

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 1982  
(Insert date)

RECORDS SECTION UNIT  
NOV 1 3 29 1982

Name of Registrant Government of Ontario, Canada Registration No. 2087

Business Address of Registrant 767 Third Avenue  
Suite 2800  
New York, New York 10017

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 checked="" type="checkbox"/>	No <input type="checkbox"/>

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

Dallas branch office moved from: Diamond Shamrock Tower  
717 N. Harwood Street, Ste. 1250  
Dallas, Texas 75201

To: 14901 Quorum Drive, Ste. 825  
Dallas, Texas 75240

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:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
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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.

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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:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
Arthur J. Petch	Senior Representative	June, 1982
Susan MacDonald	Business Representative	April, 1982

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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:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
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## 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*

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9. Have you acquired any new foreign principal<sup>1</sup> during this 6 month reporting period? Yes  No

If yes, furnish following information:

*Name and address of foreign principal*

*Date acquired*

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10. In addition to those named in Items 8 and 9, if any, list the foreign principals<sup>1</sup> whom you continued to represent during the 6 month reporting period.

Government of Ontario, Canada

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## 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"

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<sup>1</sup>The 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 activity<sup>2</sup> 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.

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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.

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<sup>2</sup>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.<sup>3</sup>

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

\_\_\_\_\_  
Total

14. (b) RECEIPTS - THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value<sup>4</sup> 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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<sup>3</sup> 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).

<sup>4</sup> 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
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Statement attached

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Total

15. (b) DISBURSEMENTS - THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value<sup>5</sup> 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 value<sup>5</sup> 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

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<sup>5</sup> 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) \_\_\_\_\_

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 A<sup>6</sup> Yes  No   
 Exhibit B<sup>7</sup> Yes  No  n/a  
 If no, please attach the required exhibit.

- (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.

<sup>6</sup> 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.

<sup>7</sup> 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 C<sup>8</sup>, 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*  
D. M. Rodgers

Subscribed and sworn to before me at New York, New York

this 26th day of October, 1984

TIMOTHY V. SMITH  
Notary Public, State of New York  
No. 324000100  
Qualified in New York County  
Commission Expires March 30, 1984

*Timothy V. Smith*  
(Signature of notary or other officer)

<sup>8</sup> 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.



Government  
of Ontario  
Canada

Ministry of  
Industry and  
Trade

Telephone  
214/748-0283  
Telex 79-1716  
Tradin Dal.

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

29 September 1982

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

FROM: W.G. Ritchie  
Senior Representative  
Dallas Office

SUBJECT: Semi-Annual Justice Department Report - Dallas  
Office - April 1, 1982 - September 30, 1982

Major Activities - April 1982

Arranged for three U.S. buyers to attend the Canadian Auto Parts Show.

Ontario Food Show was held in Dallas in which 12 Ontario Companies presented their products to 225 brokers, buyers and distributors.

A joint venture was completed between Cobar Resources and Cramco Solder, Ltd..

Mr. D. Allen, the Ontario Deputy Minister of Agriculture and Food, visited the office.

Mr. W. Cornell, the Ontario Deputy Minister of Citizenship and Culture, visited the office.

Assisted TV Ontario in establishing an office in Dallas for the purpose of marketing their audio visual material throughout the United States.

Arranged for a 21 person group to visit Ontario for the purpose of reviewing rapid transit systems in use in Toronto and to visit the Urban Transit Development Corporation testing area at Kingston, Ontario.

(continued)

Major Activities  
Page Two  
29 September 1982

Major Activities - May 1982

Arranged for a group of Ontario business men to attend the Offshore Technology Conference at Houston, Texas.

A member of the staff participated in the World Trade Club of Wichita, Kansas seminar on Canadian Trade Relations.

Provided information to a Garland company regarding remission of duties in Capital equipment by Canada Customs.

Major Activities - July 1982

Staff attended the Dallas Gift Show and assisted the two Ontario companies that exhibited at the show.

Completed one licensing arrangement between an Ontario and a Texas company.

Major Activities - August 1982

Attended Government Refuse Show in Dallas and assisted the four Ontario companies that exhibited in the show.

Senior Representative spoke to the Dallas Business League on the role of the Ontario Government in promoting trade in United States and also on the Light Transit System developed by the Ontario Urban Transit Development Corporation.

One Commercial Representative of the Dallas Office travelled to Ontario for a two week familiarization tour.

Settled a "line one" newspaper complaint by a Texas woman, whose local bank did not properly process an Ontario Government issued cheque.

(continued)

Major Activities  
Page Three  
29 September 1982

Major Activities - September 1982

The Dallas office exhibited in the International Public Works Show - Houston. Six Ontario companies availed themselves of the facilities provided.

The Dallas office exhibited in the Texas Industrial Show - Dallas. Twelve Ontario companies participated, exhibiting a variety of products.

The Dallas office arranged for a group of 65 local people to visit Toronto for the purpose of developing trade, joint venture and licensing arrangements.

The Dallas office will move on September 30, 1982 and effective October 1st, the new address is:

Government of Ontario, Canada  
14901 Quorum Drive, Suite 835  
Dallas, Texas 75240

Telephone 214/386-8071



001 14 1982

RECEIVED  
NEW YORK OFFICE

Government of Ontario  
Canada

Ministry of Industry and Trade

Telephone 213-622-4302  
Telex: 18 1006

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

October 5th, 1982

MEMORANDUM TO: David 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 1st, 1982 - September 30th, 82

1. STAFF CHANGES:

CHANGES: Arthur J. Petch returned to head office, Toronto in June 1982. Robin H. Jepsen was promoted to commercial officer and Bonnie Choate joined the staff as senior secretary on September 27th, 1982.

Balance of staff remains the same, i.e.:

Fred J. Hall  
Gurpal S. Khaira  
Edward F. Wehan  
Robin H. Jepsen  
J. Arthur Gauthier  
Jacquelyn A. Light  
Deborah A. Hryniuk

LOS ANGELES OFFICE SUPPLEMENTAL ACTIVITIES:

APRIL 1982

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

KSR Industries, San Francisco, Ca.  
Ultratech, Concord, Ca.  
International Rotex, Reno, NV.  
Prestige Aluminum, Montclair, Ca.  
Norris Industries, Long Beach, Ca.  
Linear Corporation, Inglewood, Ca.

LOS ANGELES OFFICE SUPPLEMENTAL ACTIVITIES:

APRIL 1982 contd:

Courtesy Interstate, San Diego, Ca.  
San - Bar, Irvine, Ca.  
Barnes Hind Pharmaceutical, Sunnyvale, Ca.  
Phoenix Data, Phoenix, Ariz.  
Gentran, Sunnyvale, Ca.

Following agents were appointed to sell Ontario  
manufactured goods:

Bembassal - Greenberg, North Hollywood, Ca.  
London Brass Works, San Jose  
KVP Co.,  
Weather Measure  
Container Technology

To assist Ontario manufacturers with exports the following  
trade shows were attended:

Mass Transit Show, Los Angeles  
Association of Western Hospitals Show, San Francisco

Maintained personal contact on trade and investment matters  
with the 3 Canadian Consulates in our territory.

MAY 1982

Met with the following U.S. companies to discuss joint ventures,  
branch plants and licensing possibilities in Ontario:

O.C. Tanner, Salt Lake City, Utah  
BAF Industries, Santa Ana, Ca.  
Composite Structures, Seattle, Wa.  
Nars & Associates, Seattle, Wa.  
Tankinetics, Westminster, Ca.  
American Telecom, Santa Ana, Ca.  
Micro 5 Corporation, Irvine, Ca.  
Dana Hogan Ltd., Santa Ana, Ca.  
Irontite Products, El Monte, Ca.  
Avco Electric, North Hollywood, Ca.  
Reynolds Industries, Los Angeles, Ca.  
Deposition Technology, San Diego, Ca.  
Hydra Baths, Inc., Santa Anna, Ca.  
MWC Lighting, Santa Ana, Ca.

Page 3:

APRIL Contd:

The following agents were appointed to sell Ontario manufactured goods:

Holman Co., Portland, Or.  
Jackson & Rogers, Portland, Or.  
T.J.B. Robinson, La Canada, Ca.

To assist Ontario manufacturers with exports the following trade shows were attended:

Semicon West Trade Show, San Mateo  
Gourmet Food Show, San Francisco  
California Visual Merchandising Show, San Francisco  
Western Engineering, Los Angeles

Carried out an Investment Opportunity Days program in Orange County, California to make contact with U.S. companies.

Maintained personal contact on trade and investment matters with the 3 Canadian Consulates in our territory.

JUNE 1982

Met with the following U.S. companies to discuss joint ventures, branch plants and licensing possibilities in Ontario.

Epic, San Francisco, Ca.  
Float to Relax, Lakewood, Ca.  
Universal Furniture Industries, Whittier, Ca.  
Manchester Tank, Lynwood, Ca.  
Mountain State Engineering, Tucson, Ariz.  
Canadian Alternative Energy, Santa Monica, Ca.  
Derbi Motor Corp. Irvine, Ca.  
Capitol Technology, Irvine, Ca.  
Action Labs., Huntington Beach, Ca.

The following agents were appointed to sell Ontario manufactured goods:

Rogelien Ruthland, Los Angeles, Ca.  
Harrison Inc., Los Angeles, Ca.

AGENTS contd:

T.A. Albos, Northern California  
Dick Fitzgerald, Southern California  
Sunshine Leisure, Southern California  
Salesmark Inc., Fort Collins, Co.

To assist Ontario manufacturers with exports the following trade shows were attended:

Pacific Coast Builders Show, San Francisco, Ca.

Carried out two trade mission programs to the West Coast for Ontario companies to meet with U.S. companies:

Agriculture & Food Mission - 12 Ontario Companies  
Medical Mission - 6 Ontario Companies

Maintained personal contact on trade and investment matters with the 3 Canadian Consulates in our territory.

JULY 1982

Met with the following U.S. companies to discuss joint ventures, branch plants and licensing possibilities in Ontario:

Chico-San, Chico, Ca.  
Plasticolour Molded Products, Placentia, Ca.  
Keefner Enterprises, Signal Hill, Ca.  
Leigh Siegles, Santa Monica, Ca.  
Allegretti Corp., Chatsworth, Ca.  
Hotsy Equipment Co., Inglewood, Ca.  
Kimstock Inc., Santa Anna, Ca.  
Media Systems Technology, Irvine, Ca.  
Creative Computer Plastics, Anaheim, Ca.  
Wickman Pharmaceutical, Tustin, Ca.

The following agents were appointed to sell Ontario manufactured goods:

Townley Hardware Co., Seattle, Wa.  
Schwabacher, Co., Portland, Or.  
Salt Lake City Hardware, Salt Lake City,  
Industrial Vibrators, L.A. Ca.  
Able Industries Ltd., La Verne, Ca.  
Shiley Inc., L.A.

To assist Ontario manufacturers with exports the office attended the Western Plant Engineering Show, Anaheim, with a booth.

Maintained personal contact on trade and investment matters with the 3 Canadian Consulates in our territory.

AUGUST 1982

The following U.S. companies were contacted to discuss joint venture, branch plant and licensing possibilities in Ontario.

Sportflite, L.A., Ca.  
Americas Cup, City of Industry, Ca.  
Diversified Turbo Sales, Sylmar, Ca.  
Brawley Lines, Modesto, Ca.  
Rexnord, Commerce City, Ca.  
Danielson Co., Kent, Wa.,  
Wright & McGill, Denver, Co.  
Fin-Ware, Ontario, Ca.  
Apple Computer, Cupertino, Ca.  
Clarion Corporation, L.A., Ca.

The following agents were appointed to sell Ontario manufactured goods:

Wall Western, Portland, Oregon  
Dean Studeman Sales Co., Spanaway, Wa.

To assist Ontario manufacturers with exports the following trade shows were attended:

American Fishing Tackle Manufacturers Assoc. Show  
Las Vegas, Nevada.

Maintained personal contact with the three Canadian Consulates in our territory regarding trade and investment.

SEPTEMBER 1982

The following U.S. companies were contacted to discuss joint venture, branch plant and licensing possibilities in Ontario.

Midway, Trading, San Francisco  
Jaybee Mfg., L.A., Ca.  
Benson, Inc. Mountain View, Ca.  
American Metal Bearing, Garden Grove, Ca.  
Con/Chem, Gardena, Ca.

U.S. companies contacted contd:

Porta Bohe International, Mountain View, Ca.  
Tri-Ex Tower, Visalia, Ca.  
Breakfree Div. San Bar, L.A. Ca.  
Hydro-Air, Irvine, Ca.  
Trendata, Santa Ana, Ca.  
Benner-Nauman, Pleasant Hill, Ca.

The following agents were appointed to sell Ontario manufactured goods:

Restaurant Business Systems, San Francisco, Ca.  
Wood Bethea, Los Angeles, Ca.  
Architectural Signage, Los Angeles, Ca.  
American Coach Sales, Los Angeles, Ca.  
Geophysics, Salt Lake City  
Geophysical International & Supply, Denver, Co.  
J.P. Hill, Utah  
CAR, California, L.A.  
Western Engineering, L.A. Ca.  
Moxon Electronics, Anaheim, Ca.  
Scheffen Group, L.A. Ca.  
CR Concepts, Orange, Ca.

To assist Ontario manufactured with exports the following trade shows were attended:

Wescon '82, Anaheim, Ca.  
Mini-Micro 82, Anaheim  
Western Restaurant, San Francisco  
Visual Merchandising, L.A., Ca.

Maintained personal contact with the three Canadian Consulates in our territory regarding trade and investment.

During the six month period of this report 196 Ontario companies were assisted.

TOURISM ACTIVITIES:

Programs and activities carried out to assist U.S. Wholesalers/operators in increasing their tour product to Ontario, Canada and in the general marketing and development of tourism to Ontario.

Seminars/Travel Shows/Exhibits:

- April
- Attended the Los Angeles Travel Show which was consumer oriented - CP Air and British Columbia had booths. Not a very impressive show.
  - Attended a Tauck Tours seminar and film show held by Mr. Harry Embry. Mr. William Rother, Vice President of Sales was present to meet the attendees.
- May
- Attended Rendezvous Canada in Calgary (May 2-6) and proceeded to Annual General Meetings at Wig-A-Mog Inn, Haliburton.
  - Took part in a Republic Airline seminar in San Diego which was co-sponsored by Brennan Tours.
- September
- Attended Tauck Tours Inc seminar/presentation.
  - Ontario Tourism's film "Tour Ontario" used as a sales aid for a convention in Ontario. Hiram Walker also received Ontario Tourism literature.
  - Film presentation to 50 travel trade at All Destinations Travel. Film shown "Toronto - A Flight of Fancy.
  - Ontario Tourism seminar/dinner at the Pasadena Holiday Inn for 44 travel trade. Film presentation featuring "Ottawa Adventure".



Fred J. Hall

FJH/bjc



Government  
of Ontario  
Canada

Ministry of  
Industry and  
Trade

Telephone  
212/308-1616  
Telex:  
640501

Suite 2800  
767 Third Ave.  
New York, N.Y.  
U.S.A. 10017

NEW YORK ACTIVITIES APRIL 1, 1982 TO SEPTEMBER 30/82

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

Daystar Corp., Burlington, Ma.  
Esselte Pendaflex Corp., Garden City, N.Y.  
Analog Services, Norwood, Ma.  
Aries Electronics, Frenchtown, N.J.  
Advanced Circuit Tech, Nashua, N.H.  
Phonix Terminal Blocks, Harrisburg, Pa.  
Portex, Inc., Wilmington, Ma.  
American Alpha Co., Newark, N.J.  
Gardenway Mfg. Co., Troy, N.Y.  
Hilicoil Products, Danbury, Ct.  
Red Lion Controls, York, Pa.  
Jeffrey Martin, Inc., Union, N.J.  
Safeway Products, Inc., Middletown, Ct.  
Lord Corporation, Erie, Pa.  
Ultra Research, Jericho, N.Y.  
Mankind Research, Silver Spring, Md.  
Solartherm Research, Silver Spring, Md.  
Del Recovery Systems, Needham, Ma.  
Radna Corp., Radford, Pa.

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

Aesthetic Mktg., N.Y.C.  
D&B Marketing Assoc., N.Y.C.  
Moss Bros., N.Y.C.  
Owens, N.Y.C.  
Lowe's Hotels, N.Y.C.  
Naton Assoc., Milton, Ma.  
Richter Bros., Carlstadt, N.J.  
Mutual Biscuit, New Rochelle, N.Y.  
Chris Unseld, Leonia, N.J.  
Beatrice Foods, Woburn, Ma.  
A.M. Int'l., Bronx, N.Y.  
Bostonion Foods, Boston, Ma.

Staff attended one seminar

To liaise with Canadian Consulates on trade and investment, 2 consular visits were conducted.

10 Trade Shows were visited.

May: Discussed joint venture and licensing possibilities with following U.S. companies

Traction, Inc., N. Troy, Vt.  
Enco, Inc., N.Y., N.Y.  
Gibraltar Steel, Buffalo, N.Y.  
Bradley Pulverizer Co., Allentown, Pa.  
Pecora Corp., Harleysville, Pa.  
Schenck Trebel Corp., Deer Park, N.Y.

Following U.S. agents were appointed to sell Ontario products:

Peter Woodams, Rochester, N.Y.  
Egann Scientific Services, Rochester, N.Y.  
Syhes Datronics, Rochester, N.Y.  
G.E.A.C., Milford, Ct.  
Pillow Factory, N.Y.

Staff attended 2 seminars.

4 Canadian consular visits conducted

10 Trade Shows visited.

June: Discussed joint venture and licensing possibilities with following U.S. companies:

Bowman Int'l., Inc., Union Town, Pa.  
Black Box Catalogue, Pittsburgh, Pa.  
Shop Materials Co., Bethel Park, Pa.  
Le Pages, Inc., Pittsburgh, Pa.  
Byrnes & Fiefer Co., Pittsburgh, Pa.  
Top Shelf Co., West Middlesex, Pa.  
Gasbarre Products, Dubois, Pa.  
Richard Silmore, Co., Boston, Ma.  
Energy Nodes Corp., N.Y., N.Y.  
Vicoa, Eatontown, Pa.  
I.T.T. Grinell, Providence, R.I.  
United Foam Plastics, Georgetown, Ma.  
Mallett & Co., Carnegie, Pa.  
Elgin Electronics, Waterford, Pa.  
Isomedix, Inc., N.J.  
O'Donnell & Assoc., Pittsburgh, Pa.

Following U.S. agents were appointed to sell Ontario products:

G.I.M. Unlimited, N.Y.  
Nathan Kranskope Co., N.Y.  
Milton Steiner, N.Y.  
Exhibit Corp., L.I. City, N.Y.  
Dino Floral, Boston, Ma.  
Tom Fivistein, Boston, Ma.  
Gold Bell, Chelsea, Ma.

continued: U.S. agents appointed

J. T. McNulty, Hartford, Ct.  
Phila Produce, Philadelphia, Pa.  
Wakenfern, Inc.  
Tuein City Produce  
David Harrison, Potomac, Md.

2 Consular visits conducted  
17 Trade Shows were attended.

July: Discussed joint venture and licensing possibilities with the following U.S. companies:

Detection Systems, Inc., Fairpoint, N.Y.  
Barbee Co., Inc., Louisville, Ky.  
Solartherm, Inc., Silver Spring, Md.  
Radad Corp., Radford, Va.  
Total Systems Tech, Inc., Pittsburgh, Pa.  
Cliffdale Assoc., Westport, Ct.  
Instrument Development, Hackensack, N.J.  
Mininomics, Inc., Commack, N.Y.  
Crown Metal, Pittsburgh, Pa.  
Advance Computer, Annadale  
E. Glocker, Glevely, Md.  
Catalytic, Inc., Philadelphia, Pa.  
B. Rosenberg, Oceanside, N.Y.  
Barton Sons, N.Y., N.Y.

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

P.S.I. Ltd., Hallston, Ma.  
Parkerton Co., Havertown, Pa.  
Norup, New York, New York  
Tom McGuire Assoc., Wellesley, Ma.

7 Trade Shows attended  
2 Consular visits conducted.

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

Portex, Wilmington, Ma.  
Johanssen Dietectic, Boonton, N.J.  
Peabody & Wynn, Philadelphia, Pa.  
Mezlock, Inc., Philadelphia, Pa.

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

Brampton-Bakateria, Buffalo, N.Y.  
Mobile Mills, Letitz, Pa.  
Alma-Dennis Ortel, Arcade, N.Y.  
Arthur-Davis Harr, Madison, N.Y.  
Howard Crone, Oneida, N.Y.  
Buges Assoc., New Brighton, Pa.  
A. G. Farmer Boy, Myerston, Pa.  
Ralph Baetz Assoc., Somerdale, N.J.  
Dougherty Sales, Madison, Ct.

continued: U.S. Agents appointed

Hulick & Strobel, Cleveland, Ohio  
Howard Corwin Assoc., Bayside, N.Y.  
Paul Mayer Assoc., Pine City, N.Y.  
Bristol Cellars, Hamilton, Bermuda  
C. Cederman, Tonawanda, N.Y.  
Medua Systems, Waltham, Mass.  
Compumart, Cambridge, Mass.  
3 Rivers Computer, Petersburg, Pa.  
Blue Ball Machine, Blue Ball, Pa.  
Maverna Machine, Hartford, Conn  
Geo. Gallup Machine, Baltimore, Md.  
Interior Services & Design, Union, N.J.  
Office Interior Specialties, Philadelphia, Pa.

3 Consular visits conducted

3 Seminars attended

6 Trade shows visited

September: Met with the following U.S. companies to discuss J/V, Licensing  
and branch plant opportunities in Ontario:

Holliston Mills, Hyannis, Ma.  
Total Systems Tech, Pittsburgh, Pa.  
Environmental Equip., Highland Springs, Pa.  
Edwin Glocher, Glevely, Ma.  
Resource Dynamics, N.Y., N.Y.  
Medi-Dose, Inc., Feasterville, Pa.  
Belco Co., Parsippany, N.J.  
St. Joe Minerals, Pittsburgh, Pa.  
Red Lion Controls, York, Pa.  
E.H.V. Weidman, St. Johnsbury, N.Y.  
Fillereli, N.Y., N.Y.

Following U.S. Agents were appointed to sell Ontario manufactured goods:

PSI Ltd., Holliston, Ma.  
Geo Washington Co., N.Y., N.Y.  
Emery Waterhouse, New England  
Masbach, N.Y., N.Y.  
Howard Corwin, N.Y., N.Y.  
Dougherty Sales, Madison, Ct.  
Paul Mezer, N.Y.  
American Threaded Fasteners, Meafield, Ma.  
Hydro Plastics, Georgetown, Ky.  
Aesthetics Group, N.Y.  
Adam York Mail Order, N.Y., N.Y.  
Macy's, New York, N.Y.  
Nova Fenton  
Corley Sawmill, Chatanooga, Tenn.  
J. Murphy, Burlington, Vt.  
Rudolph Bros., Inc., Jersey City, N.J.  
American Machinery, N.Y., N.Y.  
Foamtech, Fitchbury, Ma.  
Comfort Ind., Long Island City, N.Y.

continued

10 Trade shows visited  
5 Consular visits conducted  
1 Seminar attended

Special event: Mailed 3,000 U.S. Companies information on the upcoming International S.I.T.E.V. show being held in Toronto, Nov. 2-4, 1982.

DMR/tc



Government  
of Ontario  
Canada

Ministry of  
Tourism and  
Recreation

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1-212-308-1616  
Telex  
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767 Third Avenue  
New York, N.Y.  
U.S.A. 10017

October 13, 1982

TOURISM REPORT FOR THE PERIOD UNDER REVIEW

April 1/82 to September 30/82

From the period April 1/82 to September 30/82, seven northeast-based travel agencies have visited Ontario for the purpose of showing travel professionals the attractions available to inbound tourists so they are familiar with those attractions and can discuss them with the travel public.

Visits include:

- Third Century Tours, Florida - May 19 to 21  
(Toronto, Niagara Falls)
- Liberty Travel, NJ - May 20 to 23  
(Toronto, Niagara Falls, Niagara-on-the-Lake)
- Capitol International Tours, Pa. - June 10 to 13  
(Toronto, Sault Ste. Marie)
- Third Century Tours, Florida - July 25 to 29  
(Toronto, Timmins, Cochrane, Moosonee)
- Beckham Tours, Mass. - August 5 to 8  
(Toronto, Sault Ste. Marie)
- Four Winds Travel, NY - August 5 to 8  
(Toronto, Sault Ste. Marie)
- Leprechaun Tours, NY - August 5 to 8  
(Toronto, Sault Ste. Marie)

The Ministry generally sponsors a lunch to welcome the ■■■ visitors.

The New York-based Manager (Eastern United States), Thomas J. Britt, serves as escort on travel agency visits.



Government  
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Ministry of  
Industry and  
Trade

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Atlanta, Georgia  
U.S.A. 30303

GOVERNMENT  
OF  
ONTARIO

OCT 21 1982

RECEIVED  
NEW YORK OFFICE

October 19, 1982

MEMORANDUM TO:

D. M. Rodgers  
New York Office

FROM:

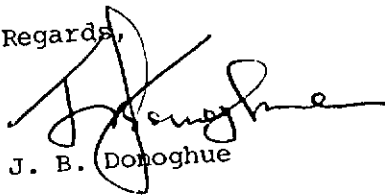
J. B. Donoghue  
Atlanta Office

SUBJECT:

U.S. DEPARTMENT OF JUSTICE  
Semi-Annual Report  
April 1, 1982 - September 30, 1982

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

Regards,



J. B. Donoghue

JBD/gsj  
Attachment



Government  
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ATLANTA ACTIVITIES: April 1, 1982 - September 30, 1982

APRIL

INDUSTRIAL DEVELOPMENT:

We met with the following organizations to discuss opportunities in Ontario for joint venture, licensing, or branch plants:

Riverside Clay Co./Pell City, Ala.  
Mississippi Economic Development/Jackson, Miss.

TRADE:

The following U. S. companies were appointed to represent Ontario firms:

McInerney Brokerage/Miami, Fla.  
Capital Equipment Sales/Charlotte, N. C.  
Cahawba Assoc./Birmingham, Ala.

We attended the following trade shows to investigate export opportunities for Ontario client companies:

Mississippi Forest Products & Equip./Jackson, Miss.  
Alabama Trade Fair/Birmingham, Ala.  
Piedmont Industrial Show/Greensboro, N. C.  
Timber Harvesting Expo/Tifton, Ga.  
Comunicaciones Expo '82/Miami, Fla.  
Export-Import Show/Miami, Fla.

One member of our staff attended the World Trade Week Symposium in Atlanta to gain information on "Exporting to Canada" (sponsored by Atlanta Department of Economic Development).



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ATLANTA ACTIVITIES: April 1, 1982 - September 30, 1982

MAY

INDUSTRIAL DEVELOPMENT:

We made contact with the following firms and organizations for the purpose of discussing joint venture, branch plant, or licensing opportunities in Ontario:

Livingstone Coating/Charlotte, N. C.  
Aero-Dyne Mfg. Co./Charlotte, N. C.  
Environmental Control Products/Charlotte, N. C.  
Engineered Products/Greenville, S. C.  
Specialty Mfg./Charlotte, N. C.  
Terry Heron/Bank of Nova Scotia, Atlanta, Ga.  
Wellington-Puritan Mills/Madison, Ga.

TRADE:

The following companies were appointed to represent Ontario firms in the Southeast U.S.:

Eiffel Trading/Puerto Rico  
Bimeco/Largo, Fla.  
Interface Dynamics/Ft. Lauderdale, Fla.  
Darryl Rockwitt Assoc./Atlanta, Ga.  
Burton Longwell/Georgia  
E. D. Turner/ Atlanta, Ga.  
Trim King/Florida  
Rafael Rafajos/Puerto Rico  
Chuck Wyatt/Florida

A member of our staff accompanied D. Volten of Canadian General Electric to call on the Government of Puerto Rico to discuss the interest of that Ontario firm in the Puerto Rican waste to energy program.

We assisted Easy Plan Furniture of Pickering, Ontario and Metform Int'l of Mississauga, Ontario to make appointments to market their products in the Southeast.



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ATLANTA OFFICE ACTIVITIES: April 1, 1982 - September 30, 1982

JUNE

INDUSTRIAL DEVELOPMENT:

We made contact with the following firms in order to discuss the potential of joint venture, branch plant, or licensing arrangements:

Phifer Wire Products/Tuscaloosa, Ala.  
McDowell Corp./North Carolina  
Robert Bosch/Charleston, S. C.  
Megacolor/Statesville, N. c.  
Fasco Industries/Shelby, N. C.  
Conbraco/Pageland, S. C.  
Environmental Control/Charlotte, N. C.

TRADE:

The following sales firms were appointed to represent Ontario client companies:

Corley Equipment/ Tennessee  
G. T. Gunther/Georgia  
Holcomb Roth/ Tampa, Fla.

One staff member attended a mining survey in conjunction with the Delegation du Quebec and the Canadian Consulate General sponsored by the Alabama Surface Mining Reclamation Council, Tuscaloosa, Ala.

Our representative attended the South Appalachian Mining Show in Birmingham, Ala.



Government  
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ATLANTA ACTIVITIES: April 1, 1982 - September 30, 1982

JULY

INDUSTRIAL DEVELOPMENT:

The following companies were contacted in order to develop joint venture, branch plant, and licensing opportunities in Ontario:

Fisk Tool Co./Arden, N. C.  
Chemtronics/Swannanoa

TRADE:

The following companies were appointed by Ontario firms to represent their products in the Southeast:

Black Engineering/ Atlanta, Ga.  
Millett Associates/Melbourne Bch., Fla.  
Blackbeard Yachts/Georgia

Members of our staff visited the Atlanta Gift Show and the Mid Summer Boat Show in Atlanta; and the Florida Specifier's Show in Tampa, Fla.



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ATLANTA ACTIVITIES: April 1, 1982 - September 30, 1982

AUGUST

INDUSTRIAL DEVELOPMENT:

We contacted the following firms to discuss opportunities for joint venture, branch plant, and licensing arrangements in Ontario:

Fasco Industries/Shelby, N. C.  
Mississippi Dept. of Economic Development/Jackson, Miss

TRADE:

The following companies were appointed as sales representatives by Ontario firms:

Grady Duckett Sales/Atlanta, Ga.  
Interface Dynamics/Ft. Lauderdale, Fla.  
H. A., Inc./Coral Springs, Fla.  
Electro Mechanical/Ft. Lauderdale, Fla.  
Barker Assoc./Raleigh, N. C.  
L & D, Inc./Greensboro, N. C.  
H. Kirkman/South Carolina  
R & R Enterprises/ Florida  
V.D.K./ Georgia

We participated in the American Hospital Association Show with 4 Ontario firms, and at Lobo's Industrial Show in Mobile, Alabama.

One member of our staff attended Inter Air '82 in Toronto.



Government  
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ATLANTA ACTIVITIES: April 1, 1982 - September 30, 1982

SEPT.

INDUSTRIAL DEVELOPMENT:

The following companies were contacted in reference to licensing, branch plant, or joint venture opportunities in Ontario:

Aero-Dyne Mfg./Charlotte, N. C.  
Specialty Mfg./Charlotte, N. C.  
Conbraco/Pageland, S. C.  
Environmental Control/Charlotte, N. C.  
Electrical South/Greensboro, N. C.  
Mead Merchandising/Atlanta, Ga.

TRADE:

The following U. S. firms were appointed to act as sales representatives for Ontario companies:

Bill Roberts Ind./Chamblee, Ga.  
Capital Equipment Sales/Charlotte, N. C.  
Maxson-Betts Co./Charlotte, N. C.  
Glenn Technical Sales/Florida  
Fesco/Mississippi

Our personnel attended the International Water Well Show in Atlanta, and participated with an info booth at the North Carolina Industrial Show in Charlotte. Staff members visited The Bobbin Show in Atlanta.

MINISTRY OF INDUSTRY AND TRADE  
 STATEMENT OF EXPENDITURES - ALL U.S. OFFICES  
 APRIL 1 - SEPTEMBER 30, 1982

NOV 1 3 21 PM '82

	New York	Chicago	Los Angeles	Atlanta	Dallas
<u>SALARIES</u>	133,311	124,278	113,105	102,793	108,492

	New York	Chicago	Los Angeles	Atlanta	Dallas
<u>FOREIGN SERVICES ALLOWANCES</u>					
Rent Allowance	23,800	9,863	14,993	9,648	14,182
Representation Allowance	2,125	2,012	2,156	1,917	1,650
Utility Allowance	980	1,217	2,374	1,900	3,020
Foreign Service Premium	6,729	5,501	7,020	5,942	5,683
Salary Equal Adj.	6,743	4,903	5,088	4,363	2,839
Education Allowance	-	-	1,273	425	-

	New York	Chicago	Los Angeles	Atlanta	Dallas
<u>TRANSPORTATION &amp; COMMUNICATIONS</u>					
Communications	10,139	13,913	6,057	3,633	5,733
Courier Services	343	27	68	422	401
Mailing	1,542	2,225	2,062	1,470	248
Transportation of Goods	2,726	973	898	1,648	581
Staff Travel	9,804	11,864	10,778	11,021	9,280
Hospitality Expenses	2,298	1,392	777	297	465

	New York	Chicago	Los Angeles	Atlanta	Dallas
<u>SERVICES</u>					
Commercial and Legal	105	-	522	-	221
Promotional Publications	248	1,047	740	178	1,304
Rental - Photo & Print	1,043	740	84	1,034	18,455
Rental - Physical Assets	95,366	30,589	43,472	20,192	260
Housekeeping & Protection	527	10	61	430	790
Reception & Seminars	2,565	2,058	977	45	-
Consulting Services	1,623	-	-	-	204
Repairs - Building & Equipment	6,498	48	1,270	-	303
Other Services	739	864	1,448	75	-

SUPPLIES & EQUIPMENT

	<u>New York</u>	<u>Chicago</u>	<u>Los Angeles</u>	<u>Atlanta</u>	<u>Dallas</u>
Film Equip. & Prints	78	-	832	25	37
Office Furnishings	6,123	1,526	-	1,196	44
Office Supplies	2,511	1,479	2,936	679	2,935
Newspapers & Publications	1,172	1,351	469	890	1,036
Electricity Expense	2,417	379	-	-	-
Miscellaneous Expense	332	130	8	-	72
Promotional Items	100	423	711	-	5
	<u>321,987</u>	<u>218,812</u>	<u>220,179</u>	<u>170,223</u>	<u>178,240</u>



Government of Ontario  
Canada

Ministry of Industry and Trade

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U.S.A. 60604

GOVERNMENT  
OF  
ONTARIO

OCT 15 1982

RECEIVED  
NEW YORK OFFICE

October 15, 1982

MEMORANDUM TO:

Mr. Dave Rodgers  
New York Office

SUBJECT:

MAJOR ACTIVITIES & PERSONNEL CHANGES  
CHICAGO OFFICE  
APRIL 1/82 - SEPTEMBER 30/82.

FROM:

Bruce B. Williams  
Chicago Office

---

Attached is an outline of our activities for the six-month period, April 1 to September 30, 1982.

Bruce Williams  
Sr. Representative

Enclosure: 1



Government of Ontario  
Canada

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CHICAGO OFFICE ACTIVITIES - APRIL TO SEPTEMBER, 1982

I. Marketing Assistance & Industrial Development

April

The office assisted the local sales agents, Trading Concepts, in organizing a special display of Ontario made library furniture at the Special Libraries Association symposium in Minneapolis. This symposium was attended by 80 members of the Association.

Seven solo trade missions visited the area.

Seven Ontario companies appointed sales agents:

Ida Stein, Chicago  
Ray James, Chicago  
Copeland, Pollam, Wolf & Assoc.  
Dave Reigner, Cleveland  
Thunderbird Sales, Wichita & Kansas City  
Architectural Sales of Minnesota (Minneapolis)  
Jeremiah Murphy, St. Louis Pk, Minn.

Three new branch plant prospects were contacted, and one branch plant completion was reported:

Draw-Tite, Belleville, Michigan established a branch plant in Mississauga: - Draw Tite Ltd. 6551 Mississauga Rd., Mississauga.

May

In cooperation with the U.S. Dept. of Commerce, Omaha, two special events were held in Omaha during World Trade Week. A Trade Mission of 16 Ontario manufacturers of farm equipment met with manufacturer's agents from Omaha and the surrounding area. On the next day, a seminar on "Doing Business in Ontario" was held. This was attended by 75 businessmen from the Omaha area.

Nine Ontario manufacturers visited the area served by the Chicago Office, on solo missions to seek manufacturer's agents.

Chicago Office Six Month Report

April - Sept.  
1 9 8 2

May (Cont'd)

The following U.S. agents were selected by Ontario companies:

Cliff Metal Products, Cincinnati, Ohio  
Don Sweeney, Columbus, Ohio  
Hendrickson & Associates, Minneapolis, Minn.

Visits were made to the Canadian Consulates in Chicago and Minneapolis.

Discussions were held with 15 U.S. manufacturers regarding joint ventures, licensing and branch plants in Ontario.

June

A trade mission of 21 Ontario companies visited Chicago, to meet with 200 manufacturer's agents. These companies produce building components and construction specialties.

There were also 7 solo trade missions to the area.

Six Ontario companies appointed sales agents: -

D. R. Smith, Chicago  
Paul Buckley & Associates, Chicago  
Nova Inc. Overland Pk. Kansas  
Richard Yates & Assoc. Glenview  
Wagner, Minneapolis, Minn.  
Arthur McWhyte, Minneapolis, Minn.

Discussions were held with 7 U.S. companies regarding licensing in Ontario.

July

There were eight solo trade missions to the area. Results of the Building Components Trade Mission in June are starting to show as five mission members have already appointed sales agents. Seven sales agents were appointed this month and one other one appointed to replace a previous agent.

Glendinning Farm Equipment appointed:

- Butler Mfg. Co. - Ft. Atkinson, Wisconsin
- Badger Mfg. - Kaukauna, Wisconsin
- Potz Mfg. - Pouno, Wisconsin

Chicago Office Monthly Report

April - September  
1 9 8 2

July (Cont'd)

Williams Bros. Corp. appointed John A. Sandberg Co. Moline, Ill.  
Maurex International Sales appointed Republic Plumbing &  
Heating Supply, Chicago, Illinois  
Inline Ltd. appointed Ken R. Schaetz, Menominee Falls, Wis.  
Kwik-Mix appointed Burk Sales, Minneapolis, Minn.  
Cambridge Doors appointed Klein, Rose, Bloomington, Minn.  
to replace RFB Sales, Minn.

Iowa Mold & Tool Inc., Garner, Iowa was granted FIRA approval  
to acquire Red Top Equipment Co. Ltd., Orillia.

There were three new branch plant prospects contacted, as well  
as four new joint venture contacts and three new licensing  
contacts. Listing forms were completed for 2 license agreement  
prospects and one joint venture prospect.

Managers from the other U.S. offices, as well as managers from  
the head office in Toronto, attended two days of policy meetings  
in Chicago. Two staff members attended the roll-out of the  
first CF-18 fighter aircraft at McDonnell Douglas in St. Louis.

August

There were 10 solo missions to the area this month, and 14  
Ontario exhibitors at the National Hardware Show were  
contacted. Ontario companies reported appointment of 9 agents:

Bidman Assoc., Minneapolis	W. Ruhling, Kansas City
Dick Jones Sales, Minneapolis	H. Brickman, Wilmette
Road Machinery Co. Edina	Cullerton Agency, Detroit
W. J. Cullerton, Villa Park	Fleetwood Sales, LaGrange
Canamco Sales, Carpentersville, Illinois	

Visits were made to 13 U.S. companies in the St. Louis and  
Minneapolis areas to discuss industrial development in Ontario.

September

A group of 19 Ontario food processors visited Chicago to  
establish marketing arrangements for their products. The  
Chicago Office arranged for this group to meet with approximately  
200 food brokers, distributors and buyers.

Chicago Office Monthly Report

April - September  
1 9 8 2

September (Cont'd)

The following U.S. companies were appointed to handle sales of Ontario products: -

Leonard Burg, Chicago	Clemenson-Conover, Westmont
S & A Shoe Co. Skokie	A-1 Food Distributors, Chicago
Len Ivarson Inc. Milwaukee	Czimer Foods Inc. Lockport, IL
Ronan Midwest, Brookfield, IL	Jewel Food Stores, Melrose Park
Riff Engineering, Chicago	Certified Foods, Chicago
Kehe Food Distrib. Rolling Meadows	Battaglia Co. Chicago
Canamco, Carpentersville, IL	Jays Foods Inc. Chicago
Mid America Sales Co. Glenview	

Meetings were held with staff members of the Canadian Consulate General, Chicago, to organize seminars to be held early next year.

Liaison visits were made to the Canadian Consulates in Detroit and Cleveland.

Personnel Changes

The Business Representative, Miss Susan MacDonald returned to Canada on April 30, 1982 at the conclusion of her two year contract.

One secretary, Michele Graham, resigned in April and was replaced by Cheryl Kleszynski on May 1st.

Chicago Office Monthly Report

April - September  
1 9 8 2

II. Tourism Development Activities

April, May, June

86 visits were made to Wholesalers, Group Operators, Airlines, Hotels and other Tourism Offices to provide tourism information about Ontario.

The area manager for Tourism attended the Milwaukee Journal Spring Travel Show in Milwaukee, Wisconsin to provide tourism literature and information.

There were five familiarization tours organized by the office for the purpose of showing professionals in the travel trade the attractions available at Toronto, Niagara Falls, Ottawa and Kingston in Ontario.

Arrangements were made for two media writers to visit Ontario to gather information for travel articles.

Two people from the Windsor/Essex Tourism and Convention Bureau visited Chicago.

Tourism information literature was supplied to five groups planning meetings or conventions in Ontario.

July, August, September

130 visits were made to wholesalers, group operators, airlines and hotels, and other tourism offices to provide tourism information about Ontario.

The area manager for tourism attended the United Airlines travel fair in Chicago and the Minneapolis fall & winter travel show in Minneapolis to provide tourism literature and information.

There were five familiarization tours organized by this office for the purpose of showing the management personnel in the travel trade, the attractions available in Toronto, Ottawa, Timmins, and Moosonee, Thunder Bay & Stratford.

Arrangements were made for fam media writers to visit Ontario to gather information for travel articles. Information on tourism was supplied to three groups planning meetings or conventions in Ontario.

