

For Six Month Period Ending 11 OCT 1983  
(Insert date)

Name of Registrant

Registration No. 2087

Government of Ontario, Canada

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

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

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.

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>
Richard Carr	Representative, New York, NY	August 1983
J.B. Donoghue	Senior Representative, Atlanta, Ga.	June 1983

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>
John G. Geppert	59 White Meadow Rd. Rockaway, N.J. 07866	Consultant	April/83
John G. Dunlap	975 Park Ave. New York, N.Y. 10028	Agent General	August/83
Thomas A. Lillico	4044 Columns Drive Marietta, Ga. 30067	Director	September/83

## II—FOREIGN PRINCIPAL

(PAGE 3)

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 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*

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

## 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"

<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

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Total

## (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.

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

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

<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, U.S. 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, U.S. 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.

(b) 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 CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

<sup>7</sup>The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

If you have previously filed an Exhibit C<sup>1</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) personal knowledge.

(Type or print name under each signature)

*[Handwritten signature]*

D. M. Rodgers

(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.)

Subscribed and sworn to before me at NEW YORK NEW YORK

this 14 TH day of NOVEMBER, 19 83



(Signature of notary or other officer)

<sup>1</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 upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)



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

November 2, 1983

New York Activities April 1/83 to September 30/83

April, 1983: Met with the following U.S. companies to discuss joint venture and branch plant possibilities in Ontario:

Swank Refractories Co., Coraopolis, Pa.

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

General Rand Corp., New York  
L. Rosenberg, New York  
MHF Group, New York  
Air Hydraulics, New Jersey  
Hi-Tech Power, Clarence Center, N.Y.  
H. C. Johnson Agencies, Buffalo, N.Y.

Staff attended one seminar.  
Five consular visits were made.  
The Senior Representative made a presentation to the Expo '83 event sponsored by the New Jersey Federal Department of Commerce.  
Staff visited 11 trade shows.  
John Geppert joined us as Commercial Officer.

May, 1983: Met with the following U.S. companies to discuss joint venture and branch plant possibilities in Ontario:

J. Denison, Pittsburgh, Pa.  
S.U.S. Chemical, E. Providence, R.I.  
Gunarc, Inc., Emmons, Pa.  
Thompson Steel, Canton, Ma.  
Homisco, Inc., Revere, Ma.  
Amesbury Ind., Amesbury, Ma.  
Prime Computer, Natick, Ma.  
Advanced Technologies, Mobile Alabama  
Scott Paper, Philadelphia, Pa.  
S. E. Charania, Pennsauken, N.J.

May , 1983 continued:

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

Farmer Boy Agriculture, Myerstown, Pa.  
M. L. Sheldon, New York  
Access Computers, Wellesley, Ma.  
Jack Frost, Buffalo, N.Y.  
Albert Russo Imports, E. Boston, Ma.  
Homisco, Inc., Revere, Ma.  
B.C.M. Cape, Bermuda  
Essco Mfg., Long Island, N.Y.  
Sunny Enterprises, Midland Park, N.J.  
M.A.V. Sales, Buffalo, New York  
Griffin Van Nostrand, Rochester, N.Y.  
Fenton Sales, New York City  
Merchants Buying, New York City  
F. Larson, New York City  
Geo.Kempler, New York City  
S&H Assoc., Somerville, N.J.  
W. Carr, Boston, Ma.  
Jay Levine, New York City  
Houseware Group, New Jersey  
Sheldon Skolnick Assoc., New Jersey  
Chas. Dragton Co., Southboro, Md.

Attended the Mid Atlantic health Congress at which 7 Ontario companies exhibited.

Conducted two Food Missions--one to Bermuda, one to Philadelphia.

Staff visited 5 trade shows.

Staff attended 2 seminars.

Twelve Consular visits were made.

June, 1983 Met with the following U.S. companies to discuss joint venture and branch plant possibilities in Ontario.

Abdul Sayied, Cambridge, Ma.  
Vera Imported Parts Corp., Piscataway, N.J.  
Chas F. Evans, Elmira, New York  
McCormick Controls, Inc., Waterbury, Ct.  
Structural Preservation, Baltimore, Md.  
Rack Engineering Co., Connellsville, Pa.  
American Pad & Paper, Inc., Holyoke, Ma.  
TYK Swank Refractories, Coraopolis, Pa.

June, 1983 continued

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

Williams Organization, Boston, Ma.  
Tech Reps, Springfield, Ma.  
Electro Plast, Inc., St. Davis, Pa.  
Phil Knox, Lutherville, Md.  
CSDS, Inc., Laurel, Md.  
Canimax, Framingham, Ma.  
AMS Brokerage, Philadelphia, Pa.  
Sage Importers, W. Conshohocken, Pa.  
A. Weinfeld & Sons, Philadelphia, Pa.

Conducted "Haute Canada" affair at Embassy in Washington, D.C.  
Staff visited 17 Trade Shows.  
Staff attended one seminar.  
Seven Consular visits were made.

July, 1983: Met with the following companies to discuss joint venture and branch plant possibilities in Ontario:

Joseph M. Koch Co., Inc., Louisville, Ky.

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

J. Mesnick Sales, Liverpool, N.Y.  
TMI, Hoesham, Pa.  
Moore Special Tools, Bridgeport, Ct.  
Joseph Ivy Assoc., Inc. Festerville, pa.  
Tekolum Assoc., Inc., Lexington, Ma.  
H. A. Sampson Co., Hamburg, N.Y.  
Laser Preecision Co., Utica, N.Y.  
Norman Stevens Ent., New York City  
Wal Townsend, Pennsylvania

Staff attended 11 Trade Shows  
Staff attended one seminar  
Seven Consular visits were made.  
Mr. John G. Dunlap reported for duty as Agent General, Province of Ontario for U.S.A.

August, 1983: Met with the following companies to discuss joint venture and branch possibilities in Ontario:

Parmatic Filter Corp., Wayne, N.J.  
American Tente Casters, Erlauger, Ky  
Lazlo Szabador, Miller Place, N.Y.  
Precision Quality 7 Research, Cambridge, Ma.  
P. Culverhouse, Cranford, N.J.  
Garden Way Mfg., Inc., Troy, N.Y.  
Ocean Data, Rockville, Md.

Page 4

August, 1983 continued

Spice Market, Inc., Brooklyn, N.Y.  
J. M. Kock Co., Inc., Louisville, Ky.

Following agents were appointed to sell Ontario goods:

Corporate Interiors, Stamford, Ct.  
Schell Industrial Equip., Ct.  
Aer-X-Dust Corp., Tennent, N.J.  
The W. H. Potter co., Wayne, Pa.  
Michle-Milnon Engineering, Ashland, Va.  
Sherman & Schroeder, Ohio  
Dean McGee, East Aurora, N.Y.  
Communications Sales & Digital Systems, Laurel, Md.  
T.U. Kretter, Inc. Boston, Ma.  
Aesthetics Marketing Ltd., N.Y., N.Y.  
Q.P.S. Bakeries, Rockville, Md.  
J. W. Lowry Imports, W. Orange, N.J.  
Super Star Needlework, Massspequa, N.Y.  
Ron Gilefsky Assocs., Bedford, Ma.  
Whalan & Welsh, New York, New York

Eight Ontario shoe manufacturers attended the N.Y. National Shoe Fair at which we had a booth.

Senior Representative made a presentation to a group of 110 Pittsburgh area businessmen in Washington, Pa.  
Staff made 6 consular visits  
Staff attended 2 seminars  
Staff visited 15 trade shows.

September, 1983: Met with the following U.S. companies to discuss joint venture and branch plant possibilities in Ontario.

Ikegami Tsushiki, Maywood, N.J.  
Falcon Supply, Elizabeth, N.J.  
Premier Die Cast, Avenal, N.J.  
T.I.E. Communications, Shetland, Ct.  
Malden Mills, Inc., Lawrence, Ma.  
New England Printed Tape, Pawtucket, R.I.

September, 1983 continued:

Following agents were appointed to sell Ontario goods.

H.M. Halzberg Assoc., Inc., Totowa, N.J.  
Appletech, Inc. Weinton, W.Va.  
Champlin Assoc., New Haven, Vt.  
Environmental Central systems, Bryn Mawr, Pa.  
Evans Fairfield Corp., Fairfield, Ct.  
John J. Round, Wakefield, Ma.  
Sherwood Logan & Assoc., Inc., Saverna Park, Md.  
Burgh & Schoenberger Assoc., Wyoming, N.Y.  
Mega Computer Systems, Inc., Nutley, N.J.  
Access Computer Systems, Inc., Wellesley, Ma.  
Compumart, Cambridge, Ma.  
3 Rivers Computer, Pittsburgh, Pa.  
Eastern Sales Ltd., Bethlehem, Pa.  
B&P Sales, Boston, Ma.  
Miller Chitty, Kenilworth, N.J.  
Union Office Supply, Union, N.J.  
Joe Sass, Scotch Plains, N.J.  
Tony Cavone, New York, N.Y.  
Anton Krevezer Co., Inc., Syracuse, N.Y.

Mr. R. Carr returned to Canada to assume new duties.

Staff made 5 consular visits.  
Staff attended 3 seminars.  
Staff visited 5 trade shows.

October, 1983: The following companies were appointed to sell Ontario goods:

Spencer Sales, Scituate, Ma.  
Dunbar Sales, Huntington, Sta, N.Y.  
Bill Reyes, Chestnut Hill, Ma.  
Ed Baker Assoc., Danvers, Ma.  
Mona Green 7 Assoc., New York, N.Y.  
Connley & Fentell, Boston, ma.  
Oasis Trading, Irvington, N.Y.  
TEK Controls, Inc., Wenham, Ma.  
Stanford Assoc., Inc., Yardley, Pa.  
Non-Linear Devices, Oakland, N.J.

Staff Made 9 consular visits  
Staff attended 2 seminars  
Staff visited 14 trade shows.



Government of Ontario  
Canada

Ministry of Tourism and Recreation

Telephone  
212-308-1616  
Telex  
640501

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

November 8, 1983

**TOURISM REPORT FOR THE PERIOD UNDER REVIEW**

**April 1, 1983 through September 30, 1983**

During the above period, April, 1983 through September, 1983, numerous Eastern U.S. based tour operators/travel agents have visited Ontario for the purpose of showing these travel industry professionals the attractions available to inbound tourists. Upon their return to the U.S., the travel professionals are able to discuss the attractions with the travel public.

Visits included:

- 8/26/83 - 8/29/83: Capitol International Tours, Inc.,  
New Cumberland, PA  
Mountain View Tours, Albany, N.Y.  
Catawese Coach Co., Shamokin, PA  
(Toronto, Timmins, Cochrane, Moosonee)
- 9/25/83 - 9/29/83: Ober United Travel, Washington, D.C.  
(Elmira, Stratford, Hamilton, Niagara Falls, Toronto)
- 10/2/83 - 10/7/83: Arrow Tours, East Hartford, CT  
(Toronto, Kitchener, Hamilton, Kingston, Morrisburg)
- 10/21 - 10/23/83: Hardach Travel Service, Inc., N.Y., N.Y.  
(Toronto, Niagara Falls, Niagara-on-the-Lake)

In addition to the above, the Ministry worked with Third Century Tours, Miami, Florida, in their sponsorship of a series of familiarization tours for travel agents from their area, as follows:

- 4/14/83 - 4/17/83: Toronto, Niagara Falls, Montreal (see attached list #1 of attendees).
- 4/28/83 - 5/1/83: Toronto, Montreal (see attached list #2 of attendees).

5/5/83 - 5/8/83: Toronto, Montreal (see attached list #3  
of attendees).

5/19/83 - 5/22/83: Toronto, Montreal (see attached list #4  
of attendees).

The Ministry generally sponsors a lunch at a local restaurant to welcome the visitors and/or supplies ground transportation while in Ontario.

The New York based Manager (Eastern U.S.), Thomas J. Britt, usually serves as escort on travel agency/tour operators visits.

*Thomas J. Britt (B.C.)*

TJB/bc  
Attachments



# Third Century Tours

Airport Executive Tower 2 • 7270 N.W. 12th Street  
Post Office Box 526032 G.M.F. • Miami, Florida 33152  
Phone (305) 591-9266 • Telex 808084

①

ROOMING LIST - SUPER 7 FAM  
MONTREAL/TORONTO/NIAGARA FALLS

APRIL 14-17, 1983

1. Marcia Seidner  
Third Century Tours  
Sales Manager - Tour Conductor
2. Maria Lara  
Third Century Tours  
Sales Representative - Co-Conductor
3. Lazaro Medinilla  
Third Century Tours-Confirmation Desk
4. Claire Morano  
Galt Ocean Travel, Inc.  
3515 Galt Ocean Drive  
Ft. Lauderdale, Fl. 33308
5. Sonny Gentile  
Golden Jet Travel  
2841 E. Commercial Blvd.  
Ft. Lauderdale, Fl. 33308
6. Phyllis Gelb  
Destinations Unlimited  
4416 Inverrary Blvd.  
Lauderhill, Fl. 33319
7. Susan Chapman  
Tami Travel  
5528 W. Oakland Blvd.  
Lauderhill, Fl. 33313
8. Glenford H. Milwood  
Jefferson Travel, Inc.  
467 N.E. 167th St.  
North Miami, Fl. 33162
9. Emma Vasserman  
Cetycar  
8500 S.W. 8th Street  
Miami, Fl. 33144
10. Tami Widawski  
Travel Time  
29731 S. Dixie Highway  
Miami, Fl. 33189
11. Mario Sivak-Dromi  
Vertex Travel, Inc.  
1000 Lincoln Road Mall  
Miami Beach, Fl. 33139
12. Mary C. Tao  
Kings Bay Travel Service  
14473 South Dixie Highway  
Miami, Fl. 33176

ROOMING LIST - SUPER 7 FAM - APRIL 14-17 - THIRD CENTURY/EASTERN AIRLINES

13. Ana Ibis Capote  
All World Travel  
4014 N. 46th Avenue  
Hollywood, Fl. 33021
14. Judy Duke  
Bryant & Garrett Travel  
1st National Bank Annex  
Rome, Ga. 30161
15. Bill Stewart  
World Travel  
P.O. Box 1391  
Rome, Ga. 30161
16. Bonnie M. Lee  
Everywhere, Inc.  
28929 So. Dixie Highway  
Homestead, Fl. 33033
17. Graciella Rodriguez  
Trails Travel & Tourism International  
6350 S.W. 8th Street  
Miami, Fl. 33144
18. Amos and Dorothy Jilek  
United Travel Service  
2929 S.W. 3rd Ave., Suite 502  
Miami, Fl. 33129
19. Jackie Reale  
Harris Travel Service, Inc.  
5846 S.W. 73rd Avenue  
South Miami, Fl. 33143
20. Jerri Checkman  
Voyager Travel  
11099 Biscayne Blvd.  
Miami, Fl. 33161
21. June Eggleston  
Eastern Airlines Vacation Planning Desk  
Woodbridge, N.Y.
22. Earl Mainer  
EAVPD  
Salt Lake City
23. Nancy Lancaster  
EAVPD  
Charlotte, N.C.
24. Martye Phillips  
Same
25. Lu Martin  
Same
26. Barbara Redwinski  
EAVPD  
Boston
27. Micheline Montpetit  
EAVPD  
Montreal
28. Ron Hamelin  
VIA RAIL Representative  
(Hilton Harbour Castle Only)



2

# Third Century Tours

Airport Executive Tower 2 • 7270 N.W. 12th Street  
Post Office Box 526032 G.M.F. • Minmi, Florida 33152  
Phone (305) 591-9266 • Telex 808084

## ROOMING LIST - SUPER 7 FAM

### MONTREAL/TORONTO

APRIL 28-MAY 1, 1983

#### ROOM #

1. Eric Abbott  
Third Century Tours  
Tour Conductor
2. Doug Parker  
Third Century Tours  
Co-Conductor
3. Mary Gould  
Travel by Irene  
23013 S. State Rd. 7  
Boca Raton, Fl. 33433
4. Dick Hudson  
Fantasy Travel, Inc.  
3631 S. Federal Highway  
Boynton Beach, Fl. 33435
5. Janet Ricklick  
Knopke Travel  
210 So. Magnolia Avenue  
Tampa, Fl. 33606
6. Kimberly Ann Bryant  
Sunshine Travel  
111 West Marion Avenue  
Punta Gorda, Fl. 33950
7. Lenore Bernstein  
Mid-City Travel Service  
5345 Central Avenue  
St. Petersburg, Fl. 33710
8. Joan Hodges  
All World Travel  
1264 Independence Square  
Dunedin, Fl. 33528
9. Betty Conway  
Burnt Store Travel  
5500 Burnt Store Rd.  
Punta Gorda, Fl. 33950  
  
William H. Conway  
Pine Island Travel, Inc.  
P.O. Box 578  
Matlacha, Fl. 33909-0578
10. Jan Prentice  
Brandon Travel West  
410 Ware Blvd., Suite 100  
Tampa, Fl. 33619
11. Geoff Townsley  
Deluxe Travel, Inc.  
13186 N. Dale Mabry  
Tampa, Fl. 33619

THIRD CENTURY TOURS/EASTERN AIRLINES

Page 2. - Rooming List - Super 7 Fam - MONTREAL/TORONTO - April 28-May 1

- 12. Jayne Telzrow Caribbean Cruises  
3015 Aloma Avenue  
Winter Park, Fl. 32792
- 13. Judy Sorrentino Rainbow Travel  
4 Granada Street  
St. Augustine, Fl. 32804
- 14. Jim Stanley Keppie Travel  
442 Mandalay Avenue  
Clearwater, Fl. 33575
- 15. Adele Sevilla Custom Travel Service  
1887 W. Bay Drive  
Largo, Fl. 33546
- 16. Terry Fellingner Easy Travel Service  
1291 So. Pompano Pkwy.  
Pompano Beach, Fl. 33060
- 17. Kay Symonds Southeast Travel Corporation  
P.O. Box 2236  
New Smyrna Beach, Fl. 32069
- 18. Sue Staddick Oceanic Travel  
127 S. Ft. Harrison  
Clearwater, Fl. 33516
- 19. Sarah Ballard AAA Travel Agency  
375 Broad Ave., So.  
Naples, Fl. 33940
- 20. Margaret Welch Travel Adventures  
226 No. Eqlin  
Fort Walton Beach, Fl. 32548
- 21. Patricia C. Tully Rainbow Travel  
4 Granada Street  
St. Augustine, Fl. 32804
- 22. Willy Washington Eastern Airlines Vacation Planning Desk  
Atlanta
- 23. R. Gregory EAVPD  
Charlotte
- 24. J. Fairfax - XCLED EAVPD  
Nancy Helms Charlotte
- 25. C. Sullivan EAVPD  
Charlotte
- 26. M. Matusiak EAVPD  
Chicago
- 27. J. Fenton EAVPD  
Woodbrige, N.J.

MAY 5-8



# Third Century Tours

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3

ROOMING LIST - MONTREAL/TORONTO  
AGENTS FAMILIARIZATION TRIP  
THIRD CENTURY TOURS/EASTERN AIRLINES

Room #

1. Marcia Seidner  
Third Century Tours  
Sales Manager  
Tour Conductor
2. Thom Raso  
Third Century Tours  
Reservationist  
Co-Conductor
3. Patsy Daniel  
Daniel Travel, Inc.  
3310 Clemson Blvd.  
Anderson SC 2962;
4. Laura Fish  
Hendersonville Travel, Inc.  
121 W. Barnwell St., Heritage Square  
Hendersonville, NC 28739
5. Donna George  
Greer World Travel  
P.O. Box 535  
Greer, SC 29652
6. Gail Putman  
Bankers Trust  
P.O. Box ; 608  
Greenville, SC 29602
7. Virginia McWhorter  
Vacations Travel, Inc.  
McAlister Square  
Greenville, SC 29607
8. Mark Chesney  
Vacations Travel  
Rt. 1, Box 901  
Liberty, SC 29657
9. Constance D. Mixson  
Fugazy International Travel  
830 Hendersonville Rd.  
Asheville NC 28803
10. Irene Smith  
The Travel Store, Inc.  
Springs Plaza, Suite 291  
Bonita Springs, Fl. 33923
11. Dick Hogshead  
Dalton Travel Agency  
300 Emory Square  
Dalton, GA 30720

12. Bonnie Barga Osborne Travel Service, Inc.  
3379 Peachtree Rd., N.E.  
Atlanta, GA 30326
13. Cindy W. Lesko Teplis Travel Service, Inc.  
1845 The Exchange, Suite 150  
Atlanta, GA 30339
14. Dori Hopkins Plaza Travel  
6185 South Buford Hwy., Suite C-167  
Norcross, GA 30071
15. Lisa Wyley The Travel Center  
Riverbend Mall  
Rome, GA 30161
16. Dina C. Burke Four Seasons Travel  
204 E. Bay Street  
Savannah, GA 31401
17. Beverly Sharpe Purvis - Bankers Trust Travel  
P.O. Box 448  
Columbia, S.C. 29202
18. Virginia Goodman Rockingham Travel  
430-B West Kings Hwy.  
Eden, NC 27288
19. Nathan Wyl Pyramid Travel  
1765 Promenade Center  
Richardson TX 75080
20. Betsie Lytton Circle Tours  
400 W. Main  
Durham, NC 27701
21. Tellie Minton Eastern Airlines Representative  
Greenville, S.C.
22. Clemont Dessaulniers Quebec Tourism (Montreal only)
23. Jeannie Stewart Via Rail Representative
24. Beverly McAlister Eastern Airlines Vacation Planning Desk  
Miami
25. Rebecca Margolis Miami  
EAVPD
26. C. Schaffer Woodbridge  
EAVPD
27. N. Brodbar Woodbridge  
EAVPD
28. Allen Garcia Tampa  
EAVPD

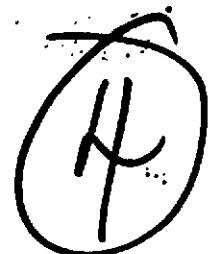
29.	Gwenn Burton	Charlotte EAVPD
30.	Pat Dover	Atlanta EAVPD
31.	Paul Mellanson -	Boston EAVPD
32.	Lorraine Lovell	Salt Lake City EAVPD
33.	Linda Marsden	Boston EAVPD
34.	Cindy Schmidt	Travel World 120 W. Rivers Street Boone, N.C. 28607
35.	Maggie Hardaway	American Express 6135 Park Rd., Suite 105 Charlotte, N.C. 28210

28.	E. Bongiovanni	EAVPD Woodbridge, N.J.		
29.	Louise Olivera	EAVPD Miami		
30.	Carl Alcorn Xcled	EAVPD Salt Lake City	30. Substitute Margaret Clarke,	Woodbridge EAVPD
31.	Nina Iacono	VIA RAIL		
32.		Eastern Air Lines Sales Representative		
33.	MaryAnn Paller	Red Carpet World Tours, Inc. 900 E. Atlantic Ave., Suite 7 Delray Beach, Fl. 33444		
34.	Lynn Brannon	B and W Travel Service 1115 No. Roan Street Johnson City, TN 37601		



## Third Century Tours

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QUEEN ELIZABETH  
MONTREAL

ROOMING LIST - MONTREAL/TORONTO FAM  
THIRD CENTURY TOURS / EASTERN AIRLINES

MAY 19-22, 1983

1. Sue Rose  
Third Century Tours  
Sales Manager  
Tour Conductor
2. Gladys Lage  
Third Century Tours  
Reservationist
3. Terry Androls  
Eastern Airlines Representative
4. Cynthia Castellon  
AAA World Wide Travel Agency  
3445 N. Causeway Blvd.  
Metairie, LA 70002
5. Martha Wyche  
Jackson Travel Agency  
6505 Line Avenue  
Shreveport, LA 71106
6. Lonnie Boutte  
Odyssey Travels, Inc.  
1800 W. Pinhook, Suite 106  
Lafayette, LA 70508
7. Mary Liz Krubbe  
CBD Travel/Latin Tours  
348 Baronne Street  
New Orleans, LA 70112
8. Shirley Schellhaas  
Adventuren Travel  
629 Derbigny Street  
Gretna, LA 70053
9. Joyce H. Provenzano  
D.H. Holmes Travel  
3301 Veterans Blvd.  
Metairie, LA 70002
10. Maria E. Schwelkert  
Iberoamericana Tours  
1440 Canal Street  
New Orleans, LA 70112
11. Beverly Meyer  
American International Travel  
406 N. 4th Street  
Baton Rouge, LA 70802
12. Freida Gammill  
Adventure Travel  
3400 Independence Drive  
Birmingham, AL 35209

THIRD CENTURY TOURS/EASTERN AIRLINES

Page 2 - Rooming List - Montreal/Toronto Fam - May 19-22

13. Shirley R. Wood Flying Carpet Travel Service, Inc.  
4115 Dyer Street  
El Paso, TX 79930
14. Barbara Alexander Trips Unlimited  
6565 W. Loop South  
Bellaire, TX 77401
15. Sharon A. Smith Travelworld  
1231 Alma Street  
Tomball, TX 77375
16. Sherrill Oeding Victoria Travel, Inc.  
4505 Lilac  
Victoria, TX 77901
17. Cheri Van Hoeven The Travel Factory, Inc.  
8562 Katy Freeway, Suite 140  
Houston, TX 77024
18. Shirley Minton Mid-American Tours  
5100 Poplar, Suite 707  
Memphis, TN 38317
19. Luceanne C. Overall The Dyersburg Ticketry  
209 W. Court Street  
Dyersburg, TN 38024
20. Michael Fischer Chaparral Travel  
2026 Sidney Baker Street  
Kerrville, Texas 78028
21. Carol Greenlee Travel Advisors, Inc.  
P.O. Box 1247  
San Antonio, TX 78295
22. Gussie Onsurez Travel & Tours Unlimited  
190 N. Stemmons  
Lewisville, TX 75067
23. Pat Baetz First Travel & Tours  
11532 Northwest Fwy.  
Houston, TX 77092
24. Jeannie Stewart Via Rail Representative
25. Terri Sullivan EAVPD  
Atlanta
26. Naomi Jackson EAVPD  
Charlotte

27.	Terry Leon	EAVPD Miami
28.	Mary Genrich	EAVPD Miami
29.	Ann McDonald	EAVPD Atlanta
30.	Aldo Watkins	EAVPD Chicago
31.	Mary Hansen	EAVPD Salt Lake City
32.	Sharon Chiavoli	EAVPD Boston
33.	Shirley French	EAVPD Woodbridge
34.	Carol Santaro	EAVPD Chicago

EASTERN AIRLINES, INC.

VACATION PLANNING DESK SUPERVISORS

No. Agents

No. Agents

28 Mr. Willie Washington  
VPD Supervisor  
Eastern Airlines, Inc.  
ATLANTA Reservations - ATLRR  
2791 Akers Mill Road, NW  
Atlanta, GA 30339  
(404) 435-1111 X-4145

Mr. Matt Pollaci  
VPD Supervisor  
Eastern Airlines, Inc.  
WOODBIDGE Reservations - WDBRR  
Rt. 27 and Wood Avenue  
Woodbridge Township  
Iselin, NJ 08830  
(201) 548-8100 X-4068

100

25 Margo Esposito  
VPD Supervisor  
Eastern Airlines, Inc.  
BOSTON Reservations - BOSRR  
Logan International Airport  
East Boston, MA 02128  
(205) 262-3700 X-4074

Ms. Lynn Hague  
VPD Supervisor  
Eastern Airlines, Inc.  
MONTREAL Reservations - YULRR  
4 Westmount Square  
Westmount, Quebec, Canada H3Z 2S7  
(514) 931-8211 X-120

14

50 Ms. Joan Walsh  
VPD Supervisor  
Eastern Airlines, Inc.  
CHARLOTTE Reservations - CLTRR  
6010 Fairview Road  
Charlotte, NC 28209  
(704) 366-6131 X-3012

Mr. Ray Nave  
VPD Supervisor  
Eastern Airlines, Inc.  
TAMPA Reservations - TPARR  
4101 West Columbus Drive  
Tampa, FL 33607  
(813) 877-8811 X-4171

6

50 Ms. Anna Maye Stine  
VPD Supervisor  
Eastern Airlines, Inc.  
CHICAGO Reservations - CHIRR  
800 Commerce Drive  
Oak Brook, IL 60521

Ms. Lisa Ocasio, VPD Supervisor  
Eastern Airlines, Inc.  
SAN JUAN Reservations - SJURR  
Eastern Airlines Building  
Santurce, PR 00911  
(809) 728-3131 X-339

2

10 Ms. Annie Agnew  
VPD Supervisor  
Eastern Airlines, Inc.  
MIAMI Reservations - MIARR  
4890 N.W. 36 Street, Bldg. 40  
Miami, FL 33148  
(305) 873-7419 X-4177

~~Ms. Ruthann Wilmes~~ Paula Hunter  
VPD Supervisor  
Eastern Airlines, Inc.  
SALT LAKE CITY Reservations - SLCRR  
2445 S. Jetway Avenue  
Salt Lake City, UT 84116  
(801) 539-4101 X-4063

19



Government  
of Ontario  
Canada

Ministry of  
Industry and  
Trade

Telephone  
214/386-8071

14901 Quorum Drive  
Suite 835  
Dallas, Texas 75240

30 September 1983

GOVERNMENT  
OF  
ONTARIO

OCT 12 1983

TO: D. M. Rodgers  
New York Office

RECEIVED  
NEW YORK OFFICE

FROM: W. G. Ritchie  
Dallas Office

RE: Semi-Annual U.S. Justice Department Report  
Dallas Office, April 1, 1983 - September 30, 1983

Attached is an outline of our activities for the six month period, April 1, 1983 to September 30, 1983 inclusive.

W. G. Ritchie

Attachment

## DALLAS OFFICE ACTIVITIES

### Staff Changes

Vicki A. Shelton joined the Dallas office staff as a secretary effective May 9, 1983.

### Major Activities - April 1983

The Dallas office assisted the Urban Transportation Development Corporation in making a presentation for a "people transporter" for use at the Dallas Zoo.

Members of the staff attended the American Institute of Steel Engineers Conference in Dallas.

A total of 65 Ontario companies were assisted with their marketing program during the month.

Four manufacturers representatives were appointed during the month of April.

Contacted a number of companies to ascertain if there was any interest in purchasing the B.F. Goodrich plant location in Kitchener, Ontario which was for sale.

One U.S. company indicated an interest in establishing a joint venture in Ontario and another was interested in making licensing arrangements.

### Major Activities - May 1983

The Dallas office together with the Canadian Consulate - General and the Quebec Government hosted a reception at the Offshore Technology Conference and was attended by 170 persons.

The office exhibited in the American Institute of Architects Show in New Orleans and also hosted a reception following the conference.

The staff assisted a number of Ontario companies that exhibited in the Forestry Products Show and the Engineering and Plant Operations Show.

## DALLAS OFFICE ACTIVITIES

### Major Activities - May 1983 (cont'd)

Ten companies were contacted concerning interest in industrial locations, joint ventures and licensing arrangements.

A total of 79 Ontario companies were assisted with their marketing plans and two manufacturers representatives were appointed.

### Major Activities - June 1983

A total of 51 Ontario companies were assisted with their marketing plans during this month and five manufacturers representatives were appointed.

The senior secretary in the office assisted the business development consultant in developing a computer program suitable for the Agents and Distributors files to be used in the Atlanta office.

The Dallas office exhibited in the Texas Restaurant Show and brought eight Ontario companies to Dallas for this show.

Arranged for the President and the Director of Marketing of Urban Transportation Development Corporation to visit Dallas and speak to the Dallas Area Rapid Transit committee.

Followed up on the Louisiana, Mississippi and Alabama Rapid Transit Project which is to provide a commuter rail system for the World's Fair to be held in New Orleans in 1984.

### Major Activities - July 1983

A total of 76 Ontario companies were assisted with their marketing plans during July. Three manufacturers representatives were appointed.

Staff of the office attended the Dallas Gift Show and the Professional Photographers Show and assisted Ontario companies attending.

## DALLAS OFFICE ACTIVITIES

### Major Activities - August 1983

A total of 44 Ontario companies were assisted with their marketing efforts during August and three manufacturers representatives were appointed.

Staff attended the Texas Nurseryman's Show and assisted the six Ontario companies that exhibited at the show.

Obtained U.S. Government approvals to U.S. Air Force Air Logistics Centres in Oklahoma City and San Antonio and also the Army Depot at Corpus Christi.

One staff member accompanied representatives of six Texas companies that visited Ontario to obtain information on and review facilities concerned with aerospace, electronics and the Patrol Frigate Program.

The Industrial Development Officer obtained leads on two possible branch plants, one joint venture and two licensing arrangements prospects.

### Major Activities - September 1983

A total of 53 Ontario companies were assisted with their marketing efforts during the month. Only one manufacturers representative was appointed.

Visit clearance having been obtained, one of the staff accompanied a representative of Orenda Engines to the Air Logistics Centres at Tinker Air Force Base, San Antonio and the Army Depot at the Naval Air Station, Corpus Christi.

A "Business and Investment Seminar" was held in Dallas, attended by 74 Dallas/Fort Worth Metroplex businessmen. The purpose of the seminar was to inform local manufacturers of how to do business in Ontario. The main speaker was Mr. John Dunlap, Ontario's Agent General to the United States.



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Telephone  
404-681-1524  
Cable Address:  
Tradin Atl.  
Telex:  
54 2665

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

October 19, 1983

Mr. D. M. Rodgers, Director  
Northeastern Trade Office  
Ministry of Industry and Trade  
Government of Ontario  
Suite 2800, 767 3rd Avenue  
New York, N. Y. 10017

Dear Dave:

Enclosed is our 6 month report covering trade and industrial development activities of the Atlanta office, April-September 1983, for submission to the U. S. Justice Department.

Please include information on a change in posting: J. B. Donoghue returned to Toronto in July 1983; T. A. Lillico assumed his position as head of post in August.

Yours truly,

T. A. Lillico  
Director  
Southeastern Trade Office

TAL/gsj  
Enclosure

GOVERNMENT  
OF  
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OCT 24 1983

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Ontario

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233 Peachtree St. NE., Suite 501  
Atlanta, Georgia  
U.S.A. 30303

APRIL 1983

ATLANTA ACTIVITIES: April 1 - September 30, 1983

#### TRADE

The following U. S. firms were appointed as representatives, agents, or distributors of Ontario companies:

Zelco, Inc./Charlotte, N. C.  
Lee & Associates/Winter Haven, Fla.  
H. Grimes Co./Birmingham, Ala.  
Crain Enterprises/Stone Mountain, Ga.  
Vince Diana Sales/Memphis, Tenn.  
Jim Moorefield/Taylor, N. C.  
W. B. Sanford/Mocksville, N. C.  
Butler Sales/Pearl, Miss.

Staff members attended 4 trade shows to investigate trade opportunities for Ontario firms.

#### INDUSTRIAL DEVELOPMENT

Contact was made with the following firms to discuss possible joint venture, licensing, or branch plant opportunities:

Milliken and Co./LaGrange, Ga.  
Hickory Specialties/Crossville, Tenn.  
Beaman Corp./Greensboro, N. S.



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233 Peachtree St. NE., Suite 501  
Atlanta, Georgia  
U.S.A. 30303

MAY 1983

ATLANTA ACTIVITIES: April 1 - September 30, 1983

TRADE:

The following agents and distributors were appointed to represent Ontario companies:

V. Diana Sales/Memphis, Tenn.  
A. J. Torok/Stone Mountain, Ga.  
Holcomb-Roth/Tampa, Fla.  
Delph-Context/Charlotte, N. C.

4 trade shows were visited during the month.

INDUSTRIAL DEVELOPMENT:

The following firms were contacted regarding licensing, joint venture, or branch plant possibilities in Ontario:

Electrical South/Greensboro, N. C.  
Conbraco Ind., Inc./Pageland, S. C.



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233 Peachtree St. NE., Suite 501  
Atlanta, Georgia  
U.S.A. 30303

JUNE 1983

ATLANTA ACTIVITIES: April 1 - September 30, 1983

TRADE:

Several companies were appointed to act as representatives for Ontario firms:

B. L. Robertson/Atlanta, Ga.  
J. Sherry Assoc./Florida  
Gugal, Tuttle & Assoc./Altamonte Springs, Fla.  
Remote Central Systems, Inc./Atlanta, Ga.

G. McDonell, J. Ardagh, T. Lillico visited Atlanta to present 5 year plan to staff. A reception was held to introduce Atlanta business community to T. A. Lillico, who will assume duties of Senior Representative in Atlanta.

Atlanta personnel attended 10 trade shows.

INDUSTRIAL DEVELOPMENT:

The following firms were contacted to discuss the possibility of a joint venture, branch plant, or licensing project in Ontario:

Beaman Corp./Greensboro, N. C.  
Professional Medical Products/  
Greenwood, S. C.



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233 Peachtree St. NE., Suite 501  
Atlanta, Georgia  
U.S.A. 30303

JULY 1983

ATLANTA ACTIVITIES: April 1 - September 30, 1983

TRADE:

The companies listed below were appointed by Ontario firms to act as representatives, agents, or distributors:

Consolidated Pipe & Supply/Pensacola, Fla.  
HEECO Air & Hydraulics/Tampa, Fla.  
Piedmont Energy Systems/Belmont, N. C.  
American Lake & Canals/Crystal River, Fla.  
World Sales/Orlando, Fla.  
Florida Inside Corp/Coral Gables, Fla.  
Lundia Systems of Atlanta/ Atlanta, Ga.  
Barber-Ayers & Assoc./Greensboro, N. C.  
Raymond E. Allen Co./Knoxville, Tenn.  
Peter Anderson/Birmingham, Ala.

Atlanta staff members attended 12 trade shows during the period.

INDUSTRIAL DEVELOPMENT:

The following companies were contacted regarding joint venture, licensing, or branch plant opportunities in the Province:

Hayes Microcomputer/Norcross, Ga.  
Olan Mills/Chattanooga, Tenn.  
Hickory Specialties/Crossville, Tenn.  
Stencel Aero Eng./Arden, N. C.



Ontario

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Telex:  
54 2665

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

AUGUST 1983

ATLANTA ACTIVITIES: April 1 - September 30, 1983

TRADE:

The companies listed below were appointed to act as agents, representatives, or distributors for Ontario firms:

Rayford & Assoc./Mobile, Ala.  
Grabol/Atlanta, Ga.  
Capital Equipment Sales/Charlotte, N. C.  
Juno Industries/Lakeland, Fla.  
Laycock/Treasure Island, Fla.  
Nosun Engineering/Lakeland, Fla.

13 trade show visits were made by Atlanta staff to judge trade opportunities for Ontario companies.

INDUSTRIAL DEVELOPMENT:

The following firms were contacted to discuss the possibility of a joint venture, licensing, or branch plant project in Ontario:

A.C. Manufacturing Co./Miami, Fla.  
Mill Energy/Atlanta, Ga.  
Beckwith Electric/Largo, Fla.  
Olan Mills/Chattanooga, Tenn.



Ontario

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Canada

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Tradin Atl.  
Telex:  
54 2665

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

SEPTEMBER 1983

ATLANTA ACTIVITIES: April 1 - September 30, 1983

TRADE:

The following companies were appointed to act as agents, distributors, or representatives for client firms in Ontario:

Edward Sitz/Slidell, La.  
Joseph Sitz/Atlanta, Ga.  
Capital Equipment Sales/Charlotte, N. c.  
Fluid Power/Memphis, Tenn.  
International Group Marketing/Florida  
Marketing Masters/Atlanta, Ga.

Our staff members attended 16 trade shows to determine possible export opportunities for Ontario firms.

INDUSTRIAL DEVELOPMENT:

Discussions took place with the following companies in regard to branch plant, joint venture, or licensing opportunities in Ontario:

Daniel Construction/Greenville, S. C.



OF  
ONTARIO

001 28 1983

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Government  
of Ontario  
Canada

Ministry of  
Industry and  
Trade

Telephone  
312-782-8688  
Telex:  
20 6084

Suite 418  
208 South La Salle St.  
Chicago, Illinois  
U.S.A. 60604

24 October 1983

MEMO TO: Mr. David Rodgers  
New York Office

FROM: Brian Richmond  
Chicago Office

SUBJECT: MAJOR ACTIVITIES & PERSONNEL CHANGES  
- CHICAGO -  
APRIL 1, 1983 to SEPTEMBER 31, 1983

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Attached is a condensed version of our activities for the past six months that is required for your report to the Justice Dept.

Please advise, upon receipt, if it is enough detail or if any further information is required.

Kind regards,

Brian



Government of Ontario  
Canada

Ministry of Industry and Trade

Telephone  
312-782-8688  
Telex:  
20 6084

Suite 418  
208 South La Salle St.  
Chicago, Illinois  
U.S.A. 60604

CHICAGO OFFICE ACTIVITIES - INDUSTRY & TRADE

APRIL 1, 1983 to SEPTEMBER 31, 1983

MARKETING ASSISTANCE AND INDUSTRIAL DEVELOPMENT

April, 1983

- Five solo missions to the area. . .
- Nipigon Studios, Toronto - APPOINTED - The Market Place  
Northbrook, IL
- Nipigon Studios, Toronto - Gerry King Assoc.  
Chicago, IL
- Cymbol Cybernetics - J.Kennaugh & Assoc.  
Ottawa Bensenville, IL
- Thor Steel, Mississauga Universal Engineering  
Cedar Rapids, Iowa
- United Plastics Components Rich G. Russell  
Dashwood, Ontario Lincolnwood, IL
- United Plastics Components Jim Akers, Renton, WA
- United Plastics Components Gibco Services, Birmingham, MI
- Cymbol Cybernetics A.W. Reiser, Grafton, OH

INDUSTRIAL DEVELOPMENT

- Seven visitors to Robotics Show.
- Chicago Blower Corp. completed licensing agreement with  
IBL Industries - Burlington, Ontario.

MAY, 1983

- Two trade missions - Building Components Mission to St. Paul,  
12 Ontario companies.
- Hardware/Housewares mission to Chicago,  
20 Ontario companies

Agents appointed by Ontario companies:

- Mr. Firewood - John Pesses  
Toronto Rock Island, IL  
Glover & Gilbert  
Northbrook, IL
- Postwright Pkg - Hinkle Sales  
Dundas Toledo, OH  
OMNI Packaging  
St. Louis, MO
- Kel Kem - Hinkle Sales  
Ajax Toledo, OH  
Friendly Fire  
Normal, IL
- Seabreeze Mfg.  
Toronto  
Bendell Sales  
Minneapolis, MN
- Hambro Structures  
Mississauga  
Approved Structural Products  
St. Paul
- Stanley Knight Ltd.  
Meaford  
Structural Products Inc.  
Fargo, N.D.
- Kakabeka Timber  
Kakabeka Falls  
Seifert Sales,  
Minneapolis, MN
- Hilan Creative Play Structures  
Ottawa  
Builders Eng. Co.  
St. Paul
- Formex Int.  
Strathroy  
Dow Sales Co.  
Minneapolis
- Hickey Plastics  
Scarborough  
Karl Fogelberg Co.  
St. Paul
- Gemite  
Rexdale  
Conspec  
Minneapolis, MN
- Mauraire Drying Systems  
Toronto  
Phil Hutchinson Co. & Dalco Co.  
Minneapolis, MN Minneapolis
- Youngstar  
Toronto  
Bendell Sales, Minneapolis, MN
- Kakabeka Timber  
Kakabeka Falls  
Home Improvement Centers  
Gurnee, Illinois
- Cambridge Shoes  
Cambridge  
V&H Sales  
St. Charles, IL
- Canada Clutch  
Guelph  
American Midwest Mach. Builders  
Oak Lawn, IL

Sidlaw Ltd. (6)  
Mississauga

Mid-America Sales & Power Reps.  
Overland Park, KA Northfield, IL

Apex Power Equip. & Bearing & Power  
Maywood, IL Franklin Park, IL

Viking Chain & Power Trans. Equip.  
Chicago Chicago, IL

Enamex  
Trenton

Harvey Bartel  
Mason, MI

Jeamar Winches  
Thornhill

Cam Assoc.  
Chicago, IL

Industrial Development

No completions this month.

June, 1983

- Food mission to Detroit - 30 Ontario companies.

- Five following missions to the area.

- Agents appointed by Ontario companies -

- Cambridge Stamping Inc.  
Cambridge, Ontario

J.H. Williamson & Co.  
Mt. Prospect, IL

- Elastocrete Products Ltd.  
Mississauga, Ontario

Buckley Inc.  
Geneve, IL

- Bear Country  
South River

Chas. McNulty Assoc.  
St. Louis, Missouri

- C&L  
Guelph

ASL Distributors  
Ft. Wayne, Indiana

- Leo May  
Sudbury

Elias Shaker  
Park Ridge, IL

- Artistic Skylight Domes  
Malton, Ontario

Halm Bldg. Supplies & Spec.  
Lyons, IL

- Sea Bend  
Seaforth, Ontario

Abe Rosengard & Assoc.  
Riverside, IL

- Moldex Ltd.  
Barrie

HOK Sales  
Villa Park, IL

- Die Cut Group  
Weston

Bradford & Assoc.  
Minneapolis, MN

- Die Cut Group

Vande Moore Assoc.  
Minneapolis, MN

Industrial Development

No completions this month.

July, 1983

Marketing Assistance:

- Seven solo missions to the area
- Twenty agents appointed by Ontario companies.
- Interactive Circuits,  
Ottawa  
Electro Tech Marketing  
Chicago
- Rae Vise, Orillia  
A.F. Brandt, Northbrook
- Rae Vise, Orillia  
Stanley Assoc., Evanston
- Dynamic Custom Equip,  
Mississauga  
Howard Davenport Assoc.,  
Chicago
- Edfran Enterprises,  
Scarborough  
L.S. Assoc.,  
Highland Park, IL
- Summit Products Co.,  
Weston  
Carl Anderson,  
Minneapolis, MN
- Summit Products Co.,  
Weston  
Irv Turbin, Morton Grove
- Gustin Kraemer Ltd.  
Downsview  
Big Apple Food Brokers  
Minneapolis
- Thrush Inc., Rexdale  
Direct Communications  
Creston, Iowa
- Knoch Mfg., Dorchester  
Stern Assoc., Michigan City, IN
- Multi-Jet Energy Systems,  
Cambridge  
Jevnick Assoc.,  
Wisconsin Rapids
- Multi-Jet Energy Systems,  
Cambridge  
Bach Engineering
- Armstrong Jones Ltd.,  
Toronto  
Fleetwood Sales  
Burr Ridge, IL
- Shirlon Plastic,  
Cambridge  
Cast Products,  
Elkhart, IN
- Shirlon Plastic,  
Cambridge  
Kern & Assoc.  
Swartz Creek, MI
- Ideal Stampings, Ridgetown  
J.H. Williamson,  
Winnetka, IL
- World Billiards, Toronto  
Dufferin Inc.  
Wheeling, IL
- Listen for Pleasure, Downsview  
Newman Communications  
Albuquerque, N.M.
- National General Filter,  
Brampton  
Harvey Dow Co.,  
Minneapolis

Industrial Development

- FIRA approval granted to - Sterline Manufacturing, Chicago and Killark Electric, St. Louis.

August, 1983

Marketing Assistance

- Five solo missioners to the territory.

ONTARIO CO.

U.S. AGENT

Roth Corp., Thornhill  
Pacline Corp., Georgetown  
Pacline Corp., Georgetown  
Alron Co., Midland  
Alron Co., Midland  
B.N.T., Toronto  
Metro Sportswear, Toronto  
Sinteris, Blenheim  
Sinteris, Blenheim  
Portage Trade, Waterloo  
Wildshore Distributors, Concord  
Shoal Lake Wild Rice, Keewatin  
Shoal Lake Wild Rice, Keewatin  
Shoal Lake Wild Rice, Keewatin  
Shoal Lake Wild Rice, Keewatin  
Shoal Lake Wild Rice, Keewatin

Streff Sales, Chicago, IL  
Industrial Crane, Chicago, IL  
Warurck Conveyor, Flint, MI  
Exact Tool, Barrington, IL  
H&B Sales, Chicago, IL  
John Mast & Co., Northbrook, IL  
Shirley Hoffman, Chicago, IL  
Locke Bros., Milwaukee, WI  
Component Services Inc., Elyria, OH  
Professional Marketers, Broadview, IL  
Canameco Sales & Mktg., Chicago, IL  
Mille Lacs Wild Rice, Mille Lacs, MN  
Creamette Corp., Minneapolis, MN  
De George & Halmer, Milwaukee, WI  
Hyzer Brokerage, Des Moines, Iowa  
SMI Sales & Marketing, Palatine, IL

Industrial Development

FIRA approval granted to Collis Curve of Minneapolis.

September, 1983

- Nine solo missioners to the territory.

ONTARIO COMPANY

U.S. AGENT

JHC Knock Manufacturer - Appointed - G.T. Stern, Michigan City, MI

BR Rae Vise, Orillia, Ontario

Harry Emfard Sales, Detroit, MI

BR Rae Vise, Orillia, Ontario

George Burns Assoc., Sheboygan, MI

GM Die Cut Group, Toronto

Russell & Co., Lincolnwood, IL

GM Die Cut Group, Toronto

Shurin Co., Chicago, IL

GM M&K Plastics, Concord

Preferred Premium, Skokie, IL

GM M&K Plastics, Concord

McCar & Mcagee, Oakbrook, IL

GM M&K Plastics, Concord

Steve Decker, ...

Industrial Development

Mailings sent to 1,000 Chicago area and Cincinnati area firms to determine interest in industrial development in Ontario.



GOVERNMENT  
OF  
ONTARIO

NOV 2 1983

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 28, 1983

MEMORANDUM TO:

David Rodgers  
Senior Representative  
New York Office

FROM:

Fred J. Hall  
Senior Representative  
Los Angeles Office

RE:

U.S. Dept. Of Justice  
Semi-Annual Report  
April 1st, 1983 - September 30th/83

1. STAFF CHANGES:

CHANGES:

Richard LaPalme commenced services in this office on August 1, 1983 as a Business Development Consultant.

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

Fred J. Hall  
Gurpal S. Khaira  
Robin Jepsen  
Bonnie Choate  
Deborah Hryniuk  
Arthur Gauthier  
Jacquelyn A. Light

LOS ANGELES OFFICE SUPPLEMENTAL ACTIVITIES:

APRIL 1983

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

Triad  
Equitorial Comm.  
Rolm  
Hewlett-Packard  
Total Image  
Int. Potex

Sunnyvale  
Mt. View  
Santa Clara  
Palo Alto  
San Diego  
Reno

LOS ANGELES OFFICE SUPPLEMENTAL ACTIVITIES: contd

L.M. Schofield Co.	Los Angeles
Monarch Mirror Door	Los Angeles
American Telecom	Anaheim
Micro Computer Systems	Sunnyvale
Kemstock Ltd.,	Santa Ana

Following agents were appointed to sell Ontario manufactured goods:

Sedco Sales  
Wayne Stanley  
J & J Association  
Bay Reprographics

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

National Assoc. of Corrosion Engineers Show

MAY 1982

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

Allegretti Corp.	Chatsworth
Aqua Ben Corp.	Orange
Calco Mfg.	Gardenia
Benson Corp.	San Jose
Micro Computers System	Sunnyvale
Diamond Tool and Die	Oakland
Rising Star Mining Corp.	Ione
Kemstock Ltd.,	Santa Ana
Porta Bote	Mt.View

Following agents were appointed to sell Ontario manufactured goods:

C.E.S. Tools, Gardenia  
Marketing Services Co.  
J.D. Sales, Oregon  
Paul Adams, Denver

Pg: 3

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

Defense '83  
Western Hospitals Association

Maintained personal contact on trade and investment matters with the 3 Canadian Consulates in our territory.  
JUNE 1983

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

Benson Corp.	San Leandro
Dysan Corp.	Santa Clara
Stewart Reiss Labs	Tarzana
Watkins Johnson	Palo Alto
K.C. Metals	San Jose
Lang Mfg.	Redmond, Wa.
Boeing Assoc. Products	Seattle, Wa.
Altos Computer Systems	San Jose
Consolidated Fibers	San Francisco
U.S. Computer Systems	Sacramento
Nars and Associates	Bellevue, Wa.
Hiller Aviation	Porterville, Ca.
Galco-Hawaiian Mfg.	San Francisco
Spectrum A/C Co.	San Francisco

Following agents were appointed to sell Ontario manufactured goods:

Marketing Service  
Golden Crown  
Gurlich-Mitchell  
Compass Marketing  
CTI Frontier  
John Green

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

Gourmet Show/San Francisco  
National Computer Show/Anaheim

Involved in the Telecommunication Mission.

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

Pg:4

JULY 1983

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

Chico San	Chico
Linear Corporation	Inglewood
Serrot Corp.	Huntington Beach
Consolidated Fibers Inc.	San Francisco
Scotfield LM Co.	Los Angeles
Plastifled	Fountain Valley
B.P. Cable Data	Sacramento
Delmar Window Cover	Westminster

The following agents were appointed to sell Ontario manufactured goods:

Broomfield Co.  
T. Kefalas  
Medical Mark Association  
Ergotech  
Eldco

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

Auto. Service Council of Calif. Show  
National Interior Landscape Show  
Int. Exposition for Disabled/ San Francisco  
Pacific Coast Builders Conference/ San Francisco

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

AUGUST 1983

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

Delmar Windows Coverings	Westminster, Ca.
Linear Technology	Inglewood, Ca.
Allegretti Co.	Chatsworth, Ca.
Hiller Aviation	Porterville, Ca.
Industrial Laser Service	San Francisco
Systems for Automatic Test	San Francisco
Dunham-Bush Inc.	San Francisco

The following agents were appointed to sell Ontario manufactured goods:

James D. Mah and Associates

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

San Francisco Gift Show  
Los Angeles Gift Show  
Western Plant Engineering Show/Ahaheim

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

SEPTEMBER 1983

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

Hydro-Aire Industrial	Burbank
Syntex	Palo Alto
South Pacific Transport	Los Angeles
Schlage Lock Co.	San Francisco
Bechtel	Los Angeles
Computerland	Hayward, Ca.
Genstar	San Francisco
Levi Strauss	San Francisco
Jacobs Electrial	Los Angeles
Tedco Assoc.	Visalia, Ca.
Badar Munir Butt	Culver City
Christian Engineering	San Francisco
Kane Products	Lafayette, Ca.
K.C. Metals	San Jose
Rising Star Mining Co.	Ione, Ca.
Baker International	Orange
Veratrim Corp.	Sunnyvale

The following agents were appointed to sell Ontario manufactured goods:

Beck Arnley  
S. Regner  
Sanford Sales  
Lighting Concepts  
Sid Drosnin

Pg:6


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

American Dietetic Assoc. Show  
RETSIE (Renewable Energy Technologies Symposium and Int.Exposition  
Special Advertising Association  
Action Sports Fall Expo

Involved in the Food Mission in Los Angeles.

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

During the six month period of this report 235 Ontario companies were assisted.

---

Fred J. Hall  
Director

FJH/bjc

TOURISM ACTIVITIES

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

Seminars & Travel Shows/Exhibits

- April 13 - Attended a CGOT, Los Angeles sponsored seminar on winter activities in Canada.
- April 15-17 - 5th Annual Travel Show was held at the Los Angeles Convention Center.
- April 22-24 - The TravelAge West Show was held in Reno, Nevada.
- May 1-5 - Attended Rendezvous Canada in Toronto.
- September 4-7 - The American Society of Association Executives held their convention at the Moscone Center in San Francisco.

A large Canadian contingent attended including the Toronto Convention & Visitors Association. Ontario Tourism did not attend this event but at least two groups who attended the convention will be holding conventions in Toronto in 1984.

GOVERNMENT OF ONTARIO  
STATEMENT OF EXPENDITURES - U.S. OFFICES  
FOR THE SIX MONTHS ENDING SEPTEMBER 30, 1983

	<u>New York</u>	<u>Chicago</u>	<u>Los Angeles</u>	<u>Atlanta</u>	<u>Dallas</u>
<u>SALARIES</u>					
	149,458	131,833	119,898	102,089	131,232
<u>FOREIGN SERVICES ALLOWANCES</u>					
Education					
Rent	34,157	9,678	2,761	340	13,699
Representation	2,000	1,629	18,255	13,378	1,925
Utility	1,521	1,449	2,284	1,796	2,955
Foreign Service Premium	8,440	4,542	2,981	2,300	6,096
Equalization Adjustment	7,651	4,171	7,597	5,832	3,275
			5,834	4,455	
<u>TRANSPORTATION &amp; COMMUNICATIONS</u>					
Communications	10,408	12,296	6,743	5,160	5,037
Mailing	2,829	4,461	1,927	661	716
Staff Travel	21,813	10,656	11,754	12,488	13,264
Freight Customs	842	990	1,078	3,259	1,019
Staff Hospitality	3,248	908	858	306	1,337
<u>SERVICES</u>					
Commercial & Legal	748		560		480
Promotional Publications	1,460	2,986	786		1,047
Staff Recruitment					
Exhibits and Fairs	1,350	667	2,634		892
Rental - Office Equipment	1,014	536	176		1,040
Rental - Photo & Printing	2,558	177	30	435	1,040
Rental - Physical Assets	126,368	32,064	45,063	1,097	28,788
Reception & Seminars	2,335	1,677	1,604	21,003	693
Repairs - Land & Building	1,253				194
Repairs - Machinery & Equipment	695	1,733	1,986		37
Advertising Expenses	1,032				
Insurance Expense	917	994		506	
Other Services	1,583	3,865	444	301	772

SUPPLIES & EQUIPMENT

Office Equipment  
Office Supplies  
Utilities  
Promotional Items  
Newspapers & Publications

	<u>New York</u>	<u>Chicago</u>	<u>Los Angeles</u>	<u>Atlanta</u>	<u>Dallas</u>
	2,192	14,917	15,859	16,404	14,135
	1,396	3,925	2,460	1,592	1,873
	3,309	587	59	514	609
	2,413	1,051	413		1,107
		1,098			
	<u>392,990</u>	<u>248,890</u>	<u>254,044</u>	<u>193,916</u>	<u>232,222</u>

