

APR 11 1988

For Six Month Period Ending _____
(Insert date)

Name of Registrant

Registration No. 2087

GOVERNMENT OF ONTARIO, CANADA

Business Address of Registrant

800 THIRD AVENUE
NEW YORK, NEW YORK 10022

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 No
- (2) Citizenship Yes No
- (3) Occupation Yes No

(b) If an organization:

- (1) Name Yes No
- (2) Ownership or control Yes No
- (3) Branch offices Yes No

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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 PROSECUTION UNIT

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>
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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>
Arnold Mansdorf	62 Third Place Brooklyn, NY 11031	Commercial Officer	August 1987

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 principal¹ during this 6 month reporting period? Yes No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

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

GOVERNMENT OF ONTARIO, CANADA

III--ACTIVITIES

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

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

THE FOREIGN PRINCIPAL'S ACTIVITIES AND SERVICES ARE CONCENTRATED IN THREE CATEGORIES:

1. TOURISM - OUR OFFICE PROVIDES TRAVEL COUNSEL, MAPS, DESCRIPTIVE LITERATURE, ETC. TO INDIVIDUALS, TOURIST BUREAUS AND OFFICES.
2. INDUSTRIAL DEVELOPMENT - OUR OFFICES HAVE, DURING THE SIX MONTHS, 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 THE NECESSARY DATA REQUIRED FOR ANALYSIS AND FEASIBILITY STUDIES.
3. 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.

SEE ATTACHMENT "ACTIVITIES" FOR DETAILS

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?
Yes No

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

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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.

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

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes No

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

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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"REFER TO ATTACHED STATEMENT OF EXPENDITURES"

(WE ARE REIMBURSED FOR THESE AMOUNTS BY GOVERNMENT OF ONTARIO, QUEENS PARK, TORONTO, ONTARIO, CANADA.)

Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes No

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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³A 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).
⁴Things 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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	"SEE ATTACHED"	(GOVERNMENT OF ONTARIO, STATEMENT OF EXPENDITURES)	
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Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

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

Yes No

If yes, furnish the following information:

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

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes No

If yes, furnish the following information:

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

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

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

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

17. Identify each such foreign principal.

ON BEHALF OF THE GOVERNMENT OF ONTARIO, CANADA

⁵Things 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.

SEE ATTACHMENT "GOVERNMENT OF ONTARIO, CANADA, STATEMENT OF EXPENDITURES"

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) INDEPENDENT BUSINESS REPRESENTATIVES

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 A⁶ Yes No NOT APPLICABLE
Exhibit B⁷ Yes No

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

NOT APPLICABLE

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

If no, please attach the required amendment. NOT APPLICABLE

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-47) sets forth the information required to be disclosed concerning each foreign principal.

⁷The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-45) 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 C¹, state whether any changes therein have occurred during this 6 month reporting period. Yes No

NOT APPLICABLE

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)

(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.)



DESMOND A. BENFIELD
DIRECTOR - EASTERN U.S.A.

Subscribed and sworn to before me at NEW YORK, NEW YORK

this 12th day of May, 19 88

SMITH
NOTARY PUBLIC, State of New York
Certificate No. 4865483
Qualified in New York County
Commission Expires June 23, 1988



(Signature of notary or other officer)

¹The 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.)

STATEMENT OF EXPENDITURES - U.S. OFFICES

FOR THE SIX MONTHS ENDED MARCH 31, 1988

	New York	Chicago	Los Angeles	Atlanta	Dallas	Boston
SALARIES AND BENEFITS						
	356,200	195,800	147,300	133,200	161,000	125,500
FOREIGN SERVICE ALLOWANCES						
Salary Equalization Adjustment	18,800	5,600	5,900	5,300	4,500	3,200
Foreign Service Premium	15,800	7,100	7,400	8,100	8,200	2,500
Rent Allowance	50,600	5,300	11,700	10,900	12,800	13,700
Representation Allowance	6,400	2,400	2,600	2,400	2,500	1,200
Utility Allowance	5,800	2,300	2,800	3,900	4,300	4,000
Education Allowance	0	0	0	0	0	500
TRANSPORTATION & COMMUNICATIONS						
Communications	27,800	22,200	12,900	8,200	9,900	9,700
Mailing	5,200	3,900	4,800	1,800	3,500	1,100
Staff Travel	49,300	24,300	17,400	16,200	15,000	10,000
Transportation of Goods	700	900	200	600	400	300
Hospitality	20,000	4,400	2,500	200	3,300	1,900
Advertising	0	0	1,900	0	0	300
Exhibits & Pairs	5,900	500	2,400	1,000	1,600	500
Publication's Printing	500	0	0	0	0	400
RENTAL						
Office Equipment	1,200	1,200	600	2,300	3,100	4,900
Photocopying & Printing	2,800	0	2,600	2,000	1,900	0
Physical Assets	189,800	49,000	19,400	16,600	14,400	18,100
REPAIRS						
Building & Land	16,700	0	0	0	0	100
Machinery & Equipment	500	100	2,700	1,800	4,400	1,900
PRESENTATION & SEMINARS	2,600	700	0	3,200	500	700

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INTERNAL SECURITY
SECTION
REGISTRATION UNIT

STATEMENT OF EXPENDITURES - U.S. OFFICES

FOR THE SIX MONTHS ENDED MARCH 31, 1988

	New York	Chicago	Los Angeles	Atlanta	Dallas	Boston
INSURANCES	500	0	0	0	2,000	0
OTHER SERVICES	2,900	1,300	1,100	800	1,500	500
SUPPLIES AND EQUIPMENT						
Office Equipment	100	2,300	500	0	500	200
Office Supplies	11,800	3,300	5,100	1,800	6,200	3,700
EDP Supplies	100	0	0	100	0	2,400
EDP Equipment	21,200	0	0	0	0	0
Promotional Items	0	2,800	1,700	0	0	0
Other Supplies	410	0	0	0	0	0
TOTAL EXPENDITURE	813,610	335,400	253,500	220,400	261,500	207,300

Management Planning, Budgeting & Analysis
 May 3, 1988

U.S. DEPARTMENT OF JUSTICE
REPORT

GOVERNMENT OF ONTARIO/CANADA
SUMMARY OF ACTIVITIES OF ALL U.S.
OFFICES
OCTOBER 1, 1987 - March 31, 1988

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INTERNAL SECURITY
SECTION
FEDERAL BUREAU OF INVESTIGATION

JUSTICE DEPARTMENT REPORT
SUMMARY OF ACTIVITIES
OFFICE: NEW YORK

MONTH: OCTOBER/87

Ontario Companies Assisted: 110

Met with the following U.S. Companies to discuss investment opportunities:

1. WORLD TRANE CLUB OF LONG ISLAND ASSOCIATION
MR. ULDIS KLAUS - PROGRAM CHAIRMAN MR. SPENCER ROSS - PRESIDENT
2. N.Y. STATE DEPT. OF COMMERCE
MR. GEORGE SOTERIS MR. MIKE MASOJONICH
3. SONY CORPORATION
MR. NOBY MAEDA
4. N.Y. STATE DEPT. OF COMMERCE
MR. ARTHUR PEARLROTH

The following U.S. Agents were appointed to sell Ontario goods:

- 1 DEUX AMIS, NEW YORK, NEW YORK
- 2 VICTORIA WATSON, NEW YORK, NEW YORK
- 3 VIRGINIA BROOKS, NEW YORK, NEW YORK
- 4 SPECTIVE AUDIO, NEW YORK, NEW YORK
- 5 PHILA. PROTECTION PRODUCTS, PHILA, PA
- 6 A.I.D., BETHPAGE, NEW YORK
- 7 LADIN ASSOC, HOLLIS, NEW YORK
- 8 MIKE DANOPOLI, NEW YORK, NEW YORK

Staff attended: _____ Trade Shows. (~~INFO-GLOBE~~)
_____ Consular Visits.
_____ Seminars.
_____ Others.

JUSTICE DEPARTMENT REPORT
SUMMARY OF ACTIVITIES
OFFICE: NEW YORK
MONTH: _____

Ontario Companies Assisted: _____

Met with the following U.S. Companies to discuss investment opportunities:

Lundy Electronics & Systems Inc. Glen Head, NY
MR Thomas J Johannsen, Ridgewood, NJ
Pike-Off Bay Shore, NY
Target Rock Corporation, Farmingdale, NY
The Peelle Co. Inc. Bay Shore, NY
Love 4 Slide & Stamping, Freeport, NY
J. D'Addario & Co. Farmingdale, NY
I.C.B., Westbury, NY

The following U.S. Agents were appointed to sell Ontario goods:

Staff attended: _____ Trade Shows.
_____ Consular Visits.
_____ Seminars.
_____ Others.

JUSTICE DEPARTMENT REPORT
SUMMARY OF ACTIVITIES

OFFICE: NEW YORK

MONTH: November 1987

Ontario Companies Assisted: _____

Met with the following U.S. Companies to discuss investment opportunities:

International Consulting & Engineering, Bronx, NY
Lebo Peerless Corporation, Bloomfield, NJ
Lecture Consultants, West Hampton Beach, NY
Bank Leumi N.Y.C.
McW Manufacturing Corp, Bohemia, NY
McLaughlin Partners Inc, NYC
McYraw Box Co Inc, McYraw, NY
National Westminster Bank, Rockville Centre, NY

The following U.S. Agents were appointed to sell Ontario goods:

Staff attended: _____ Trade Shows.

_____ Consular Visits.

_____ Seminars.

_____ Others.

JUSTICE DEPARTMENT REPORT
SUMMARY OF ACTIVITIES

OFFICE: NEW YORK
MONTH: November 1987

Ontario Companies Assisted: _____

Met with the following U.S. Companies to discuss investment opportunities:

Microwave Distributors Co. Commack, NY
NEC America, Melville, N.Y.
WORLD TRADE CLUB OF LONG ISLAND ASSOC.

The following U.S. Agents were appointed to sell Ontario goods:

Staff attended: _____ Trade Shows.
_____ Consular Visits.
_____ Seminars.
_____ Others.

JUSTICE DEPARTMENT REPORT
SUMMARY OF ACTIVITIES
OFFICE: NEW YORK

MONTH: JANUARY 1988

Ontario Companies Assisted: 65

Met with the following U.S. Companies to discuss investment opportunities:

1. AEL CORPORATION - PENNSYLVANIA
MR. STAN DISSAN, MR. GENE SUDOL
2. BRUMMAN CORPORATION, BETH PAGE, NY
MR. CHARLES PIEROTH, MR. ROGER CARSON, MR. B. RELGIO
3. FIRST BOSTON CORP., MR. WOLF DEMISCH
4. DEPT. OF COMMERCE, PUTNAM, N.J., MR. BORDEN

The following U.S. Agents were appointed to sell Ontario goods:

1. LARRY LEININGER, PITTSBURGH
2. TOM EKYL, BUFFALO
3. PIERCE PHELPS, PHILADELPHIA, PA.
4. THE WINE ENTHUSIAST, PLEASANTVILLE, NY.
5. NEMA - MOUNTAINTOP, P.A.
6. MARTIN GREEN, PITTSBURGH, PA.
7. RALPH MYERS ASSOC., ONEIDA, NY
8. SWARTY ASSOC., OINEY, MD
9. MARION GOLDSTEIN, NEW YORK, NY
10. ROSENBERG ASSOC., ROCHESTER, NY
11. D.A. FECHER, INC., PHIL., PA.

Staff attended: 1 Trade Shows. NATIONAL POOL + SPA SHOW - ATLANTIC CITY, NJ

 Consular Visits.

 Seminars.

1 Others. "MANSTYLE" RECEPTION - ONTARIO GOVERNMENT

OFFICES - N.Y.

JUSTICE DEPARTMENT REPORT
SUMMARY OF ACTIVITIES
OFFICE: NEW YORK

MONTH: FEBRUARY 1988

Ontario Companies Assisted: 273

Met with the following U.S. Companies to discuss investment opportunities:

1. U.S. Dept. of Commerce

MR. L. GREENBERG

2. A.M. TRADE + FINANCE

MR. BERT COX

3. TAURUS GOVERNMENT COUNSELLING JOBS

MS. LYNN BATEMAN

4. CELTIC DESIGN CO. - LONG ISLAND

MR. JOHN CURRIE

The following U.S. Agents were appointed to sell Ontario goods:

1 PENTAGEN TECHNOLOGY INT'L, NEW YORK, NY.

2 METRO SONICS, ROCHESTER, NY.

3 EIRTECH, ROCHESTER, N.Y.

4 VICRON, PITTSBURGH, PA.

5 DAN SCHNEIDER, PA.

6 IBM, OREGO, NEW YORK

7 Gull, Islip, NY

8 FAIRCHILD, BERMANTOWN, MD

9 GLOTZER ASSOCS., NEW YORK, NY

10 ALART ASSOCS., NEW YORK, NY

Staff attended: 1

Trade Shows.

ATLANTIC CITY FURNITURE AND
ACCESSORY MARKETS EXPO

4

Consular Visits.

Seminars.

Others.

JUSTICE DEPARTMENT REPORT
SUMMARY OF ACTIVITIES
OFFICE: NEW YORK

MONTH: MARCH 1988

Ontario Companies Assisted: _____

Met with the following U.S. Companies to discuss investment opportunities:

1. GRUMMAN CORPORATION - BETHPAGE, N.Y.
MR. C. PIEROTH MR. R. CARSON MR. P. BELGIO
2. GOVERNOR SCHAEFER } BALTIMORE, MARYLAND
AMBASSADOR GOTHIEB }
3. ~~STATE DEPARTMENT - VIRGINIA~~ U.S. DEPT. of COMMERCE
RICHMOND, VIRGINIA
MR. BRIAN OAK

The following U.S. Agents were appointed to sell Ontario goods:

1. INGRAHAM SOFTWARE, BUFFALO, NY
2. WALTON BOOKS, NEW YORK, NY
3. 47th St. Photo, New York, NY
4. PRODUCTION MARKETING, ROCHESTER, NY
5. PWC, SPRING HOUSE, PA.
6. BEST CONTRACT + FURNISH, BUFFALO, NY
7. TOM MURRAY ASSOC., ROCHESTER, NY
8. TANKIT CORP., UNION, NJ
9. BOB SCHULMAN, TURNBULL, CT.
10. SEMORE VALENSKI, SYRACUSE, NY

Staff attended: _____ Trade Shows.

2 Consular Visits.

3 Seminars. (CHINESE IMMIGRATION) SEMINAR BY
CANADIAN CONSULATE)

Others. (MARYLAND MEETS CANADA BY CANADIAN
CONSULATE - WASHINGTON D.C.)

Form: Justice Dept. Report Summary

(CAN. CONSULATE INVESTMENT SEMINAR - SECAUCA
N. J.)

JUSTICE DEPARTMENT REPORT
SUMMARY OF ACTIVITIES
OFFICE: NEW YORK

MONTH: MARCH, 1988

Ontario Companies Assisted: _____

Met with the following U.S. Companies to discuss investment opportunities:

~~11~~ _____

The following U.S. Agents were appointed to sell Ontario goods:

11. MICHAEL MARKIEM, ZAMEDEVILLE, NY
12. WILLIE GAROON ASSOC., BALTIMORE, MD.
13. JEFF RYMAN/NEIL WEINER, (PLYMOUTH), PA.
14. JACK NISSAM, VORHEES, NJ.
15. ALART ASSOCS., NEW YORK, NY

Staff attended: _____ Trade Shows.
_____ Consular Visits.
_____ Seminars.
_____ Others.

WALTER G.D. STOTHERS REPORT FOR THE DEPARTMENT OF JUSTICE
FOR THE PERIOD OCTOBER 1, 1987 TO MARCH 31, 1988

October

1. Chicago/Visit Government of Ontario
Offices
- 2 Toronto
6. Attend Reception at the Canadian Consulate
for the Premier Devine of Saskatchewan
- 7 Attend reception at the New York Hilton
Hotel for the Hon. Michael Wilson.,
the Minister of Finance for Canada

Attend reception at Quebec Government
House, New York City, for the opening
of an exhibition of paintings by
MIYUKI TANOBE
- 9 Attend meeting with Walter Tomensen,
Marsh & McLennen, 1221 Avenue of
the Americas, New York
- 15 Attend briefing at Canadian Consulate
on Free Trade
- 16 Meeting at Ontario House, New York
with Peter Wilson
- 17 Host reception at residence of
Agent General, 100 United Nations
Plaza for members of the
Canadian Opera Company
- 19 Meeting at Ontario House, New York
with Madeline Webster,
Helix Fragrances, 425 East 58th Street,
New York, N.Y.
- 21 Attend dinner at The Economic Club
of New York at the New York Hilton
honoring Howard H. Baker, Jr.,
Chief of Staff, The White House

AGENT GENERAL'S ACTIVITIES/NOVEMBER 1987

November 2nd	In Toronto
November 3rd	"
November 4th	New York Office
November 5th	New York Office
November 6th	Toronto
November 9th	Attend Reception at The Metropolitan Opera with Guest Charles Pachter, Canadian Artist
November 9th	Attend Luncheon with Janice Eddison together with representatives from Quebec House and Canadian Consulate Re: New York Fair
November 10th	Attend Agriculture and Food Show Javits Center, New York City
	Attend Reception at Quebec House for Leo Pare, The Delegate General of Quebec
November 11th	Attend luncheon with Joan Sutton Straus
	Meeting at Ontario House with Mrs. Oglivie, regarding New York Real Estate

November 12th Meeting in Pennsylvania with
The Lieutenant Governor
Mark Singel regarding his
visit to Toronto

November 13th Attend meeting in Boston at
MITT Offices

November 16th Toronto
and depart for San Francisco

November 17th Attend meetings in San Francisco
and WESCON '87 SHOW at
Mascone Center (Electronic Show)

November 18th Attend WESCON Show

November 19th Attend WESCON Show

November 20th Depart for New York

Attend Maple Leaf Ball at
Canadian Club in New York

November 23rd Attend Preview of TAMARA
in New York City

November 24th Attend and speak at The Rotary Club
at request of the Rev. Kaladjian
(The Rotary Club of the Bronx)

November 25th Toronto

November 26th Toronto

November 27th Toronto

November 30th Meetings with Minister Kwinter, MITT

November 31st New York with John Chapman of MITT
regarding Ontario House redesign of
offices

December 17th

Toronto

December 18th

Meetings at Queen's Park with
John Carson redesign of New York Office

Hershell Ezrin, Premier's Office

December 21st

Toronto/various meetings

Stayed in Toronto until January 4th

AGENT GENERAL'S ACTIVITIES/JANUARY 1988

- 7 Attend meetings in Washington, D.C.
Re SEC and Ontario Securities Commission
Agreement to cooperate on various regulatory matters
- 9 Attend luncheon as "keynote speaker"
at Bowling Green State University,
Bowling Green, Ohio/Re Canada-United
States Free Trade Treaty
- 13 Depart for Denver, Colorado
Attend National Western Livestock
Show, Denver, Colorado in conjunction
with Government of Ontario,
Ministry of Agriculture and Food
- 15 Depart for San Diego to attend
Wescon Electronic Show and convention
Re Canada-US Free Trade Treaty and
incoming trade mission/

Attended "Ontario, Canada comes to
Balboa Park, California"
- 16 Los Angeles, Government of Ontario,
Canada, Ministry of Industry, Trade
and Technology Offices
- 17 Los Angeles/various meetings
- 18 Los Angeles/various meetings
- 19 Los Angeles/various meetings
- 25 Meeting with Joan Sutton Straus
re upcoming tribute to
Hume Cronyn and Jessica Tandy at
St. Regis Hotel, New York City
sponsored by The American Academy
of Dramatic Arts

AGENT GENERAL'S ACTIVITIES/FEBRUARY 1988

- 2 Meeting at Ontario House with
Mr. Mike Spence, Ontario Hydro, Toronto, Ontario
- 2 Attend dinner hosted by The Delegate
General of Quebec, Leo Pare and Mrs. Margaret
Pare at 15 West 53rd Street
- 2 Attend reception at Canadian Consulate
at a presentation by Elaine Blechman
from the Artic Artistry Gallery of
Tapestries by Contemporary Eskimo Weavers
- 4 Attend Gala Dinner to benefit
THE NEW YORK PUBLIC LIBRARY
- 5 Attend luncheon with Mr. Jim Seymour,
Agent General, Government of Alberta,
Canada
- 7 Reception at residence of Agent General,
100 United Nations Plaza, for a group
of students from the Academy of Dramatic
Arts in New York
- 8 Reception at residence of Agent General
for members of the New York business
community
- 10 Attend luncheon at Americas Society
for The Hon. Allan Gotlieb,
Canadian Ambassador to the United States
- 10 Attend a reception and live television
coverage of the 1988 Budget Speech by
The Hon. Michael H. Wilson, Canadian
Minister of Finance at The Canadian
Consulate General, New York
- 11 Depart for Madison, Wisconsin
Attend investment seminar with
Chicago Office

AGENT GENERAL'S ACTIVITIES/FEBRUARY 1988 - CONTINUED...

- 17 Attend a screening of THE CHAMPIONS
at the Americas Society, New York
- 17 Attend a Luncheon at the Metropolitan
Club for The Hon. Peter G. Peterson
- 19 Reception at Residence of Agent General
for the Canadian Opera Company
- 19 Attend Atlantic City, New Jersey
Furniture Show
- 20 Atlantic City, New Jersey -
Furniture Show
- 21 Depart for Washington, D.C.
Attend the National Governors' Association
Winter Meeting, Washington, D.C.
- 22 Washington, D.C.
- 23 Attend reception at residence of
Canadian Consul, Robert Johnstone,
honoring Hume Cronyn and Jessica Tandy
- 24 Attend reception at residence of
Mr & Mrs Joan Straus, 812 Park Avenue,
New York, N.Y.

AGENT GENERAL'S ACTIVITIES/MARCH 1988

- 1 Attend luncheon at The Bronx Rotary Club/Guest Speaker R. Flynn, New York State Power

- Attend reception at the Canadian Consulate General, New York/hosted by The Canadian Institute of International Affairs, Speaker Shelly P. Battram of Osler, Hoskin and Harcourt, Toronto

- 2 Attend a dinner and showing of THE MUSIC MAN for the benefit of The New York City Opera Guild

- 3 Depart for Hartford, Connecticut to attend the Eastern Regional Governors Conference, Hartford, Connecticut

- 4 Hartford, Connecticut/ attending conference

- 8 Attend reception at Alberta House, New York for the Independent Petroleum Association of Canada

- 10 Attend luncheon at the New York Times annual Foreign Policy Association Luncheon

- 14 Attend reception at Canadian Consulate re publication of Margaret Visser's book "MUCH DEPENDS ON DINNER"

- 15 Attend luncheon at Americas Society, New York City/For Adrienne Clarkson, President and Publisher McClelland & Stewart

- 17 Attend reception at residence of Ambassador Stephen Lewis, Permanent Representative of Canada to the United Nations

AGENT GENERAL'S ACTIVITIES/MARCH 1988 - CONTINUED....

- 21 Attend investment seminar at Secaucus, New Jersey in conjunction with Canadian Consulate
- 28 Attend a dinner in honor of The Rt. Hon. Brian Mulroney, Prime Minister of Canada at the Plaza Hotel, New York City
- 28 Attend luncheon at Salomon Brothers, New York City
- 30 Attend trade promotion at the Summit Hotel, New York City for International Association of Great Lakes Ports
- 31 Meeting at Ontario House with George Gera from Ministry of Transportation, Toronto, Ontario
- 31 Reception at Agent General's Residence for Ambassador Stephen Lewis and Mr. William Lures, President of The Metropolitan Museum, New York City

NORTHEAST TERRITORY MARKETING PLAN
1988-1989

Arnold Mansdorf
Trade Development Officer
January 12, 1988

North-East Territory Marketing Plan

1988-1989

I. Background

The North-East region covered by The Ontario Ministry of Agriculture and Food's New York office encompasses an eight state area. Running south to north, the region includes New Jersey, New York, and the New England states of Connecticut, Rhode Island, Massachusetts, New Hampshire, Vermont and Maine. Roughly 38.0 million people/14.0 million households reside in the territory. The primary markets in the sector are New York City (which includes large portions of Long Island, New Jersey and Connecticut), Hartford, Boston, Albany and Buffalo. As a result of the regions proximity, the market as a whole has been a good customer for Ontario's agricultural products (approximately 27.9% of 1987 exports to the U.S.)

In terms of growth potential, while pockets of poverty can be found, the overall area has been enjoying an economic upturn for the past five years. The bull market on Wall Street and the success of the hi-tech firms in New England have had significant spillover effects. Average per-capita income in the region is among the highest in the U.S. Connecticut at \$19,600 is the leader, New Jersey at \$18,626 is number two, Massachusetts at \$17,722 is number four while New York State at \$17,111 is ranked number five. Both wealth and population totals are reflected in retail food sales totals. Approximately 39,000 food stores, 5,000 convenience stores and 3,900 supermarkets passed \$45.7 billion worth of merchandise through their check-out counters in 1987.

II. Opportunities

The major portion of OMAF's Northeast office's promotional activities for the 87/88 fiscal year continued to concentrate on the New York-Metro market area. While much time and energy was spent in the previous year building a foundation for Ontario companies in New York City, the vastness of this market-in terms of population, buying power and media attention-required a significant degree of follow-up in order to maintain the momentum built up in our earlier efforts.

A) New York City: OMAF participated in the following "metro-market" focused events.

Eastern Dairy-Deli Association Taste Show, New York City Passenger Terminal Pier, October 27-28, 1987.

The EDDA Show is presently the number one taste show in the New York City market. Over 350 companies set up booths while 8,000 attendees walked the floor. The success of the event is linked to two main factors. The EDDA's membership body consists of virtually all the leading brokers/distributors/retailers involved in the New York-Metro dairy/deli/apply industry. The presence of quality attendees is thus assured. Secondly, the dairy/deli counter has become one of the fastest growing sections in the supermarket. Showcases previously limited to cheese and luncheon meats are now filled with pate, fresh breads, prepared salads and ready-to-eat entrees.

Seven Ontario companies (10 booths) exhibited. Two firms participated in their first OMAF-backed event. Three market introductions were made. Participants expected Can.\$1.1 million in sales to develop from the show.

The EDDA Show is expected to move into the more prestigious Jacob Javits Convention Center in August, 1988. We plan to be back with ten booths. Closer contact with the EDDA is also planned. In addition to attending scheduled dinners and seminars, OMAF's New York representative has been invited to sit on several Association committees. This will give us an opportunity to increase our knowledge of market/product trends and most importantly, enable us to maintain "day-to-day" contact with the market's key players.

The New York Gourmet Food & Beverage Show, The Jacob Javits Convention Center, November 8-11, 1987.

Twelve Ontario companies participated. Four were working with OMAF for the first time. Seven companies were new to the New York market. This was OMAF's second year in the show. 8,000 attendees walked through the turnstile. Exhibitors estimated Can.\$400,000 of sales to grow out of the show.

Nonetheless OMAF will not be present next year. Many of the markets key brokers and buyers were unable to attend or were forced to walk quickly through the aisles due to the on-rush of the holiday season. Although the Fancy Food Show will move to Chicago in 1988, the event is national in its reach and New York's major players will be flying over. Many speciality food items (e.g. pasta, croissants, pate), which were previously found only in gourmet shops, have become "mainstream" items on many supermarket shelves. This buying group can be reached during the EDDA Show.

Companies producing premium gourmet items (chocolates/smoked fish) will be further integrated into the solo missions we will be sponsoring in New York and New Jersey.

B. Secondary Markets

New Jersey Solo Mission, Meadowlands Hilton, June 3-5, 1987.

While portions of New Jersey have already been targeted through the various in-store promotions/solo missions/trade shows in which OMAF has participated in the past two years, the above mission was OMAF's first attempt to reach those regions which are not part of the "commuter link" into New York City. The state, with 7.5 million people and an average per-capita income over \$18,000 warrants special attention. In addition the Northeast headquarters of several major regional supermarket chains (Grand Union), brokers and distributors are located in New Jersey. Thirty-one Ontario companies participated. Nineteen of the twenty-nine experienced exporters who attended were new to the market. Sales of Canadian \$2.5 million were expected to develop from the show.

This mission was only the first step in OMAF's program for New Jersey. Preliminary planning with Kings Supermarket for an in-store promotion in the next fiscal year will be undertaken in December. A return to the Meadowlands in March, 1989 is also on the books.

Buffalo:

Two P.R.O.F.I.T.s were held this past year. Seventeen companies attended in March and twenty in August. Buffalo continues to be an ideal market for new exporters seeking to "test the waters" close to home. The Buffalo market (including Rochester) is made up of 2.6 million people/1.0 million households. Food stores sales totalled \$3.4 billion in 1987. Buyers are already familiar with Ontario products and are not fearful of transportation/customs delays. In addition, the markets proximity enables new exporters to cut down on the travel/hotel costs required in the starting-up period. P.R.O.F.I.T 's have also served as a pipeline for the Buffalo Consulate's annual autumn food show. Forty-four of the fifty-four exhibitors at this year's event were from Ontario. The market is also a valuable logistical link for established companies presently running trucks down to New York City.

Follow-up appointments with key brokers/retailers/distributors are planned for this fiscal year.

Boston:

Boston, with a population of 8.9 million and food store sales of \$12.1 billion in 1987, remains one of the primary markets in the Northeast. Follow-up work on our February 1986 solo mission includes a six booth exhibit at the Boston Seafood Show in March, 1988. Membership in the New England Dairy/Deli Association (NEDDA) has been obtained and attendance at their annual Fall dinner this past October gave us the opportunity to meet some of the market's leading brokers and retailers.

An even larger push will be made into this important market in the coming months. A three day reconnaissance tour will be made in January, 1988. Six booths have been reserved in the NEDDA Taste Show in April, 1988. A repeat solo mission is scheduled for November, 1988. We plan to bring 30-35 companies into New England for this event.

C. National Promotion:

The International Fancy Food & Confection Show, Jacob Javits Convention Center, July 12-15, 1987.

While New York players were well represented, The Fancy Food Show is a national event which draws producers and buyers from across the country. Eleven Ontario companies attended. C. Klein managed the show from the U.S. side and I refer to her report for program details and evaluation. The Fancy Food Show moves to Chicago in 1988 and to Atlanta in 1989. As previously mentioned, mainstream speciality food companies will be invited to the dairy/deli events scheduled for New York City and Boston while premium upscale gourmet items will be included in various solo missions.

III. Problems

Large population numbers and high incomes in the Northeast may result in high food store sales totals, but they also lead to intense competition as the major domestic and foreign manufacturers inevitably focus their efforts on the U.S.'s largest markets.

Superior quality and low prices are often not enough to assure market entry. "Me-too" items are quickly rejected. Ontario companies, therefore must often be more innovative than their already established rivals in terms of package design, portion size and flavor variety. Strategies and tactics which work at home may have to be altered to gain a foothold in the U.S. Case in point is the success of Canadian Shield Spring Water Co. of Sault Ste. Marie. A unique "wine bottle" package attracted much attention in New York City - a market saturated with a multitude of bottle water brands. Flexibility and the need to adapt to the demands of a mature/"spoiled" market reaches down to the commodity level.

Bec-Agro, a carrot grower, was advised to concentrate on producing baby carrots and to print carrot cake recipes on his packages. The need to adapt is a very tough point to bring across as many established and potential exporters continue to view the U.S. market as a mere extension of their domestic operations.

Advertising and promotion costs are very high in the Northeast. Unfortunately the bearing of these costs is a basic requirement for doing business as the market's leading brokers/distributors/retailers all insist on cash/quantity discounts to push or place items on the supermarket shelf. All of the above expect their suppliers to visit several times a year. Ontario companies must become more geared toward spending more time and money on post show follow-up. Beginning exporters, deterred by the cost of travel/hotels/promotion frequently expect too much to grow out of participation in a show or mission once a year.

IV. Objectives

- 1) Expand Ontario manufacturer contacts with New York-Metro market brokers/distributors/retailers covering full range of products - bakery, dairy, grocery, beverages, speciality foods/gourmet, meats, fish.
- 2) Expand Ontario manufacturers contacts with brokers/distributors/retailers active in secondary Northeast markets, with a concentration on Long Island, Boston, New Jersey and Buffalo.
- 3) Increase consumer awareness of Ontario products at supermarket level in New Jersey and Upstate New York.
- 4) Introduce Ontario produce (chiefly tomatoes, onions, carrots, cucumbers) and floral growers to key brokers/distributors/retailers in New York-Metro market.
- 5) Introduce Ontario pork packers and processors to key brokers/distributors/retailers in New York-metro market.
- 6) Encourage more one-on-one involvement with Ontario companies following up on OMAF-sponsored events and with producers of premium priced/low volume gourmet items who are seeking to enter/expand into the Northeast market.

V. Strategies

To meet the above objectives the following activities will be undertaken by OMAF's New York office in the 1988/89 fiscal year.

- Five trade missions.
- Two trade shows.

- Two incoming missions.
- Ten audits and market studies.
- Two P.R.O.F.I.T.'s.
- Two in-store promotions.
- One Regional Publication Promotion

VI. Tactics

- April 1988: New England Dairy/Deli Association Taste Show, Boston, Massachusetts - Six booths.
Northeast Food Service & Lodging Expo & Conference, Boston, MA - Audit.
KINGS in-store promotion, New Jersey - date to be discussed. Incoming mission by KINGS buyers.
- May 1988: WEGMANS in-store promotion, Rochester, NY - date to be discussed. Incoming mission by WEGMANS buyers.
- June 1988: Long Island Mission - 30/35 companies.
KINGS in-store promotion - tentative date.
- July 1988: WEGMANS in-store promotion - tentative date.
- August 1988: Eastern Dairy Deli Association Taste Show, New York, New York - 10 booths.
New Jersey Food Service Expo, Rutherford, New Jersey - Audit.
- September 1988: Regional Publication Promotion - Insert
P.R.O.F.I.T., Toronto/Buffalo
Buffalo Consulate Taste Show, Buffalo, NY - Audit.
NY Restaurant Association Food Service Show Buffalo, NY - Audit
National Prepared Frozen Food Show, New Jersey - Audit.
New York Consulate Taste Show, Albany, NY - Audit.
- October 1988: Pork Intelligence Mission (appointment-style)
New York, New York

- October 1988: NY State Food Merchants Show, Lake Kiamesha,
NY - Audit.
New York City Seafood Show, New York, NY -
Audit.
NY Gourmet Food & Beverage Show, New York, NY
- Audit.
- November 1988: Boston Mission - 30/35 companies

New York/Metro market Produce Mission, 5-10
companies.

Incoming Pork Mission
- February 1989: Pork promotion
- March 1989: New Jersey Mission - 30/35 companies. Floral
Growers to be included.

Boston Seafood Show, Boston, MA - Audit.

NORTHEASTERN QUARTERLY REPORT

U.S. STAFF MEETING
TORONTO, ONTARIO
FEBRUARY 2, 1988

Arnold Mansdorf
January 28, 1988

I. Major Activities

- a) 1988/89 Export Plan: Final version was submitted on January 13, 1988. Program will be presented to Desmond Benfield/MITT-New York in the last half of February/first half of March and to John Brady/MITT-Boston in April.
- b) P.R.O.F.I.T.: 30 participants have signed on for our February 10-11 Toronto/Buffalo seminar. For the Toronto side of the event, P. Prochazka has booked speakers to cover a full range of topics, from free trade to trucking. The Buffalo segment will include presentations by two brokers specializing in retail and food service sales, a customs broker and a U.S. Department of Health specialist in labelling requirements. Tours of the New York/Ontario customs station, P.J. Schmitt's Buffalo distribution center and a Wegmans' and a Tops' supermarket will be also be included.
- c) Boston Seafood Show: The Boston Seafood Show will be held March 8-10 at the World Trade Center in downtown Boston. This will be OMAF's first year at the event. Four companies (Grimm's, McLean Brothers, Y.F. Seafood and Lazy River) will be exhibiting. A briefing is scheduled for February 11th. Brochures are presently being printed. Copies will be mailed to a select number of key Boston/New England buyers in late February.

II. Upcoming Activities

- a) Wegmans In-store Promotion: An introductory meeting with J. Locicero, Director of Wegmans' Olde World Gourmet section was held on January 14. A follow-up proposal for a two week in-store promo in Wegmans' 39 upstate New York stores was sent. While a LH February/FH March starting date (designed to feed on "Olympic Fever") was talked about, details regarding financing/participants have still not been discussed. Given the short preparation period, Wegmans will only use fifteen companies which are already listed in his warehouse.

An OMAF-Haddon House-Wegmans meeting is tentatively scheduled for February 12th. We have linked our relatively low financial stake (\$5,000) to the short preparation period and Wegmans' decision to promote only established Ontario products. It is still not clear at this date whether Wegmans will be able to raise sufficient funds from either the potential participants or from in-house sources.

- b) Kings In-store Promotion: An introductory meeting with B. Schwartz, V.P. Sales and Merchandising, was held in early December. A follow-up proposal for a two week in-store promo (date unset) was sent in early January. In contrast to Wegmans' willingness to become involved in the preparation stages, Schwartz wishes us to present a more comprehensive package, specifying participants (Ontario firms which have established ties with NY-metro market brokers and distributors should be emphasized.), promotional material (recipes are a must!) and funding. While financing was not discussed, my first impression is that Kings is looking for a loud, full scale event and nothing less.

Given our \$5,000 stake, sufficient funds for an upscale event can only be raised by passing on a "participation fee" to any Ontario firm which chooses to take part in our "package". As a first step, P. Prochazka is compiling a list of Ontario firms which are active in the New York-New Jersey-Pennsylvania markets. We hope to present this list to B. Schwartz by February 15th. Discussions regarding costs/an incoming buyers mission/dates will follow.

- c) New England Dairy-Deli Association Taste Show (w/L. Vasarais): Six spaces have been booked for our first appearance at the April 20th show. To date, Sienna and Schneider have signed on. Attendance at the NEDDA's Winter Dinner on January 21st, gave me the chance to meet several players and to demonstrate OMAF's commitment to the market before the NEDDA's leaders. Additional market info was gathered through a tour of several supermarkets and a meeting with S. Palleiko of The Griffin Report. More time will be devoted to this important market. A market tour, geared toward promoting our presence at the upcoming Boston Seafood Show and the NEDDA show, is planned for the week of February 21.
- d) Long Island Mission (w/L. Vasarais): A ballroom has been booked at the Garden City Hotel, Garden City, New York for June 7, 1988. A mailing list is presently being prepared.
- e) Regional Publication Campaign (w/C. Klein): Tentatively scheduled for Fall, 1988. Info gathering has begun for a FSI which will run in 3-4 publications covering the Northeast and Mideast markets. Preliminary discussions regarding financing, format and distribution methods were held with The Griffin Report (New England) on January 22 and with Modern Grocer (NY-metro market) on January 25. Additional meetings

Quarterly Report
Page Number Three
February 2, 1988

will be scheduled by C. Klein with Food World and Food Trade News. The next step will be a survey of Ontario companies who have taken part in recent Northeast-Mideast shows/missions regarding the purchase of advertisement space.

- f) Boston Mission (w/P. Prochazka): A ballroom has been booked at the Lafayette Hotel, Boston, MA for November 2, 1988. A mailing list is now being prepared.



Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

Telephone
312-782-8688
Telex:
20 6084

Suite 1806
208 South La Salle St.
Chicago, Illinois
U.S.A. 60604

April 5, 1988

Memorandum to: Desmond Benfield
New York Office

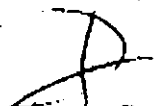
From: D. R. Counsell
Chicago Office

SUBJECT: SEMI-ANNUAL U.S. DEPT. OF JUSTICE REPORT
Chicago Office-Oct. 1/87 to March 31/88

Attached is an outline of the activities of this office (MITT) for the six (6) month period October 1, 1987 to March 31, 1988

Also included are the Quarterly Reports of the activities of the Ministry of Tourism & Recreation and the Ministry of Agriculture & Food located in our office.

Sincerely,


D'Arcy R. Counsell
Senior Representative

DRC:ck

Attachments

cc: Mr. John Ardagh
Toronto Office

Mr. Walter Stothers, Agent General
New York Office



Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

Telephone
312-782-8688
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20 6084

Suite 1806
208 South La Salle St.
Chicago, Illinois
U.S.A. 60604

April 5, 1988

Chicago Office Activities - M.I.T.T.

October 1/87 to March 31/88

Staff Changes

- Mrs. Wendy Lautenschlaeger resigned her position as Secretary on March 31/88
- Ms. Paula Heady replaced Ms. Joan Dessert Dec. 1/87 as Secretary with CMAF.

Major Activities - October, 1987

- Nineteen (19) Ontario companies requested marketing assistance.
- Eleven (11) U.S. Manufacturers Agents were appointed by Ontario Manufacturers
- Eight (8) Ontario companies were sponsored by M.I.T.T. at the International Construction and Public Utility Equipment Expo in Louisville, Kentucky.
- Eight (8) companies were sponsored by M.I.T.T. at the Midwest Telecommunications Conference in Chicago.
- One (1) Illinois manufacturer established a branch plant in Southern Ontario.

Major Activities - November, 1987

- 102 Ontario companies requested marketing assistance.
- Eleven (11) U.S. manufacturers agents were appointed by Ontario companies.
- Twenty-Eight (28) Ontario manufacturers were sponsored by M.I.T.T. at a Building & Construction Product Trade Show in Columbus, Ohio.
- Six (6) U.S. buyers made trips to Ontario for sourcing purposes.
- A Michigan company opened an auto trim branch plant in S.W. Ontario.
- An Illinois company opened a fastener manufacturing branch plant in S. Ontario.
- A Minnesota company opened a lumber distribution centre in Windsor, Ontario.

SEMI-ANNUAL U.S. DEPT. OF JUSTICE REPORT
Chicago Office - Oct. 1/87 to March 31/88
Desmond Benfield
April 5, 1988
Page 2

Major Activities - December, 1987

- Thirty-Two Ontario companies requested marketing assistance.
- Ten (10) U.S. manufacturers agents were appointed by Ontario companies.
- A joint venture was agreed between a Minnesota company and a Thunder Bay, Ontario company.
- A joint venture was agreed between a Kentucky company and a Burlington, Ontario company.

Major Activities - January, 1988

- Thirty-Six (36) Ontario companies requested marketing assistance.
- Sixteen (16) U.S. manufacturers agents were appointed by Ontario companies.
- One Minnesota furniture agent made a buying trip to Ontario.
- A Cedar Rapids, Iowas company established a branch plant in Windsor, Ontario.

Major Activities - February, 1988

- Forty-Eight (48) Ontario companies requested marketing assistance.
- Twenty-Seven (27) U.S. manufacturers agents were appointed by Ontario companies.
- Two (2) U.S. companies made buying trips to Ontario.
- A major Investment/Marketing Seminar was sponsored by M.I.T.T. in Madison, WI.

Major Activities - March, 1988

- Thirty-Three (33) Ontario companies requested marketing assistance.
- Thirteen (13) U.S. manufacturers agents were appointed by Ontario companies.
- One (1) U.S. company made a buying trip to Ontario.
- A Detroit company opened a new office and lab in Windsor, Ontario.



Government of Ontario
Canada

Ministry of Industry, Trade and Technology

700 South Flower Street, Suite 1420
Los Angeles, California
U.S.A. 90017
(213) 622-4302

March 31, 1988

**GOVERNMENT
OF
ONTARIO**

APR 7 1988

**RECEIVED
NEW YORK OFFICE**

MEMORANDUM TO: Desmond Benfield
Senior Representative
New York Office

FROM: Bruce B. Williams
Senior Representative
Los Angeles Office

SUBJECT: U.S. DEPARTMENT OF JUSTICE
SEMI-ANNUAL REPORT
OCTOBER 31 - MARCH 31, 1988

STAFF CHANGES:

LOS ANGELES:

Jim Hetler resigned and Gary Cooke replaced him as Trade Development Office Western Region-USA for the Ministry of Agriculture and Food. Deborah Malone resigned and Mae Gnan Wong replace her as Senior Secretary for the Ministry of Industry, Trade & Technology. Debra Kowalsky replaced Mae Gnan Wong as Junior Secretary, she has now resigned and Barbara Chisholm has replaced her as the Junior Secretary for the Ministry of Industry, Trade and Technology.

The remainder of the staff remains the same.

Bruce B. Williams
Susan J. MacDonald
Robin H. Jepsen
Gurpal S. Khaira
Heather Bain
Jacquelyn Light
Rose Marie Smith

OCTOBER 1987

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

Vanguard Studios	Pacoima, WA
Inmotion quick Change	Oakland, CA
Magnus Inc.	Dublin, CA
Heartbeate Computer Workstations	Sylmar, CA
Imperial Toy	Los Angeles, CA
Boeing Associated Products	Seattle, WA
Glen Coffman	Sunnyvale, CA
Wheel Masters	San Leandro
Radiant Optics	Bellevue, WA
Motion Science Inc.	San Jose, CA
Discovery Music	Sherman Oaks, CA

The following agents were appointed to sell Ontario manufactured goods.

Bernard & Associates	Long Beach, CA
Biztek	Burbank, CA
Whiteline Sales	Los Angeles, CA
Desco Marketing Corp.	Los Angeles, CA
All West Associates	Newbury Park, CA
D/Mark	Long Beach, CA
Gene & Kathleen Kune	Los Angeles, CA

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

Jewellery & Fashion Accessories Show	Los Angeles, CA
SAF Aerotech '87	Long Beach, CA

Assisted Ontario companies to participate in the following trade shows:

International Public Transit Expo	San Francisco, Ca
Software Mission	Santa Clara and Los Angeles

NOVEMBER 1987

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

Kartguard	San Diego, CA
Stage 8 Fastening System	San Rafael, CA
Fleet Air	El Segundo, CA
Brass Smith	Denver, CO
Rondure Inc.	Gardena, CA
Cermatec	Salt Lake City, UT
Inman	Santa Clara
Imperial Toy	Los Angeles, CA
Robert Bendit	Redwood City, CA
Performance Racing	Visalia, CA

NOVEMBER 1987 (con't)

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

Wheel Masters	San Leandro, CA
Cine Video	Los Angeles, CA
Simpson Strong-Tile	San Leandro, CA
Procreation	Portland, OR
IR International	Oceanside, CA

The following agents were appointed to sell Ontario manufactured goods.

Daniel & Associates	Walnut Creek, CA
Rowtzer & Associates	Denver, CO
Williams & Sons	Anaheim, CA
John Chambers	Washington
Jack Donian	Ohio
Ray Lovata	Denver, CO
Paul Hinkley	Redondo Beach, CA
Surgical Innovations	San Francisco, CA
Promedical	Solana Beach, CA

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

Electro-Optics Programme	Los Angeles, CA
Bio-Tech Programme	Santa Clara, CA
Comdex	Las Vegas, NV
California Apparel Market Week	Los Angeles, CA
Children's Brand Wagon	Los Angeles, CA
National Autobody Congress-Expo	Las Vegas, NV

Assisted Ontario companies to participate in the following trade shows:

Aerospace/Defense Mission	Salt Lake City, UT
Wescon '87	San Francisco, CA
SEMA Trade Show	Las Vegas, NV

DECEMBER 1987

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

Industrial Polymer Corp.	Orange, CA
Derale Oil Cooler	Corona, CA
Russell Performance Products	Carson, CA
True-Start Co.	Pomona, CA
Intellitoy	Sunnyvale, CA
Laurie Gold	Sauskuto, CA
Radiant Optics	Bellevue, WA
L. H. Research	Tustin, CA
Labryka Inc.	Long Beach, CA
New York Bagel Co.	Santa Barbara, CA

DECEMBER 1988 (con't)

The following agents were appointed to sell Ontario manufactured goods.

Anderson Associates	Bountiful, UT
Speech Plus	Mountainview, CA
Sierra Misco	Sacramento/Berkely
Everett M. Crosby Inc	Sepulveda, CA

To assist Ontario manufacturers with exports the following trade shows were visited.

Composites in Manufacturing	Long Beach, CA
Winter Design Engineering Show	Anaheim, CA
Winter National Plant Engineering Show	Anaheim, CA Automated
Manufacturing Systems	Anaheim, CA
Haz-Mat Show (Hazardous Materials)	Long Beach, CA
International Art Expo	Los Angeles, CA

JANUARY 1988

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

Russell Performance Products	Carson, CA
Sani-Top Inc.	Gardena, CA
Derale Oil Coolers	Corona, CA
Tur-Start Co.	Pomona, CA
Qromtech Inc.	San Jose, CA
Industrial Polymer corp.	Orange, CA
TRW	Orange, CA
Tollycraft Corp.	Kelso, WA
Universal Solutions	Phoenix, AZ
HA De Nunzio	Gardena, CA
Soft Sign International	San Diego, CA
Pacific Auto Accessories	Huntington Beach, CA
On Target Technology	Santa Clara, CA
The Price Co.	San Diego, CA
AGL Enterprises	Palm Springs, CA
Pyramid Technology	Mountainview, CA
BCI	Brentwood, CA

The following agent was appointed to sell Ontario manufactured goods.

Goldberg & Fishbein	Los Angeles, Ca
---------------------	-----------------

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

Consumer Electronics Show	Las Vegas, NV
Advanced Semiconductor Equipment Expo	Santa Clara, CA
San Diego Electronics Products Show	Del Mar, CA
California Gift Show	Los Angeles, CA
AFCEA Defense Trade Show	Los Angeles, CA

FEBRUARY 1988

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

Turbo Tex Enterprises	Los Angeles, CA
International CMOS Technology	San Jose, CA
Soft Sign International	San Diego, Ca

The following agents were appointed to sell Ontario manufactured goods.

Ron Adamsen	Los Angeles, CA
Price & Associates	Mission Viejo, CA
Franc & Associates	La Mesa, CA
Warren & Associates	San Jose, Ca
EESCO	Los Angeles, CA

To assist Ontario manufacturers with export the following trade shows were visited:

Pool & Spa Show	Reno, NV
National Asphalt Associations Show	Los Angeles, CA
AIAA Aerospace Engineering Show	Los Angeles, CA
American Film Market Location Expo '88	Los Angeles, CA

MARCH 1988

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

International CMOS Technology	San Jose, CA
Produits Lescot	Elf, France
SMC Enterprises	Thousand Oaks, CA
NI Industries	Brea, CA
Fluid Recycling	Santa Ana, CA
Soft Sign International	San Diego, CA
The Price Co.	San Diego, CA
IR International	Oceanside, CA
Intelitoy	Sunnyvale, CA

The following agent was appointed to sell Ontario manufactured goods.

John Larsen & Associates	West Coast U.S.
Al Batty	Seattle, WA
D & K Sales	Fountain Valley
Donald Dezenski	Rochester Hills, MI
The John Holt Co.	Alta Loma, CA
R. A. Young Co.	Glendale, CA
Kenfil	Van Nuys, CA
Imagine Computer Systems	Santa Barbara, CA
Software Guild	Santa Ana, CA
Share Comp	Los Angeles, CA

MARCH 1988 (con't)

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

Pacific Auto Show
SAMPE, Anaheim
California Kids Show
Western Toy Kids Show

Las Vegas, NV
Anaheim, CA
Los Angeles, CA
Los Angeles, Ca

MINISTRY OF AGRICULTURE AND FOOD

October 1987

TRADE EXHIBITS AND SHOWS

Produce Marketing Expo. - Anaheim, California
California Grocers Expo. - Las Vegas, Nevada

CONTACTS

Mr. Al Ahmer, Calavo - Los Angeles, Ca.
Mr. Don Samuels, Sibco - Los Angeles, Ca.
Mr. Howard Spencer, Spencer, Cox Brokerage - Los Angeles, Ca.
Mr. Carl Light, Consulate - Los Angeles, Ca.
Mr. Dave Uren, Derlea - Ontario, Canada

MISSIONS

No missions scheduled this month.

SEMINARS

No seminars scheduled this month.

MAILINGS

California Grocers Association
Produce Marketing Association
FoodTech International Corporation

NOVEMBER 1987

TRADE EXHIBITS AND SHOWS

No shows scheduled this month.

CONTACTS

Mr. Denny Nicholas, Queen Mary - Long Beach, Ca.
Mr. Philip Elliott, E.D. Welmers - Ontario, Canada

MISSIONS

No missions scheduled this month.

NOVEMBER 1988 (con't)

SEMINARS

No seminars scheduled this month.

MAILINGS

No mailings scheduled this month.

DECEMBER 1987

TRADE EXHIBITS AND SHOWS

No exhibits scheduled this month.

CONTACTS

Mr. Denny Nichols, Queen Mary - Long Beach, Ca.
Mr. Art Persails, Arizona Grocers, Phoenix, Az.
Ms. Kerry Pratt, Organic Farm Prd.- Ontario, Canada

MISSIONS

No missions scheduled this month.

SEMINARS

Staff Meeting, Toronto - Dec. 8-12, 1987

MAILINGS

No mailings scheduled this month.

JANUARY 1988

TRADE EXHIBITS AND SHOWS

National Western Stock Show, Denver, Co.
National Grocers Assn., San Francisco, Ca.
Arizona Livestock Show, Phoenix, Az.

CONTACTS

Mr. Boyle - Dexter, Iowa
Mr. Keith Campbell - Ontario, Canada
Mr. George Snow, Snow Photography - Los Angeles, Ca.
Ms. Weyman, Good Taste - Ketchum, Idaho
Mr. Farmer, Visions of Sugarplum - Concord, Ca.
Mr. Phil Thomas, Queen Mary - Long Beach, Ca.
Mr. Denny Nicholas, Queen Mary - Long Beach, Ca.

MISSIONS

No missions scheduled this month.

SEMINARS

No seminars scheduled this month.

JANUARY 1988 (con't)

MAILINGS

Queen Mary Mission - Long Beach, Ca.

FEBRUARY 1988

TRADE EXHIBITS AND SHOWS

Seafare 1988 - Long Beach, Ca.

CONTACTS

Mr. Tom Schweinfurth, Irvine Ranch - Newport Bch. Ca.
Mr. Steve Sandler, Sandler Co. - Ontario - Canada
Mr. Greg Parker, Food Roll Sales - Ontario - Canada
Mr. Ben Ratuski, Shoal Lake Wild Rice - Ontario, Canada
Mr. Mark Stringer, Crown BBK - Cerritos, Ca.
Mr. Dan Bjerck, Ar. Econ. Dev. - Phoenix, Ar.
S. Tillman, Econ. Dev. Div. - Santa Fe, Nm.
Barbara Nelson, Export Proj. Boulder, Co.
Mr. George Urda, CDFA Prog. - Sacramento, Ca.
Sarah Mersebau, Com. Econ. Dev. - Carson City, Nv.
Ron McKay, Oregon Dep. - Salem, Or.

MISSIONS

25 Ontario Companies participated in a table top exhibit at the Queen Mary, Long Beach, Ca.

SEMINARS

Quarterly Meeting - Toronto, Feb. 8-12, 1988

MAILINGS

No mailings scheduled at this time.

MARCH 1988

TRADE EXHIBITS AND SHOWS

Fancy Food and Confection Show - San Francisco, Ca.
Pacific Int'l Hosp. Show - Seattle, Wa.

CONTACTS

Mr. Michael Burns, Metro Food Serv. - San Diego, Ca.
Mr. Carl Light, Consulate - Los Angeles, Ca.
Monica Wegener, Chamber Commerce - Los Angeles, Ca.
Andrew Ling, World Trade Assn. - Phoenix, Ar.
Ann Brown, Chamber of Commerce - Tucson, Ar.
June Daley, Dairy Council - Oregon

MISSIONS

No missions scheduled this month.

MARCH 1988 (con't)

SEMINARS

No seminars scheduled this month.

MAILINGS

No mailings scheduled this month.

MARCH 1988 (con't)

SEMINARS

No seminars scheduled this month.

MAILINGS

No mailings scheduled this month.

MINISTRY OF TOURISM AND RECREATION:-

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:

October 6-8:

Ontario Tourism participated with booth space in J&D Expo's Travel Marketplaces:

- October 6 - San Francisco; 710 attendees
- October 7 - Santa Clara; 534 attendees
- October 8 - Sacramento; 418 attendees

October 13-15:

The Ministry's office in Boston organized a series of marketplaces for the first time which proved to be successful for the Ontario suppliers. The Manager was in attendance to make observations for the California series.

October 26-29:

Ontario Tourism participated with booth space in J&D Expo's Travel Marketplaces:

- October 26 - Universal City; 712 attendees
- October 27 - Los Angeles; 410 attendees
- October 28 - San Diego, 672 attendees
- October 29 - Anaheim; 764 attendees

November 7-14:

The Manager attended the NTA Convention as a delegate in Baltimore, Maryland. An excellent convention for renewing contacts and developing new leads.

January 19-21:

The Los Angeles Office organized 7 California Marketplaces (4 travel trade/3 group leader luncheons) in southern and northern California for 36 Ontario suppliers.

Seminars/Travel Shows/Exhibits (cont)

January 19-21 (cont)

The majority of the suppliers deemed them most successful due to the contacts made and business conducted on site.

Two new tour programs were developed by Golden Gate Tours and Great Western Travel for the group leader luncheons and, the results should be evident by 1989.

February 2-10:

Ontario Tourism participated with booth space in Tourism Canada, Los Angeles' 5 dinner Product Seminars. There were 19 partners (including wholesalers, provincial tourism offices and airlines) and total attendance was 405 travel agents.

February 11:

Ontario Attractions Marketplace, Toronto:- Mr. Ralph Edell, Corliss Tours, and Jack and Laurie Webster, Main Street Tours, were accompanied by the Manager. As a result, Main Street Tours have developed an 8-day Ontario program for 1988.

In addition, Phil Garbutt of Experience Tours, San Diego, recruited 8 top producing travel industry personnel for an Arts and Culture tour following the Marketplace. Experience Tours will be utilizing Ontario's new cultural tour shell for his programs.

February 22:

The Manager delivered a presentation to Thai Airways International, Seattle, which included the General Manager and 11 marketing/sales staff.

TAI will begin non-stop service Seattle/Toronto on July 16, 3 times weekly. The flights will originate in Bangkok.

The film "Toronto, A Place For All Seasons" was utilized and a general overview of the city was given by the Manager.

February 29-March 3:

Ontario Tourism participated with booth space in 7 travel trade marketplaces in northern California - total attendance = 650. These shows were organized by Tourism Canada, San Francisco, and held in San Mateo, Concord, Oakland, San Rafael, Santa Rosa, San Francisco and San Jose.

March 31/88

Ernie Williams



Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

Telephone
1-617-266-7172
Fax #:
617-266-0271

Suite 4086
Prudential Centre
Boston, Massachusetts
U.S.A. 02199

April 14, 1988

MEMORANDUM TO:

Desmond Benfield
Senior Representative
New York Office

FROM:

John Brady
Senior Representative
Boston Office

SUBJECT:

U.S. DEPARTMENT OF JUSTICE
SEMI-ANNUAL REPORT
OCTOBER 31 - MARCH 31, 1988

BOSTON:

Gordon MacNeil was transferred to the Sudbury, Ontario office of the Ministry of Industry, Trade and Technology and his successor, Terry Gain, assumed the position of Representative for the Boston office. Kathleen O'Donnell resigned and was replaced by Philip Lindsay as the Marketing Consultant for the Ministry of Industry, Trade and Technology. Catherine Gilpin resigned and was replaced by Rosemary McMillan as the Senior Secretary for the Ministry of Industry, Trade and Technology.

The remainder of the staff is as follows:

- John C. Brady
- John Campbell
- Janice Hansen
- Robert Aducci
- Katherine Zenie

Monthly Activities

OCTOBER 1987

Because of personnel changes and requirements for the staff to attend meetings in Ontario in October, there were no agent appointments, or meetings with U.S. companies regarding investments.

(2)

Justice Report

NOVEMBER 1987

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

Digital Equipment Corp Maynard, MA

The following agents were appointed to sell Ontario manufactured goods.

Scully Bothers	Waltham, MA
John Ficarra	Bedford, MA
A. J. Abrams	Westport, CT
H. P. Hunt	Bedford, MA
Health Care Unlimited	Trumbull, CT
Files Equipment	Acton, MA

DECEMBER 1987

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

Parker Manufacturing	Westborough, MA
Project Planners Ltd	Boston, MA
Coulter King Ltd	Boston, MA

The following agents were appointed to sell Ontario manufactured goods.

Engineered Specialty	Wallingford, CT
Carl Wagner	Hartford, CT

To assist Ontario manufacturers with exports the following trade show was visited:

Massachusetts Construction Expo

JANUARY 1988

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

OMNI Inc	Boston, MA
CLIX Manufacturing	Natick, MA
Aero Pam	Leominster, MA
Carlan Machine	Southborough, MA
New England/Japan Center	Framingham, MA

(3)

Justice Report

JANUARY Con't

The following agents were appointed to sell Ontario manufactured goods.

DJ Wholesale Bldg Material	Brattleboro, VT
J & S Group Inc	Boston, MA
Thomas F. Cox	Westboro, MA
JIB Associates	Boston, MA
Lambert & Associates	Framingham, MA

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

Northeastern Retail Lumberman's Association
Boston Boat Show
Furniture and Accessories
Dental Congress
Software Council

FEBRUARY 1988

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

Sanders	Manchester, NH
Gam Inc	Stoughton, MA
Command Technologies	Boston, MA
Vaisala Inc	Woburn, MA
ReHeat Co	Danvers, MA
Kollmorgen	Northampton, MA
Biotechnica	Cambridge, MA
Delpack	Framingham, MA
Computer Controls	Woburn, MA
High Tech Assembly	Lowell, MA
Henschel	Newburyport, MA
Morton Thiokol	Peabody, MA
Nemonix	Hopkinton, MA
Varian Assoc.	Danvers, MA

The following agents were appointed to sell Ontario manufactured goods.

JIB Associates	Boston, MA
Massini Associates	Easton, CT
Bordewieck Engineering	Norwell, MA
Haliday Hospital Supply	Boston, MA
Depot Distribution	Fitchburg, MA

(4)

Justice ReportFEBRUARY Con't

R. J. Curran	Framingham, MA
Air Control Equipment	Boston, MA
Central Fan	Woburn, MA
Custom Fan	Woburn, MA
Mel-Tek Inc	Needham Heights, MA

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

North American Home Show
New England Boat Show
New England Home Show

MARCH 1988

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

Summit Technology	Watertown, MA
Greyhead Assoc	Wellesley, MA
Tape O Corp.	Reading, MA
Imagraph	Woburn, MA
Koro Corp	Hudson, MA
Kinney Vacuum Ltd	Canton, MA
Metek Tool	Lexington, MA
Energy Controls Ltd	Milford, MA
American Stabilis	Nashua, NH
Stratus Computer	Framingham, MA
Vencap	Manchester, NH
Polyair	Lodi, NJ
Epoulin Inc	Boston, MA
Software Developers Inc	Weymouth, MA

The following agents were appointed to sell Ontario manufactured goods.

Anchor Marketing	Boston, MA
Dana Robinson Associates	Newton, MA
Eskin Building Spectl's	Newton, MA

(5)

Justice Report

MARCH Con't

Furniture Marketing	Boston, MA
Furniture Marketing	Hartford, CT
Buckley Associates	Braintree, MA
Coldiga Fan	Natick, MA
HPSC	Lynnfield, MA
Custom Fan	Woburn, MA
Boston Resources	Arlington, MA
Phoenix/Midwest	Franklin Park, NJ
Silo Alcazar	Waterbury, VT
Barran Sales	Hull, MA
Standard Wholesalers	Stratford, CT
Robert Taggart Associates	Burlington, MA
Rykert Associates	Boston, MA
Taggart Associates	Burlington, MA

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

North American Home Show
Northeast Construction & Expo Conference
Boston Gift Show
New England Healthcare Assembly
Boston Seafood Show

MINISTRY OF TOURISM AND RECREATION: Boston Office

Tourism Activities:

Activities and programs performed in order to assist U.S. tour operators in tour development, marketing and sales of Ontario tours.

Seminars/Travel Shows/Exhibits:

10/13/87	Organized and hosted three travel trade marketplaces and two group travel organizer luncheons; Providence RI, Hartford CT and Boston MA areas.
10/14/87	
10/15/87	
11/10/87	Co-sponsored American Automobile Association breakfast seminar highlighting Ontario tours.
11/12/87	Exhibited at Vermont Society of Travel Agents Trade Show, Burlington VT

(6)

Justice Report

Tourism Activities Con't

- 12/7-12/87 Attended the American Bus Association Convention in Miami, Florida

- 1/5/88 Co-sponsored a "Friendship Tours and Canada Travel Together" luncheon promotion to senior citizen group travel organizers.

- 1/26/88 Reception/promotion launching the "Toronto For The Arts" program to local media and tour operators. Extensive publicity was received in local newspapers.

- 2/8/88 Participated in Tourism Canada's media marketplace where local travel media representatives participated in a panel discussion in connection with their requirements for producing Canadian editorial.

- 2/11/88 Ontario Attractions Marketplace, Toronto. Twelve New England tour operators were escorted to Toronto for this trade show and post familiarizations.

- 3/3/88 Exhibited at J&D Travel Expo trade show, Boston MA

- 3/9/88 Exhibited at J&D Travel Expo trade show, Providence RI

- 3/11/88 Exhibited at J&D Travel Expo trade show, Hartford CT

MAY 2 1988

MAY 2 1988

27 April 1988

TO: D. Benfield
New York MITT

FROM: R. Shelley
Dallas MITT

RE: **SEMI-ANNUAL U.S. JUSTICE DEPARTMENT REPORT
DALLAS OFFICE
OCTOBER 1, 1987 - MARCH 31, 1988**

Attached is a summary of our activities for the six month period named above.

Bob

Attachment

DALLAS OFFICE ACTIVITIES

October 1, 1987 - March 31, 1988

Major Activities - October 1987

During this period a total of 31 Ontario companies contacted our office for assistance for the first time and 43 Ontario companies were assisted total.

No agents were appointed.

TRADE:

A major part of October was spent on the discussions and arrangements for the 1988/89 Plan meetings in Toronto, and researching potential shows and programs. Oscar Holt and Ray Troyer traveled to Ontario and participated in October Trade Month meetings, finding the quality of appointments greatly improved over last year's.

INDUSTRIAL DEVELOPMENT:

Bob Shelley completed the Oklahoma City Business Opportunity Mission during the month, handling nine interested JV/LA clients. The free trade issue is taking its toll in our contacts with U.S. manufacturers, as many feel that they would rather wait and see instead of committing themselves now to an agreement with an Ontario company. This creates a reluctance on the part of U.S. investors which is starting to affect our activities in this area.

Major Activities - November 1987

Seventy-three Ontario companies contacted this office for first-time assistance and 64 were assisted in total.

One agent was appointed in our area by International Precision Industries of Toronto.

DALLAS OFFICE ACTIVITIES

October 1, 1987 - March 31, 1988

Page Two

Major Activities - November 1987 (Cont'd)

Year to date shows that only one third of the Ontario clients Dallas handled came to us from sources other than our own efforts.

TRADE:

A major push has been initiated to update our Agents/Distributors records in order to identify specific opportunity niches for our Ontario sector clients.

Planning is ongoing for our participation in the Pittsburgh Conference in New Orleans in February 1988.

INDUSTRIAL DEVELOPMENT:

We completed a Business Opportunity Mission in Austin resulting in three companies requesting help in licensing production in Canada and strong interest from Dell Computers, Inc., in establishing a service centre/warehousing operation in Toronto employing about 30 people. Dell produces PC's and has a service contract with Honeywell for corporate clients.

Kinetic Concepts of San Antonio expects to incorporate in Canada in December 1987 and establish a warehouse/service centre in Toronto for their specialized hospital beds. They expect to establish six centres over the first six months of 1988, probably totaling 100 employees.

More and more interest is evident in establishing service-oriented operations in Ontario, i.e., starting a business by warehousing and/or establishment of servicing facilities, eventually followed by local contracting and assembly operations.

Plans are underway for Metro Toronto's Investment Program in Dallas, Fort Worth and Houston during the week of February 15, 1988.

DALLAS OFFICE ACTIVITIES

October 1, 1987 - March 31, 1988

Page Three

Major Activities - December 1987

During this period 63 Ontario companies contacted our office for first-time assistance and 59 were assisted in total.

No agents were reported.

TRADE:

Plans are being drawn up for a major effort to develop some new agent/distributor activity in order to meet our target of 91 agents appointed for the year (we are at 42).

On-going discussions took place with Sector Consultants in Toronto about various clients/products being handled through Dallas, and the forthcoming Ontario companies' participation at the National Homebuilders' Show in Dallas in January as part of the Feds' stands.

INDUSTRIAL DEVELOPMENT:

Our fifth branch plant for the year was reported this month, Kinetic Concepts, and we expect two more branch plant completions this fiscal year. Most of these excellent leads have resulted from our BOM activities - direct mail followed by personal visits.

Many good JV/LA leads have also resulted from these efforts, but with only one completion to date. Renewed efforts are being made to find suitable partners in Ontario and we are getting excellent leads and cooperation from the Ontario Industrial Commissioners.

Metro Toronto's Industrial Development people (total of six) are visiting Dallas and Houston in February 1988 and we are setting up a program through several leading accounting and legal firms for the Toronto group and ourselves to make a briefing-presentation to their clients.

DALLAS OFFICE ACTIVITIES

October 1, 1987 - March 31, 1988

Page Four

Ottawa-Carleton's Industrial Development people will visit Dallas in March 1988 and they will do a mailout from Ottawa inviting selected clients to meet with their group of Ottawa-based manufacturers coming to Dallas for two days to discuss opportunities for JV/LA, subcontracting and import/export in the aerospace/defense sectors.

Baker and McKenzie's Dallas office (lawyers) are planning a seminar on free trade in Dallas in March 1988. Baker's partners from Toronto are leading the discussions and the local Feds and Ontario will cosponsor. Dallas is waiting for direction on our official stance.

Major Activities - January 1988

Fifty-six Ontario companies contacted our office for first-time assistance and 72 were assisted in total.

One agent was appointed by ITL Circuits of Mississauga, Ontario.

TRADE:

Final arrangements are being made for our participation in the Pittsburgh Conference taking place in Dallas in February. Seven Ontario companies will be participating.

We will be checking other offices' Monthly Reports for all A/D appointments made by Tier 1 offices on the basis that once a company has an agent in the Tier 1 area he/she will be ready to consider our territory as a second step into the U.S. market.

A major presentation was organized by the Dallas Council on World Affairs for the Honorable Donald McDonald, who made a presentation of the U.S.-Canada Free Trade Agreement. It was attended by an unprecedented crowd of almost 300 people.

DALLAS OFFICE ACTIVITIES

October 1, 1987 - March 31, 1988

Page Five

Major Activities - January 1988 (Cont'd.)

INDUSTRIAL DEVELOPMENT:

Our sixth Branch Plant and one Immigrant Entrepreneur were reported this month. Again, these excellent results in Branch Plants are the result of simple down-to-earth BOM programs which bring about face-to-face meetings with interested companies.

Final plans are being put in place for the visit of Metropolitan Toronto's Industrial Development group on February 15, 1988. Considerable interest has been raised by our approach to have meetings arranged through leading accounting and legal firms in the area.

OTHER:

Ennio Vita-Finzi spoke to the North Dallas Rotary Club on Ontario's role in the Canadian economy.

Major Activities - February 1988

During this period, 20 Ontario companies contacted our office for first-time assistance and 21 were assisted in total.

Three agents were appointed; one each by Magnokrom of Scarborough, Starburn in Grimsby and Gemite in Rexdale.

TRADE:

MITT participated actively at the Pittsburgh Conference and Exposition in New Orleans, February 22-26, 1988. Seven Ontario companies exhibited at the show and all were enthusiastic about the excellent show attendance and the high quality of leads they were obtaining. Good results are expected in sales and agents appointed over the next year as a result of this effort.

DALLAS OFFICE ACTIVITIES

October 1, 1987 - March 31, 1988

Page Six

Major Activities - February 1988 (Cont'd.)

The Ontario Deputy Minister of Agriculture and Food, Dr. Clay Switzer, visited Houston in February to attend the United Fresh Fruit and Vegetable Show and the Livestock Show and Rodeo.

INDUSTRIAL DEVELOPMENT:

The visit of Metropolitan Toronto representatives to Dallas was very successful. Introductions were made to a total of 114 company representatives and partners of law and accounting firms. An excellent network of contacts was established that will be invaluable over the longer term and many expressions of immediate interest will be followed up by both the Dallas office and Metro Toronto representatives.

We mailed out invitations for Metro Ottawa's defense/electronic briefing to be held during the last week in March 1988 and we will be working to find strategic partners for nine Ottawa area companies coming to Dallas at that time.

OTHER:

Two Business Development Consultants, Ray Troyer and Oscar Holt, plus one Secretary, Dianne Aynes, resigned to do other things.

Major Activities - March 1988

Seven Ontario companies contacted our office for first-time assistance during this period.

No agents were appointed.

TRADE:

In DOLLAR SALES we have exceeded our target for 1987/88 with U.S. \$53.2 million, but finished at slightly more than 50% of target in AGENTS REPORTED. Our target was 91 and we reported 48 appointments. Appointment of A/D's fell in 1987/88 mainly because of the drop in trade shows taking

DALLAS OFFICE ACTIVITIES

October 1, 1987 - March 31, 1988

Page Seven

Major Activities - March 1988 (Cont'd.)

place in our territory during this year, which resulted in fewer Ontario companies exhibiting and thus locating A/D's in the Southwest. In addition, a large number of Ontario clients dealt with were first-timers and not "graduates" from other Tier 1 territories, thus creating a need for Dallas office to reach into Ontario for client leads. Another reason for dropping A/D appointments in comparison with previous years is the loss of the Trillium Room, which had been an excellent vehicle for A/D development in this area.

In addition, because of our expertise in Aerospace and Military (due to our previous consultant, Oscar Holt) many of our Ontario contacts during the year were in those sectors, which traditionally do not appoint A/D's, but rather work direct with U.S. contractors.

INDUSTRIAL DEVELOPMENT:

The year has finished on a high note from a new plants/facilities viewpoint, achieving 200% of target with a total of six completed new plants/facilities representing an estimated investment of U.S. \$7.5 million and the creation of an estimated 242 jobs in Ontario.

On the Joint Venture/Licensing Agreement sector, we have had considerable difficulty developing sufficient interest due to our inability to present viable opportunities to U.S. firms in the form of specific JV/LA situations for them to consider.

OTHER:

Ennio Vita-Finzi and Bob Shelley participated in a seminar on the U.S./Canada Free Trade Agreement organized by Baker and McKenzie in Dallas; Ennio Vita-Finzi participated at a meeting for Foreign Trade Representatives in Austin with the Texas Department of Commerce and the Governor's office; and

Major Activities - March 1988 (Cont'd.)

both Ennio Vita-Finzi and Bob Shelley participated with the local Consulate personnel in a Doing Business with Canada Seminar in Jonesboro, Arkansas, which resulted in five business development leads.

A Selection Board was held in Dallas to hire two new Consultants and next month's report will provide details of our new staff.

Bob Shelley coordinated the briefing in Dallas for a group of eight Ottawa-Carleton manufacturers seeking JV/LA partners to join with in bidding for some major defense contracts from the Federal Government (Cdn). A total of 47 U.S. business people participated at the briefing session, at which Ottawa-Carleton Economic Development representatives made presentations on business opportunities in that area. Peter Wilson was also present.

While the general economy of the Southwest is still trying to recover from the drop in oil prices, we have found that long-range direct-mail and constant visibility in business circles has rewarded our office with good results generally.

We are convinced that part of the reason for Dallas' success in attracting new facilities is our use of BOM-type programs, where face-to-face meetings with U.S. business people result in more and better information being fed to those who make those decisions in U.S. industry.

The Canada-U.S. Free Trade Agreement has had some press in the Southwest, but it is not a daily subject on everyone's lips as it is in the Tier 1 area. FTA seems to be taken as a positive thing among the contacts we have and it has not affected business decisions among our U.S. clients in an adverse manner.



GOVERNMENT
OF
ONTARIO

APR 19 1988

RECEIVED
NEW YORK OFFICE

Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

Telephone
404-956-1981
Cable Address:
Tradin Atl.
Telex:
54 2665

Suite 620
1100 Circle 75 Parkway
Atlanta, Georgia
30339 U.S.A.

April 5, 1988

Mr. Desmond Benfield
Senior Representative
MITT/Government of Ontario
Suite 2800
800 Third Avenue
New York, N. Y. 10022

Dear Desmond:

Enclosed is our six-month report covering Trade and Industrial Development activities of the Atlanta office for the period of October 1987 through March, 1988 for submission to the U.S. Justice Department.

If you need further information regarding the above, please do not hesitate to contact me.

Regards,



J. Brian Donoghue
Director
Southeastern U.S.A.

JBD/dmb

Encls.



Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

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MARCH 1988

ATLANTA ACTIVITIES

TRADE

- A total of 36 Ontario companies requested export assistance and were assigned to staff.
- 6 sales rep/agent was appointed by 6 Ontario company.
- 16 Ontario companies visited Atlanta.

Activity Schedule

- Six companies exhibited in Southcon '88 in Orlando, Florida, receiving close to 500 good quality leads from electronics buyers in Fl, Ga, and the Carolinas.

Attended:

- Reception, French trade delegation.
- Worldstore '88, Atlanta, GA
- Atlanta Toy Fair
- Canadian American Society meeting
- El-Tech, Charlotte, NC

INDUSTRIAL

- Video-conference in Columbia, Charleston, Florence and Greenville, SC on March 31st. The locations hooked-up to accommodate question and answer through teleconferencing.
- 4 Sourcing Contact provided; Florida and Georgia companies.

MARCH 1988
Page 2

INDUSTRIAL (con't)

- Provided 3 New Plant Leads. Submitted 1 Joint Venture/Licensing Arrangements.

ADMINISTRATION

- Computers are now installed.



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FEBRUARY 1988

ATLANTA ACTIVITIES

TRADE

- A total of 21 Ontario companies requested export assistance and were assigned to staff.
- 9 sales rep/agent was appointed by 6 Ontario company.
- 13 Ontario companies visited Atlanta.

Activity Schedule

- Eleven Ontario manufacturers exhibited at The Super Show, in Atlanta, Feb. 20-23 with inbital results fro this gigantic event appearing very promising.

Attended:

- Carolina Bldg. Materials Dealers Assoc.
- Meetings/Preparation for AM88

INDUSTRIAL

- Florida manufacturer of sun tan lotion has finalized a licensing agreement with a Mississauga company.
- Finalized arrangements for cooperative video-conference on Free Trade Agreement.
- Ontario Government reception held for business community in Ft. Lauderdale, FL.
- BOM took place in Ft. Lauderdale, FL.

- 5 Sourcing Contacts provided; Florida and Georgia commpanies.

FEBRURARY 1988

Page 2

INDUSTRIAL (con't)

- Provided 5 New Plant Leads.

ADMINISTRATION

- In process of transferring sector responsibilities and updating information.



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JANUARY 1988

ATLANTA ACTIVITIES

TRADE

- A total of 27 Ontario companies requested export assistance and were assigned to staff.
- 8 sales rep/agent was appointed by 6 Ontario company.
- 13 Ontario companies visited Atlanta.

Activity Schedule

- a. Attended 13th annual conference of Florida Transity Association in Sarasota, FL. Obtained important intelligence on procurment needs for this sector in the state of Florida.
- b. Several Ontario manufacturers exhibited this year in PGA Show (Orlando).
- c. FLA Instructional Computing Show (Kissimme) has taken in this year, and is excellent event for the educational market. Have recommended for next year that our software and hardware suppliers in this market participate.
- d. Bell South Services reports encouraging developments with TIL Systems (Toronto) since buyer traveled to Toronto. TIL working with various advanced network groups to generate sales of packet switch technology now that Bell is packaging it's Pulselink with Telenet and U.S. Sprint

Attended:

- Atlanta Gift Market
- Atlanta Winter Home Furnishings Market
- Charlotte Advanced Productivity Expo

JANUARY 1988

Page 2

INDUSTRIAL

- Ryder Truck Rental being assisted in search for 4 acre site in Mississauga or vicinity.
- BOM preparation visit to Ft. Lauderdale, FL.
- Ontario Government reception for Tapa, St. Petersburg and Clearwater contacts.
- BOM held for business community in Hillsborough, Pinellas and Polk counties at Hyatt Westshore in Tampa. One of the best activities to date was reflected in the 22 countacts providing 4 branch prospects, 4 joint ventures and 4 licensing opportunities over the two day program.
- 3 Sourcing Contacts provided: Georgia and Tennessee companies.
- Provided 5 New Plant Leads.

ADMINISTRATIO

- FAX in operation.



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DECEMBER 1987

ATLANTA ACTIVITIES

TRADE

- A total of 29 Ontario companies requested export assistance and were assigned to staff.
- 8 sales rep/agent was appointed by 6 Ontario company.
- 27 Ontario companies visited Atlanta.

Activity Schedule

- a. Defense Components Show, Orlando, Fl. There were 42 Canadian exhibitors at the show. Of these the 27 companies Ontario contingent was the prominent presence. Of the 42 companies polled, 31 rated it as good or better, 21 are planning to exhibit again. Sales of 1/65 million (within 12 onths are attributed to Ontario firms.
- b. Eleven Ontario manufacturers have been recruited for the Feb. 20-23, 1988 Super Show, Atlanta (Sporting Goods).

Attended:

- Defense Components Show, Orlando, FL
- Year-end follow-up completed to fifty Ontario manufacturers

INDUSTRIAL

- Direct mailing to 14 Southeast U.S. joint ventures licensing prospects.
- BOM preparation visit to Tampa/St. Petersburg.
- Mailing Tampa/St. Petersburg activity.
- Sourcing Contact provided: none



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NOVEMBER 1987

ATLANTA ACTIVITIES

TRADE

- A total of 62 Ontario companies requested export assistance and were assigned to staff.
- 4 sales rep/agent was appointed by 3 Ontario company.
- 7 Ontario companies visited Atlanta.

Activity Schedule

- a. A delegation comprised of 36 commissioners, councilmen, transit officials local businessmen and the press from Tampa, FL visited Toronto to view urban transit infrastructure in person. Assisting the federal external affairs initiative were:

Toronto Transit Commission	Ontario Ministry of
Ontario Bus. Industries	Transportation
Manufacturers Life	Ontario MITT
Cities of Toronto & Scarborough	
- b. Southeastern Telecommunications Assn. Show in Orlando, Nov. 16-18, featured six Ontario telecommunications manufacturers interested in marketing into this region. Initial reports indicate several excellent prospects for the coming month.
- c. Major effort being directed to responding to requests for assistance from Export Opportunities conference attendees.

Attended:

- I-Tech, Atlanta
- Transmission & Distribution Expo, Atlanta
- Industrial Show, Atlanta
- Mailing to 25 contacts import-export data on the bilateral trade between Ontario and the respective states. Maintaining ongoing relationships.

NOVEMBER 1987

Page 2

INDUSTRIAL

- Technology Opportunities Conference undertaken jointly with 6 other partners resulted in a condensed but interested group of local business persons which generated for us a better than average (5) qualified leads.
- 1 Sourcing Contacts provided: a Georgia company.
- 1 Branch Plant Completion. Submitted 3 Joint Venture/Licensing arrangements.

ADMINISTRATIO

- Year end follow-up mailing to Ontario companies underway.
- Computer training.
- Update Canadian Subsidiary Companies in the Southeast.
- Update Southeast U.S. Companies located in Ontario.



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OCTOBER 1987

ATLANTA ACTIVITIES

TRADE

- A total of 12 Ontario companies requested export assistance and were assigned to staff.
- 1 sales rep/agent was appointed by 1 Ontario company.
- 22 Ontario companies visited Atlanta.
Activity Schedule
- a. Seven Ontario companies exhibited at the Conexion Show in Atlanta during the month. These companies, sponsored by ITT, displayed architectural and interior design products. Results to follow.

b. Attended

World Energy Engineering Congress, Atlanta, GA
Fall Nat'l Plant Engineering & Maintenance Show, Atlanta
Southeastern Hospitality & Foodservice Show, Atlanta
Export Opportunities Conference, Ontario
Florida Retail Grocer Assn, Tampa, FL
International Fasterner Expo, Atlanta
Interwire, Atlanta

INDUSTRIAL

- Mailing sent out to industrial firms located in fringe areas of territory not usually covered by business opportunity mission programs. Responses received from 14 companies to date, asking for one on one meetings.
- Alex Curran, the new President of the Telecommunications Research Institute of Ontario, will be the keynote luncheon speaker for the International High Tech Challenge-Technology Opportunities in Canada seminar to be held in Atlanta Nov. 18th. Robert Payne of Evans Research Corp. and Keith McGruer of O.C.E.D.D. along with B. Donoghue will also participate in program.

OCTOBER 1987

Page 2

INDUSTRIAL

- Sourcing Contacts provided: a Florida company.
- Provided 3 New Plant Leads.

ADMINISTRATION

- Business planning session, Toronto.
- New Senior Secretary starts employment Nov. 9, 1998.



Ontario

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Government of Ontario
Canada

Ministry of Tourism and Recreation

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April 8, 1988

**TOURISM REPORT FOR THE PERIOD UNDER REVIEW
OCTOBER 1, 1987 THROUGH MARCH 31, 1988**

During the above period, regular communications were maintained with Travel Industry Professionals such as Tour Wholesalers, Operators, and select Travel Agencies.

These contacts were maintained in order to assist the Travel Professionals in the development of Ontario Tour Products and to render assistance as required. Key promotion activities were as follows:

Promotions Activities:

November 1987

Washington, DC: "Canada Calling" - The Ministry attended an Association Executive and Meetings Planner luncheon, sponsored by the City of Toronto.

New York, NY: "Tamara" - The Ministry invited twelve travel trade guests to attend the Toronto based production of Tamara at the Park Avenue Armory.

December 1987

Philadelphia, PA: The Ministry, in cooperation with Travel Wizards, Inc, co-hosted a dinner presentation for 75 group travel influencers.

January 1988

Washington, DC: The Ministry, in cooperation with Canada Tourism and The Metropolitan Toronto Convention & Visitors Association, hosted a lunch presentation. 145 area meeting planners and association executives had an opportunity to meet with a cross section of Toronto Hospitality Suppliers.

February 1988

Toronto, Ontario: The Ministry, in cooperation with Canada Tourism, sponsored the 1988 Ontario Attractions & Events Marketplace. The New York Office organized the travel arrangements for thirteen area travel trade guests from New York, New Jersey, Georgia, Pennsylvania, North and South Carolina.

Parsippany, NJ: The Ministry, in cooperation with Canada Tourism, attended the National Association of Senior Travel Planners' Group Leader travel show.

March 1988

Long Island City, NY: The Ministry, in cooperation with Canada Tourism, co-hosted a lunch presentation for 155 of Freedom Tours' Group Leaders.

New York, NY: The Ministry was represented at the Four Seasons Restaurant for Air Canada's fifteenth annual press luncheon. This function, sponsored by Air Canada, was attended by more than 125 key media executives.

Florham Park, NJ: The Ministry, in cooperation with Canada Tourism, hosted a dinner presentation for thirty-five key AAA New Jersey Auto Club motorcoach Tour Managers and Assistants from the greater New Jersey region.

Travel Trade Shows

February 1988

White Plains, NY: The Travel Marketplace Trade Show.

March 1988

New York, NY: The Ministry attended "Showcase Canada" at Regine's along with 175 area association and meeting planner executives.

Huntington, Long Island: The Travel Marketplace Trade Show.

Secaucus, NJ: The Travel Marketplace Trade Show.

Philadelphia, PA: The Travel Marketplace Trade Show.

Philadelphia, PA: The Canada Product Launch Trade Show.

Baltimore, MD: The Canada Product Launch Trade Show.

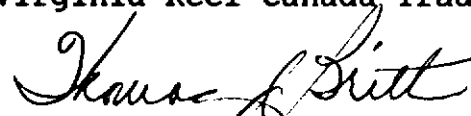
Washington, DC: The Canada Product Launch Trade Show.

Richmond, VA: The Virginia Reel Canada Trade Show.

Norfolk, VA: The Virginia Reel Canada Trade Show.

Roanoke, VA: The Virginia Reel Canada Trade Show.

Charlottesville, VA; The Virginia Reel Canada Trade Show.



Thomas J. Britt
Manager, Eastern United States

TJB/do

