	251	405	319
Rental - Photocopy, Print.	1,001	724	518	1,424	1,486
Rental - Physical Assets	32,609	24,007	42,914	17,665	26,372
Reception & Seminars	822	560	877	258	1,828
Repairs - Machine & Equip.	188	188	633	37	-
Other Services	1,426	570	604	783	900
Advertising Exp.	-	230	-	-	-
System Develop.	-	650	-	-	-
Rental - Non-Capital Items	-	302	183	21	-

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 U.S. DEPARTMENT
 OF AGRICULTURE
 GROUND SERVICE DIVISION
 Nov 17 10 15 AM '81

	<u>New York</u>	<u>Chicago</u>	<u>Los Angeles</u>	<u>Atlanta</u>	<u>Dallas</u>
<u>SUPPLIES AND EQUIPMENT</u>					
Office Equip.	98	-	800	422	106
Office Supplies	974	1,157	1,742	807	3,787
Newspapers & Publications	2,056	1,444	882	733	334
Promotional Items	462	177	660	1,960	15
Miscellaneous Supplies	3	177	553	148	36
	<u>234,424</u>	<u>199,405</u>	<u>246,529</u>	<u>159,547</u>	<u>188,373</u>

