

APR 11 1989

For Six Month Period Ending \_\_\_\_\_

Name of Registrant  
GOVERNMENT OF ONTARIO, CANADA

Registration No. 2087

Business Address of Registrant  
300 THIRD AVENUE, SUITE 2800  
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, ONLY RESPOND 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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 DEPT. OF JUSTICE  
 GENERAL DIVISION  
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 FEDERAL SECURITY  
 SECTION  
 REGISTRATION 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>
Joanne Emslie	1385 York Avenue New York, NY 10021	Canadian	Representative	10/3/88

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>
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## II—FOREIGN PRINCIPAL

(PAGE 3)

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

If yes, furnish the following information:

Name of foreign principal

Date of Termination

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

If yes, furnish following information:

Name and address of foreign principal

Date acquired

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

GOVERNMENT OF ONTARIO, CANADA

## III—ACTIVITIES

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

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

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

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 US. BUYERS, MANUFACTURERS, REPRESENTATIVES, AGENTS AND DISTRIBUTORS.

SEE ATTACHMENT "ACTIVITIES" FOR DETAILS

<sup>1</sup>The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(7)).  
A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 2 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>2</sup> as defined below?  
Yes  No

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

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes  No

If yes, describe fully.

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

## IV—FINANCIAL INFORMATION

## 14. (a) RECEIPTS—MONIES

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

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

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
"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 value<sup>4</sup> other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes  No

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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<sup>3</sup>A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).  
<sup>4</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS—MONIES

During this 6 month reporting period, have you

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

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

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

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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"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 value<sup>5</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes  No

If yes, furnish the following information:

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

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>5</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes  No

If yes, furnish the following information:

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

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

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

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

17. Identify each such foreign principal.

ON BEHALF OF THE GOVERNMENT OF ONTARIO, CANADA

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

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

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

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
- Legislators
- Government agencies
- Other (specify) INDEPENDENT BUSINESS REPRESENTATIVES
- Newspapers
- Editors
- Civic groups or associations
- Libraries
- Educational institutions
- Nationality groups

21. What language was used in this political propaganda:

- English
- Other (specify) \_\_\_\_\_

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes  No

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

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes  No

VI—EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

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

- Exhibit A<sup>6</sup> Yes  No
  - Exhibit B<sup>7</sup> Yes  No
- NOT APPLICABLE

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

NOT APPLICABLE

If no, please attach the required amendment.

<sup>6</sup>The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

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

26. EXHIBIT C

If you have previously filed an Exhibit C<sup>1</sup>, state whether any changes therein have occurred during this 6 month reporting period. Yes  No

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)

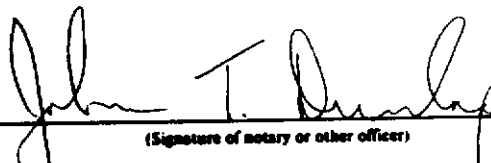
(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States,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

  
\_\_\_\_\_  
DESMOND BENFIELD  
DIRECTOR - EASTERN U.S.A.  
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Subscribed and sworn to before me at NEW YORK

this 10<sup>th</sup> day of MAY, 19 89

JOHN T. DUNLAP  
Notary Public, State of New York  
No. 31-4908177  
Qualified in New York County  
Certificate Filed in New York County  
Commission Expires Sept. 21, 1989

  
\_\_\_\_\_  
(Signature of notary or other officer)

<sup>1</sup>The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

U.S. DEPARTMENT OF JUSTICE  
REPORT

GOVERNMENT OF ONTARIO/CANADA  
SUMMARY OF ACTIVITIES OF ALL U.S. OFFICES  
OCTOBER 1, 1988 - MARCH 31, 1989

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DEPT. OF JUSTICE  
CRIMINAL DIVISION  
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INTERNAL SECURITY  
SECTION  
REGISTRATION UNIT

JUSTICE DEPARTMENT REPORT  
SUMMARY OF ACTIVITIES  
OFFICE: NEW YORK

MONTH: OCTOBER, 1988

Ontario Companies Assisted: 109

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

1. MAYS + VALENTINE, V.A., WILSON SHERIDAN
2. HOWE FURNITURE, JOHN DONAIS
3. CONTROL DATA, FRANK REID, AVERILL ELLIOT
4. U.S. DEPARTMENT OF COMMERCE, BOB KISSLER  
RICK O'HERTY
5. RAUNAQ SINGH INC., RAUNAQ SINGH

The following U.S. Agents were appointed to sell Ontario goods: (8)

1. DON KO, BUFFALO, NEW YORK
2. 644 COMPUTER SYSTEMS, A.A.
3. ADK FASHIONS, 499 7TH AVENUE, NYC 10018
4. " " " " " "
5. PAUL FOX + ASSOCIATES, FORT LEE, NJ
6. PAUL DAVIOS + ASSOCIATES, WASHINGTON, D.C.
7. DEFENCE GENERAL SUPPLY CENTER, RICHMOND, VA.
8. U.S. NAVY SPEC, MECANICSBURGH, PA.

Staff attended: 15 Trade Shows.

- Consular Visits.

4 Seminars.

5 Others.

JUSTICE DEPARTMENT REPORT  
SUMMARY OF ACTIVITIES  
OFFICE: NEW YORK

MONTH: NOVEMBER, 1988

Ontario Companies Assisted: 119

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

1. SALOMON BROTHERS
2. U.S. Department of Commerce, New York, NY
3. AEA, DICK IVERSON

The following U.S. Agents were appointed to sell Ontario goods: (3)

1. JACK WALDOFF ASSOCIATES, 430 S. 5th Street  
NORTH WALES, P.A. 17454
2. JACK WALDOFF ASSOCIATES, 430 S. 5th Street  
NORTH WALES, P.A. 17454
3. PHOENIX MIDWEST, NEW BRUNSWICK, N.J.

Staff attended: 5 Trade Shows.

2 Consular Visits.

2 Seminars.

- Others.

JUSTICE DEPARTMENT REPORT  
SUMMARY OF ACTIVITIES  
OFFICE: NEW YORK

MONTH: DECEMBER, 1988

Ontario Companies Assisted: 74

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

1. AMPRET CORP, DON FLEISCHMAN
2. WOOD GUNNY, JOHN GRANT

The following U.S. Agents were appointed to sell Ontario goods: 15

1. D.A. FEHR INC., PHILADELPHIA, PA
2. MANN GOLDSTEIN, NEW YORK, NY
3. GE (VAR), UTICA, NEW YORK
4. GRUMMAN DATA SYSTEM, BETH PAGE, NEW YORK
5. BTE, STAMFORD, CT
6. ON LINE CONSULTING, BALCO, NJ
7. STAR TECH. SALES, LIVINGSTON, NJ
8. ALLIED ABRASIVES, NJ
9. GLENCO SALES, TONAWANDA, NY
10. UNITED ABRASIVES, CT

Staff attended: 5 Trade Shows.

2 Consular Visits.

- Seminars.

- Others.

JUSTICE DEPARTMENT REPORT  
SUMMARY OF ACTIVITIES  
OFFICE: NEW YORK

MONTH: DECEMBER, 1988

Ontario Companies Assisted: \_\_\_\_\_

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

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

1. SAM FARAR, LONG BEACH, NY
2. INTERIOR DESIGN SERVICES, PHILADELPHIA, PA.
3. DAVID SANE, PHILADELPHIA, PA.
4. AL QUINN CO. LTD., 530 7th AVENUE, NYC
5. BIOMEDICAL TECHNOLOGIES, 59 WHITE MEADOW RD,  
ROCKAWAY, NJ

Staff attended: \_\_\_\_\_ Trade Shows.  
\_\_\_\_\_ Consular Visits.  
\_\_\_\_\_ Seminars.  
\_\_\_\_\_ Others.

JUSTICE DEPARTMENT REPORT  
SUMMARY OF ACTIVITIES  
OFFICE: NEW YORK

MONTH: JANUARY, 1989

Ontario Companies Assisted: 101

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

1. GRUMMAN INTERNATIONAL, GERALD RAYMAN
2. NATIONAL FOUNDRY PRODUCTS, TEANECK, NJ  
JEROME WEINBERG
3. OTTO GERDAU CO, NJ, DICK SEIDELL
4. PERRY WOLF ASSOCIATES, PERRY WOLF
5. MAYS + VALENTINE, VA, WILSON SHERIDAN
6. DEPARTMENT OF ECONOMIC DEVELOPMENT, V.A.  
MARK KILDUFF

The following U.S. Agents were appointed to sell Ontario goods: (37)

1. HIGH GRADE MFG, 135 WINDERMERE RD, ROCHESTER, NY
2. BUD HANSEN Co., 805 TONLINSON RD, PHIL, PA.
3. CONSTRUCTION SPEC. INC., ROCHESTER, NY
4. AIR DISTRIBUTOR PRODUCTS, VERONA, PA.
5. DESIGN SALES ASSOCS., 751 MANCILL RD., WAYNE, PA 19087
6. FISCAR - ZAPHRIS ASSOC., HUNTINGTON, NY
7. GOLDWATER ENTERPRISES, ROSEMONT, PA.
8. RABE SALES CO., BUFFALO, NY
9. SCHOENBURG SALT CO., BROOKLYN, NY
10. DESIGN SALES ASSOCS., 751 MANCILL Rd, WAYNE, PA 19087

Staff attended: 34 Trade Shows.

3 Consular Visits.

4 Seminars.

7 Others.

JUSTICE DEPARTMENT REPORT  
SUMMARY OF ACTIVITIES  
OFFICE: NEW YORK

MONTH: JANUARY, 1989 (continued)

Ontario Companies Assisted: \_\_\_\_\_

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

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

11. NRB ASSOCIATES, 107 YORKTOWN DR., MT. LAUREL, NJ
12. MSF, WOODBRIDGE, NJ
13. SHEFFLER CROSS, NEW JERSEY
14. TOTINO + POLINSKY, CONNECTICUT
15. REYNOLDS HVAC INC., PHILA., PA.
16. KAM ASSOCIATES, BERNYNYN, PA.
17. MARKET AIR INC., NEW BRUNSWICK, NJ
18. HALL + ASSOCS.
19. HUTCHER ASSOC., PHILA, PA.
20. FAIRFIELD SALES, FAIRFIELD, NJ

Staff attended: \_\_\_\_\_ Trade Shows.  
\_\_\_\_\_ Consular Visits.  
\_\_\_\_\_ Seminars.  
\_\_\_\_\_ Others.

JUSTICE DEPARTMENT REPORT  
SUMMARY OF ACTIVITIES  
OFFICE: NEW YORK

MONTH: JANUARY, 1989 (Continued)

Ontario Companies Assisted: \_\_\_\_\_

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

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

21. COGAN & GORDON, PHILA., PA.
22. SPEARS Co., WESTCHESTER, PA.
23. WILCO, CAMDEN, NJ
24. TRV SCHNEIDER, INC., PHILA, PA.
25. SPEAKMAN ASSOC., SO JERSEY, NJ
26. SEVER. STAVES, ASSOC., CLIFTON, ~~NJ~~ V.A.
27. LAWRENCE SALES, PHILA, PA.
28. MARKET AIR INC., NJ
29. SPARTAN INDUSTRIES, PHILA, PA.
30. PHC SALES, PHILA, PA.

Staff attended: \_\_\_\_\_ Trade Shows.

\_\_\_\_\_ Consular Visits.

\_\_\_\_\_ Seminars.

\_\_\_\_\_ Others.

JUSTICE DEPARTMENT REPORT  
SUMMARY OF ACTIVITIES  
OFFICE: NEW YORK

MONTH: JANUARY 1989 (continued)

Ontario Companies Assisted: \_\_\_\_\_

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

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

31. VERNON BITZER ASSOC., PHILA, PA.
32. SEARRA CORP., ARLINGTON, VA.
33. PETER FISHER
34. SALES TO INDUSTRY, 37 ROBIN COURT, HAMPTON, NJ
35. ZANDERER ASSOCS., P.O. Bx 342, MT. VERNON, NY 10551
36. SALES TO INDUSTRY, HAMPTON, NJ
37. ELECTRO PLAST INC., P.O. Bx 1865, WEST CHESTER, PA.

Staff attended: \_\_\_\_\_ Trade Shows.  
\_\_\_\_\_ Consular Visits.  
\_\_\_\_\_ Seminars.  
\_\_\_\_\_ Others.

JUSTICE DEPARTMENT REPORT  
SUMMARY OF ACTIVITIES  
OFFICE: NEW YORK

MONTH: FEBRUARY, 1989

Ontario Companies Assisted: 53

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

1. FACT, INC.
2. MARTEK, Columbia, MD., RICHARD RODNER  
STATE OF MARYLAND
3. DEPARTMENT OF ECONOMIC DEVELOPMENT, BALTIMORE, MD  
BOB BARNES

The following U.S. Agents were appointed to sell Ontario goods: (18)

1. ZITO SALES ASSOCS., 52 DICKERSON ST, NEWARK, NJ
2. L-TRONIX, 33 TUDOR RD., HICKSVILLE, NY 11801
3. JOHN H. BLACK CORP., 8860 MAIN STREET, WILLIAMVILLE, NY 14221
4. ARCHITECTURAL BLDG. AGENT, BOX 628, NYACK, NY 10960
5. LE BEAU MONDE ENTERPRISES, BALTIMORE, MD
6. BUFFALO SALES ASSOCS, BUFFALO, NY
7. JACK WALDORF ASSOC., BALTIMORE, MD
8. STANLEY KAPLAN, READING, PA.
9. USA SALES, NEW YORK, NY
10. BOB ARNOLD ASSOC., MADISON AVE, NYC

Staff attended: 5 Trade Shows.

2 Consular Visits.

2 Seminars.

1 Others.

JUSTICE DEPARTMENT REPORT  
SUMMARY OF ACTIVITIES  
OFFICE: NEW YORK

MONTH: FEBRUARY, 1989

Ontario Companies Assisted: \_\_\_\_\_

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

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

11. STANLEY KAPLAN, READING, PA.
12. MICKEY TAIKOU, NEW YORK, NY
13. STANLEY KAPLAN, READING, PA.
14. DOWD + ASSOCS., BALTIMORE, MD
15. J. GORALSKI ASSOCS., NYC
16. M. GOLONER, BUFFALO, NY
17. TOOL AMERICA, NYC
18. RUPPE BROWMAN Co., 717 FELLOWSHIP RD, MT. LAUREL, NJ

Staff attended: \_\_\_\_\_ Trade Shows.

\_\_\_\_\_ Consular Visits.

\_\_\_\_\_ Seminars.

\_\_\_\_\_ Others.

JUSTICE DEPARTMENT REPORT  
SUMMARY OF ACTIVITIES  
OFFICE: NEW YORK

MONTH: MARCH, 1989

Ontario Companies Assisted: 170

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

- <sup>CANSTAR</sup>  
1. WIRE & CABLE, DOUGLAS MITCHELL  
2. MARTIN MARIETTA INT'L, BETHPAGE, LONG ISLAND  
CHARLES PIEROTH

The following U.S. Agents were appointed to sell Ontario goods. (2)

1. RAYNOR INT'L, 40 HORTON AVENUE, LYNBROOK, NY 11563  
2. ATLANTIC SALES, NYC

Staff attended: 8 Trade Shows.

1 Consular Visits.

3 Seminars.

         Others.

MINISTRY OF INDUSTRY, TRADE AND TECHNOLOGY  
STATEMENT OF EXPENDITURES - U.S. OFFICES  
FOR THE SIX MONTHS ENDED MARCH 31, 1989

	New York	Chicago	Los Angeles	Atlanta	Dallas	Boston	Philadelphia	San Francisco	TOTAL
<b>SALARIES AND BENEFITS</b>	384,691	226,222	118,164	142,308	169,372	181,268	0	0	1,222,224

**FOREIGN SERVICE ALLOWANCES**

Salary Equalization Adjustment	11,873	3,357	3,106	1,764	2,282	5,983	0	0	28,366
Foreign Service Premium	11,121	6,912	6,515	4,214	7,486	9,643	0	0	45,891
Rent Allowance	68,186	13,639	44,492	7,757	19,310	35,360	0	0	188,764
Representation Allowance	4,614	2,376	2,384	1,597	2,247	3,337	0	0	16,575
Utility Allowance	6,181	2,567	11,992	2,656	5,375	4,952	0	0	19,726
Education Allowance	2,319	2,395	1,089	0	250	1,379	0	0	7,623
Incidental Allowance	0	0	0	0	0	0	0	0	0
Relocation Expenses	0	505	17,007	0	0	0	0	0	17,511

**TRANSPORTATION & COMMUNICATIONS**

Communications	37,036	20,669	19,635	8,735	11,032	15,751	0	0	113,656
Mailing	16,040	6,949	2,876	1,149	532	1,052	0	0	28,398
Transportation of Goods	6,313	2,180	2,455	1,915	1,152	2,064	0	0	15,511
Staff Travel	76,618	26,735	509	21,258	16,614	2,133	0	0	137,562
Hospitality	46,977	11,389	7,124	1,958	2,988	4,883	0	0	75,290
Advertising	829	77	573	610	1,084	3,393	0	0	7,479
Meals & Fairs	844	7	9	615	36,965	0	0	0	37,230
Publications & Printing	1,929	0	2,255	0	0	0	0	0	6,085

**GENERAL**

Office Equipment	741	9,428	618	427	5,299	3,041	0	0	14,553
Photocopying & Printing	3,839	343	2,982	2,669	2,374	1,436	0	0	12,350
Physical Assets	429,112	33,351	27,332	18,318	54,572	65,502	0	0	572,630

MINISTRY OF INDUSTRY, TRADE AND TECHNOLOGY  
 STATEMENT OF EXPENDITURES - U.S. OFFICES  
 FOR THE SIX MONTHS ENDED MARCH 31, 1989

	New York	Chicago	Los Angeles	Atlanta	Dallas	Boston	Philadelphia	San Francisco	TOTAL
<b>REPAIRS</b>									
Building and Land	0	295	0	0	0	0	0	0	295
Machinery & Equipment	4,559	0	98	1,787	134	611	0	0	7,189
<b>PRESENTATION &amp; SEMINARS</b>	6,384	0	0	0	0	0	0	0	6,384
<b>INSURANCES</b>									
	5,187	0	0	0	3,699	0	0	0	8,886
<b>OTHER SERVICES</b>									
	19,392	2,203	0	1,682	1,201	16,451	163	3,710	29,823
<b>SUPPLIES AND EQUIPMENT</b>									
Office Equipment	0	0	1,618	0	0	0	0	0	1,618
Office Supplies	9,661	3,046	1,512	2,559	1,944	7,477	0	0	26,208
EDP Supplies	1,867	0	0	705	0	0	0	0	2,572
EDP Equipment	489	0	0	2,395	0	0	0	0	2,785
EDP Software	0	0	0	0	0	0	0	0	0
Computers PC	519	0	0	0	0	9,101	0	0	9,620
EDP System and Software	1,298	3,908	0	1,308	172	920	0	0	7,608
Promotional Items	250	0	321	0	0	0	0	0	571
Other Supplies	21,747	6,762	1,298	3,700	664	2,442	0	0	35,653
Other Equipment	0	0	0	0	0	0	0	0	0
<b>TOTAL EXPENDITURE</b>	1,167,398	384,997	261,254	231,448	340,623	372,568	183	(12,448)	2,795,933

Management Planning, Budgeting & Analysis  
 May 10, 1989

WALTER G.D. STOTHERS

REPORT FOR THE DEPARTMENT OF JUSTICE

OCTOBER 1, 1988 - MARCH 31, 1989

DATE:

PLACE/EVENT

10/5-7:

Rochester, New York  
Attend New York State Economic  
Development Council 30th Annual Meeting

10/14

Potsdam, New York  
Attend "Trade and Technology  
Economic Opportunities Symposium"  
at Clarkson University  
(Center for Canadian-U.S. Business  
Studies

10/17

New York, N.Y.  
Attend farewell reception for  
Robert Johnstone, Canadian Consul  
General to New York at the  
Canadian Club of New York

10/19

Ontario House, New York  
Meeting with Ann Daley,  
Lighting Dimensions  
Discussions re feature and  
special report on lighting  
in Toronto

10/19

New York, N.Y.  
Lunch with George Perlman,  
President - Martin Marietta  
Corporation, Washington, D.C.

10/24

New York, N.Y.  
Lunch with Lansing Lamont,  
of the Americas Society,  
New York, NY

OCTOBER - CONTINUED:

<u>DATE:</u>	<u>PLACE/EVENT</u>
10/25	<u>New York, N.Y.</u> Attend reception to announce the exhibition of Twentieth Century Design at the Americas Society, New York
10/28	<u>Plattsburgh, New York</u> Attend Canada Day at SUNY, Plattsburgh Center for the Study of Canada, as Keynote speaker

<u>DATE:</u>	<u>PLACE/EVENT</u>
11/2-8	<u>New York, N.Y.</u> Visit to New York City by the Lieutenant Governor Of Ontario The Honourable Lincoln M. Alexander and Mrs. Alexander/Mr. Stothers to act as host for the entire visit
11/3	<u>New York, N.Y.</u> Attend a reception at Pegasus Suites, Rockefeller Center Club held by Tory, Tory, DesLauriers & Binnington.
11/5	<u>New York, N.Y.</u> Host a reception at the residence of the Agent General, Walter G.D. Stothers, 100 United Nations Plaza, New York. for the Lieutenant Governor of Ontario, The Honourable Lincoln M. Alexander and Mrs. Alexander
11/5	<u>Montclair, New Jersey</u> Host reception and attend play by Canadian Playwrite George Walker at The Whole Theatre, Montclair, New Jersey
11/12	<u>New York, N.Y.</u> Host a reception at the residence of the Agent General, Walter G.D. Stothers for partipants of the International Hotel and Motel Show
11/16	<u>New York, N.Y.</u> Attend Americas Society/ Canadian Affairs Dinner "Making North America Competitive" at the Plaza Hotel
11/17	<u>New York, N.Y.</u> Attend Conference held by the Americas Society at the Plaza Hotel "Making North America Competitive"

DATE:

PLACE/EVENT

NOV. CONT

11/22

New York, N.Y.

Attend meeting at Quebec Hydro  
126 East 56th Street  
Discussions regarding hydro

DATE:

PLACE/EVENT

DEC. 1988:

12/5-7

Minneapolis, Minnesota and  
Lexington, Kentucky  
Attend investment seminars in  
both cities arranged by the  
Ministry of Industry, Trade and  
Technology's Chicago Office

12/14

Ontario House, New York  
Meeting with Michael Howell,  
Ruder & Finn regarding assignments  
to be undertaken for Ontario House

DATE:                    PLACE/EVENT

JANUARY 1989:

- 1/11                    , New York, N.Y.  
Attend Gold Medal Award Dinner  
at the Canadian Club of New York
- 1/19                    Detroit, Michigan  
Attend "Free Trade Strategy  
Session" sponsored by Thorne  
Ernst Whinney, Windsor, Ontario  
as Guest Speaker
- 1/19                    New York, N.Y.  
Attend a reception and  
viewing of works in crystal  
by Canadian artist James Houston  
at Steuben, 745 Fifth Avenue  
sponsored by The Canadian Club  
of New York
- 1/20                    Trevoise, Pennsylvania  
Attend meeting of Mid-Lantic  
Chapter of ERA to review  
their experience with Ontario  
principals.
- 1/25                    Ontario House, New York  
Host a reception for a group  
of foreign trade officers from  
various consulates, trade  
commissions and similar groups  
in New York
- 1/26                    Ontario House, New York  
Meeting with John Goldsmith,  
Canadian Consulate and  
Sara Davies, Classical Artists  
International

JANUARY - CONTINUED:

<u>DATE:</u>	<u>PLACE/EVENT</u>
1/26	<u>New York, N.Y.</u> Attend reception and luncheon at the Pierre Hotel for members of the Metro Toronto Convention and Visitors Association sponsored by The Ontario Ministry of Tourism and Recreation.
1/26	<u>New York, N.Y.</u> Attend "Forecast 89" an examination of Manhattan Commercial Real Estate Sponsored by Cushman and Wakefield held at the New York Public Library, Fifth Avenue and 42nd Street
1/27	<u>New York, N.Y.</u> Attend luncheon with Canadian Consulate General, Anthony Eyton at the Waldorf Astoria Hotel

<u>DATE:</u>	<u>PLACE/EVENT</u>
<u>FEB. 1989:</u>	
2/2	<u>Washington, D.C.</u> Meeting with Deputy Minister of Industry, Trade and Technology, Government of Ontario, Canada, Gordon Gow.
2/6	<u>New York, N.Y.</u> Farewell reception at the Americas Society/Canadian Affairs for The Hon. Allan E. Gotlieb, Canadian Ambassador to the U.S. departs Washington after six years as Canada's top envoy to the U.S.
2/9	<u>New York, N.Y.</u> Attend luncheon at private residence in honor of Calvin Rand, co-Founder of the Shaw Festival, Chairman of the Arts Council, SUNY at Buffalo.
2/16	<u>New York, N.Y.</u> Attend Global Economic Action Institute Breakfast meeting at The Harvard Club, New York
2/16	<u>Ontario House, New York</u> Meeting with Mr. Sloboda, New York Board of Trade
2/23	<u>Pittsburgh, PA</u> Co-host a reception with the Pittsburgh National Bank and the Canadian Consulate General in Cleveland "Canada/U.S. Free Trade Agreement - Where do we go from Here? Speaking for Canada and the ramifications of the FTA John Crispo.

FEB. 1989 - CONTINUED:

<u>DATE:</u>	<u>PLACE/EVENT</u>
2/27	<u>Ontario House, New York</u> Meeting with Mr. Jan Charuk, Quebec Hydro
2/28	<u>New York, N.Y.</u> Attend luncheon meeting with the Daily News 220 East 42nd Street

<u>DATE:</u>	<u>PLACE/EVENT</u>
3/3	<u>Ontario House, New York</u> Meeting with Leon Ryan, Journal of Commerce
3/10	<u>White Plains, New York</u> Attend Northeast regional AIESEC conference sponsored by Friends of Pace University/ Institute for U.S.-Canada Business Studies
3/12-14	<u>Indianapolis, Indiana</u> Attend investment seminars in conjunction with Government of Ontario Office in Chicago as keynote speaker
	<u>Minneapolis, Minnesota</u> Attend investment seminars with Ministry of Industry, Trade and Technology's Chicago Office. As keynote speaker
3/17	<u>Ontario House, New York</u> Meeting with Victor Markowitz, G-Tech Corporation.
3/28	<u>New York, N.Y.</u> Attend press reception for the 1989 International Choral Festival sponsored in association with Lloyds Bank Canada
3/29	<u>New York, N.Y.</u> Attend dinner at The Americas Society in honor of Yousuf Karsh
3/30	<u>Ontario House, New York</u> Host reception for Canadian writer Chuck Konkel Attended by members of the Toronto police and New York police departments



ONTARIO  
*Incredible!*

Government of Ontario  
Canada

Ministry of  
Tourism and  
Recreation

Telephone  
1-212-308-1616  
Facsimile  
(212) 888-3186

28th Floor  
800 Third Avenue  
New York, N.Y.  
U.S.A. 10022

May 8, 1989

**TOURISM REPORT FOR THE PERIOD UNDER REVIEW  
October 1, 1988 through March 31, 1989**

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:

Promotion Activities:

October 1988

The Ministry was represented in three Travel Marketplace Travel Trade shows to area Travel Agents. These took place in Philadelphia, PA, Washington, DC, and Westchester, NY.

The Ministry was represented in three Group Travel Influencer trade shows in Maryland, Tarrytown, NY, and in Newark, NJ - sponsored by the National Association of Senior Travel Planners in Massachusetts and Shortline Tours in New Jersey.

November 1988

The Ministry participated in Canada Calling in Washington, DC, in connection with the Meetings and Convention Industry as well as in Showcase Canada in Manhattan for the same purpose.

December 1988

The Ministry co-sponsored a Travel Trade promotion in Manhattan in co-operation with The Metropolitan Toronto Convention & Visitors Association in order to focus Travel Trade and Media awareness on Toronto and the City's Arts and Culture.

The Ministry attended the American Bus Association's Travel Industry Convention in Indianapolis, Indiana.

Tourism Report for the  
Period Under Review  
10/1/88 - 3/31/89  
May 8, 1989  
PAGE 2

January 1989

The Ministry was represented in two Travel Marketplace trade shows in Nashville and Memphis, Tennessee.

The Ministry attended two promotional lunch presentations hosted by The Metropolitan Toronto Convention & Visitors Association. One took place in Washington, DC, and the second was in Manhattan -- attended by select Travel Industry and Media guests.

February 1989

The Ministry participated in two Travel Marketplace trade shows in Westchester, NY, and Long Island, NY.

March 1989

The Ministry participated in Travel Marketplace trade shows in Philadelphia, PA, Fort Lauderdale, FL, and Atlanta, GA, as well as in Canada Product Launches in Philadelphia, PA, Baltimore, MD, and Washington, DC.

Two Media Marketplaces took place in Manhattan -- sponsored by Tourism Canada.



---

Thomas J. Britt  
Manager  
Eastern United States

TJB/do

NORTHEAST TERRITORY MARKETING PLAN

1989-1990

ARNOLD MANSDORF  
TRADE DEVELOPMENT OFFICER

May 1, 1989

North-East Territory Marketing Plan  
1989-1990

I. BACKGROUND

This has been a year of economic uncertainty in the north-east. Heavily dependent on Wall Street, the October 1987 "crash" and the round of layoffs which followed, have hit the area hard. Sales of high priced goods - houses, automobiles and vacations - have been sharply curtailed.

Nonetheless, food stores and restaurants have held their own as consumers followed the traditional pattern of economic downturn buying by substituting a good meal for a now unaffordable "big ticket" item. In 1988, food stores, supermarkets and convenience stores sold over \$46.0 billion worth of goods in the north-east.

Barring any long term economic decline, food sales should remain steady over the next year as the regions economic foundation remains solid. Connecticut, New Jersey, Massachusetts and New York continue to rank in the top ten for per capita income. Unemployment remained below 7 percent in the regions key markets.

II. OPPORTUNITIES

A. The New York-Metro Market:

This market with 18 million people and food sales of \$22.0 billion continued to be a major recipient of OMAF time and money. OMAF participated in the following "metro-market" events in 1988:

- 1. North-East Produce Mission (with T. Stampfer) - May 16-17, 1988

The purpose of this mission was to provide twelve produce growers and packers with a broad introduction to the N.Y.- Metro market.

North-East Territory Marketing Plan  
1989-1990

Highlights included a tour of The Hunts Point Terminal Market, a lunch with the Terminal's board of directors, a tour of MEREX Corporation (an importer of "exotic" fruit or vegetables) and a stop off and discussion at Wakefern's (supplying 118 Shoprite stores) produce warehouse in New Jersey. The group then left for a Philadelphia and Baltimore swing with C. Klein.

All of the above N.Y. players were very receptive to dealing with Ontario exporters.

2. Long Island Mission (with L. Vasarais) - June 6-8, 1988

Twenty-eight companies exhibited at The Garden City Hotel on June 7th. Two hundred and twenty five attendees turned out. Representatives from six major chains (A & P, Pathmark, Kings, Fairway, Gristede's, Dan's Supreme), and over twenty key distributors (Richter Bros., Bel Canto, Weschler, White Rose, Ogden Allied) were present.

3. Eastern Dairy-Deli Association Taste Show (with M. Hica) - Jacob Javits Convention Center, New York, August 23-24, 1988

Ten companies booked space for our third appearance at the show. In addition, an OMAF information booth was set-up thanks to a late give away by the EDDA. Although the EDDA was forced to move up their traditional show date from late October in order to gain a slot in the more prestigious Javit's Center, worries over lost attendance were quickly dispelled as record crowds showed up opening day. In the end over 10,000 attendees walked the floor (vs. 7,500 in 1987) and 410 companies

North-East Territory Marketing Plan  
1989-1990

(vs. 370 in 1987) exhibited their products.

While a great deal of time has already been spent in this market over the past three years, we must continue to build on the foundation we have established. New York is a fickle and spoiled market. Food buyers are continually faced with a blitz of new products, promotional campaigns and trade shows. While the turnout for the above events has been more than satisfactory and the quality of Ontario products is generally recognized, we have not established a strong enough presence to allow for a lower image program. Players not seen often in this market are easily forgotten.

The EDDA show, due to its turnout and the importance of the show's sponsor, is a "must event". We plan to return in force with 10 booths again next year. A New Jersey mission, designed to reach those retailers on the western side of the New York-Metro market, has been scheduled for March of 1990.

B. The Boston/New England Market

Boston, with a population of 9.0 million and food sales of \$12.0 billion in 1988, can no longer be considered a "secondary" market. A significant push on the trade show and mission level had resulted in this market's present sharing of "top billing" with New York in OMAF's marketing plan.

1. The New England Dairy-Deli Association Taste Show (with L. Vasarais) - April 20, 1988

North-East Territory Marketing Plan  
1989-1990

Six companies booked space for our first appearance at the NEDDA show. Over 5,500 players attended the event (25% retailers).

Given the importance of this market, the rising sales being recorded in the dairy-deli case and the strength of the NEDDA in the region, we must now consider this show a "must" event. Eight booths have been slotted for next year's expanded (two days) event.

2. Boston Mission (with P. Prochazka) - October 31 - November 2, 1988

Twenty-eight companies exhibited at Lantana's in Randolph, MA on November 1st. Despite a heavy rain storm, 270 attendees made their way over. The quality of the above was high, as representatives from six chains and over 20 retail and foodservice distributors came through the turnstile.

Maurice Grossman, a buyer for Bond/Millbrook, one of New England's leading specialty food distributors, was our guest speaker on October 31. Based on this meeting, we are planning an incoming mission with Millbrook next year.

A "How to Do Business in New England" Seminar and Appointment Style Mission in Boston for recent P.R.O.F.I.T. Graduates, is scheduled for November, 1989.

3. Boston Seafood Show (with P. Prochazka) - March 7-9, 1989

North-East Territory Marketing Plan  
1989-1990

This will be OMAF's second appearance at the BSF. Although we did not originally plan to return in 1989, the turnout for the 1988 show (12,000 over 3 days) compelled us to alter our plans. Four spaces have been booked again. Beyond this date however, we feel our Ontario "regulars" will be strong enough to go it alone.

4. Hartford Mission (with M. Hica) - Tentatively scheduled for FH March

Hartford, Connecticut stands geographically between Boston and New York. This will be our first attempt to reach this market which contains roughly 3.0 million people. 1988 food sales totaled \$4.3 billion. Our aim is to hit the buying offices of Allied Grocers, First National Supermarkets (Eastern Division), Big Y Foods, Sweet Life Foods, Food Mart, Greenfields and Mott's Shoprite. A market tour was completed in September.

C. Upstate New York

1. P.R.O.F.I.T.'s - Buffalo/Toronto

Breaking from our traditional mixed retail format, 11 firms attended our meat packers/exporters PROFIT this September (with P. Prochazka). A second seminar is presently scheduled for March, 1989 (with R. McKenzie).

2. Empire State Farm Days (with R. McKenzie) - Lake Canandaigua, New York, August 9-11, 1988

## North-East Territory Marketing Plan

1989-1990

A livestock information booth was set up as part of MITT's Pavilion (23 companies). While much goodwill was gained within the New York office, few worthy leads were gained, as most attendees were machinery players, farmers, housewives and children. It is recommended that next year's participation be limited to the providing of OMAF literature/brochures.

The upstate market will be receiving increased attention in the coming year. The market (Buffalo, Rochester, Albany, Syracuse), with 7.0 million people and \$9.5 billion in food store sales is an important market in its own right. Buyers are already familiar with Ontario products and are not fearful of transportation/customs delays or foreign exchange conversion hassles. Promotional fees and slotting costs are significantly lower than in the New York and Boston markets. In addition, travel/hotel costs can also be cut down during the start-up period in this market.

Two P.R.O.F.I.T.'s will be repeated this year. In addition, we are planning a produce mission, a mixed retail "road show", a Great Lake's meat mission and two incoming missions in the coming year.

### III. RESEARCH STUDIES

#### A. Kosher Food Survey

At our recently completed Long Island Mission (June, 1988), exhibitors reported a strong interest in kosher food products. In order to sort through some of the mystery surrounding market size and the selection of a certifying agency, a survey was taken this past summer. Personal interviews and telephone conversations were conducted with several key certifying organizations (The Orthodox

North-East Territory Marketing Plan  
1989-1990

Union, KofK), advertising agencies (Lubinsky), brokers and distributors in the New York-Metro market. In short, it was recommended that all Ontario exporters investigate the possibility/cost of certifying with one of the above agencies.

B. FSI Campaign (with C. Klein)

Cost surveys were completed with the four major food trade newspapers active in the northeast/mideast. In addition, Ontario companies were canvassed for their interest in participating.

While we received positive feedback, the plan has been put on hold for the moment. The value of an FSI campaign is recognized, but at a time of budget cuts, we feel that our time and dollars will have greater impact in other areas in the coming year.

C. Upcoming Studies

Research studies in the food service, grain/oil seed and natural foods areas are planned for the next year. In addition, more detailed follow-up surveys for each trade mission/show will be completed.

## V. OBJECTIVES

1. Expand Ontario manufacturer contacts with New York-Metro market brokers, distributors and retailers covering full range of products - bakery, dairy, grocery, beverages, specialty/gourmet foods, meats and fish.
2. Expand Ontario manufacturer contacts with brokers, distributors and retailers in Boston/New England.
3. Expand Ontario manufacturer contacts with brokers, distributors and retailers in secondary Northeast markets, with a concentration on the Upstate New York (Buffalo, Rochester, Albany, Syracuse) region.
4. Gain more in depth knowledge of marketing opportunities for Ontario firms active in the food service, grain/oilseed and natural foods industries.
5. Provide support for recent P.R.O.F.I.T. graduates in New England.
6. Increase post show/mission feedback between OMAF and participating missioners, regarding sales, broker/distributor appointments, further help, etc.

## VI. STRATEGIES

To meet the above objectives the following activities will be undertaken by OMAF's New York office in the 1989/90 fiscal year.

North-East Territory Marketing Plan  
1989-1990

- Two Trade Shows
- Five Trade Missions
- Four Incoming Missions
- Four Post Show/Mission Follow-up Surveys
- Two P.R.O.F.I.T. Seminars
- Nine Show Audits
- Three Industry Surveys

VII. TACTICS

April 1989: New England Dairy-Deli Taste Show, Boston Massachusetts  
- 8 booths  
Northeast Food Service & Lodging Expo & Conference,  
Boston, MA - Audit  
Food Service Industry Survey Report

May 1989: Upstate New York Produce Mission - 6-12 companies  
Upstate New York/(Wegmans) Incoming Retail Mission  
Natural Foods Survey Report

August 1989: Eastern Dairy-Deli Taste Show, New York, NY - 10 booths  
New Jersey Food Services Expo, Rutherford, NJ - Audit

September 1989: Upstate New York "Road Show" - 10-15 companies  
NY State Incoming Produce Mission - 1-3 buyers  
P.R.O.F.I.T. - Toronto/Buffalo  
Buffalo Consulate Solo Food Show, Buffalo, NY - Audit  
New York Restaurant Association Food Service Show,  
Buffalo, NY - Audit  
National Prepared Frozen Food Show, Secaucus, NJ - Audit

North-East Territory Marketing Plan  
1989-1990

- October 1989: Incoming New England Specialty Food Buyers (Millbrook)  
Mission  
Incoming Food Service (New York) Mission  
New York Seafood Show, New York, NY - Audit  
Grain/Oilseed Research Survey  
New England Dairy-Deli Show Follow-up Survey
- November 1989: How to do Business in New England Seminar & Appointment  
Style Mission, Boston MA - 6-10 companies  
New York Gourmet Food & Beverage Show, New York, NY -  
Audit  
New York Hotel-Motel Show, New York, NY - Audit  
Upstate New York Produce Mission Follow-up Survey
- February 1989: Great Lakes Meat Mission  
P.R.O.F.I.T. - Toronto/Buffalo  
Eastern Dairy-Deli Taste Show Follow-up Survey
- March 1989: New Jersey Mission - 25 companies  
Boston Seafood Show, Boston, MA - Audit  
Upstate New York "Road Show" Follow-up Survey



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, 1989

MEMORANDUM TO:

Desmond Benfield  
Senior Representative  
New York Office

FROM:

Susan J. MacDonald  
Senior Representative  
Los Angeles Office

SUBJECT:

U.S. DEPARTMENT OF JUSTICE  
SEMI-ANNUAL REPORT  
OCTOBER 31 - MARCH 31, 1989

GOVERNMENT  
OF  
ONTARIO  
APR 7 1989  
RECEIVED  
NEW YORK OFFICE

STAFF CHANGES:

LOS ANGELES:

Holly Gauthier has replaced Barbara Chisholm as Junior Secretary. Catherine Chapman has replaced Rose-Marie Smith as the Secretary and Travel Counsellor for Ministry of Tourism.

The remainder of the staff remains the same.

Susan J. MacDonald  
Floyd C. Simpkins  
Robin H. Jepsen  
Gurpal S. Khaira  
Heather Hunter  
Gary T. Cooke  
Jacquelyn Light

MINISTRY OF INDUSTRY, TRADE & TECHNOLOGY

OCTOBER 1988

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

M. Vasey	Glendale, AZ
The Sharper Image	San Francisco, CA
Atkinson - O'Malley	Pasadena, CA
Dan Haskett	Burbank, CA
Pazmany Aircraft	San Diego, CA

The following agents were appointed to sell Ontario manufactured goods.

The Dale Casey Group	Torrance, CA
RD & D Sales Engineering	Los Angeles, CA
Electrodes	Santa Fe Springs, CA
Millrep Inc.	Salt Lake City, UT
The John Holt Company	Alta Loma, CA
Hyperware	Calabasas, CA
NSB Supply	San Diego, CA
Franklin Computer	Irvine, CA
Bag Boy, Inc.	Milwaukee, OR
Ken Long Sales	Denver, CO
CA Johnson Associates	San Francisco, CA

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

SAE Aerotech	Anaheim, CA
Association of Old Crows	Anaheim, CA
Kids International Show	Long Beach, CA
TCA Telecommunications Show	San Diego, CA
Los Angeles Jewellery/Access.	Los Angeles, CA
Fabtech West/Finishing West	Anaheim, CA
Art Expo	Los Angeles, CA

NOVEMBER 1988

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

Manufacturers International Inc.	Tucson, AZ
Exec-U-Forms	Azusa, CA
SRI	Menlo Park, CA
Licensing Execs Society	Los Angeles, CA
Can Am Enterprises	Toluca Lake, CA

NOVEMBER 1988 (con't)

W.R. Grace & Co.	Claremont, CA
Psycor	San Diego, CA
Nicholson Photography	Los Angeles, CA
Beekman Instruments Inc.	Fullerton, CA
International Machinery Company	City of Industry, CA
Pendergraft Equipment Company	Canoga Park, CA

The following agents were appointed to sell Ontario manufactured goods.

J.M. Keckler	Modesto, CA
Allen Munitz Electronic Sales	San Fernando, CA
Orion Microsystems	San Clemente, CA
Management Marketing Services	Downey, CA
Precision Product Engineering	Tustin, CA
RB West & Associates	Rancho California, CA
By Harris Sales	Albuquerque, NM
Hankey Eagle Transportation	Georgia
Southwest Tool Sales Inc.	Los Angeles, CA

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

Graph Expo	Los Angeles, Ca
Comdex	Las Vegas, NV
Audio Engineering Society Show	Los Angeles, CA
Haz Mat 88	Long Beach, CA

DECEMBER 1988

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

Manufacturers International	Tucson, AZ
TechNikel	Australia
(Assoc. with O'Malley Int.)	

The following agents were appointed to sell Ontario manufactured goods.

Jerry Neckinan	Agoura Hills, CA
Jaqueline Stone	Mill Valley, CA
Joh Holt	Alta Loma, CA
MicroAge Computers	El Segundo, CA
Applied Intelysis	Newport Beach, CA
J.P. Cranch	Palo Alta, CA
Graham Brake & Diesel	Chatsworth, CA
Matronix	El Toro, CA
9 other distributors kept confidential	



FEBRUARY 1989 (con't)

The following agents were appointed to sell Ontario manufactured goods.

Gene & Kathlene Kline	Los Angeles, CA
Lewis & Company	Los Angeles, CA
C.H.S. Wholesale Distributors	Los Angeles, CA
Data America	San Francisco, CA
Develcon	Dublin, CA

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

Aquaculture '89	Los Angeles, CA
International Food Processors Expo	Anaheim, CA
AIAA Aerospace Engineering Show	Los Angeles, CA
California Gift Show	Los Angeles, CA

MARCH 1989

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

Tidland Corp.	Camas, WA
All-State Legal Supply	New Jersey
Timely Industries	Los Angeles, CA
Holden Group	Los Angeles, CA
Allied Signal/Airesearch	Los Angeles, CA
Fluor Daniel	Irvine, CA
GES Management Inc.	Los Angeles, CA
Hudson Gen'l Aviation	Los Angeles, CA
Hyperstor Systems	Irvine, CA
Pacific Interstate Transmission	Los Angeles, CA
Litton Industries	Beverly Hills, CA
Ricon Corp.	Sun Valley, CA
Ronan Engineering	Woodland Hills, CA

The following agents were appointed to sell Ontario manufactured goods.

Special Metals Supply Inc.	Fremont, CA
T.J.B. Robinson	La Canada, CA
Hank Bolderas & Associates	Agoura Hills, CA
Frank Will Consultants	Los Angeles, CA
Metal Working Associates	Racine, WI
Dean Anderson	Chatsworth, CA

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

MAGIC (Men's Apparel Show)	Los Angeles, CA
Nepcon '89	Anaheim, CA

MINISTRY OF AGRICULTURE AND FOOD

October 1988

TRADE EXHIBITS AND SHOWS

California Grocers Convention Oct. 7-10, Reno, Nv.

CONTACTS

Mr. Cliff Tatro, Everfresh, Ontario, Ca.  
Mr. John McCormack, C&E Possibilities, Mississauga, Ont.  
Mr. Chas. Leong, Chas Leong Trading Co., San Gabriel, Ca.  
Mr. Cliff Libby, Regal Brokerage Co., Dublin, Ca.  
Mr. Brian Fisher, Mid America Farms, Los Angeles, Ca.

MISSIONS

Henry Shamis Incoming Mission - Toronto, Ont.  
Mr. Shamis met with Beechgrove, Fearman & DeGroot.

SEMINARS

No seminars scheduled this month.

MAILINGS

No mailings scheduled this month.

NOVEMBER 1988

TRADE EXHIBITS AND SHOWS

No shows scheduled this month.

CONTACTS

Ms. Audrey Abrams, Gibbons Foods, Toronto, Ont.  
Mr. George Paech, Rudolphs Bakeries, Toronto, Ont.  
Ms. Elizabeth Kuyasa, AJ's Fine Foods, Scottsdale, Az.  
Mr. Greg Garrison, Thousand Oaks, Ca.

MISSIONS

Arizona/Scottsdale Mission, Nov. 16.  
Ten Ontario companies participated in a table top exhibit  
at the Scottsdale Hilton Hotel.

MAILINGS

(2) mailings for the Scottsdale Mission.

MINISTRY OF AGRICULTURE AND FOOD

DECEMBER 1988

TRADE EXHIBITS AND SHOWS

National Food Brokers, Dec. 2-7, San Francisco, Ca.

CONTACTS

Mr. Bob McGuire, MIC Co., San Pedro, Ca.  
Mr. Alan King, Nugget Dist. Stockton, Ca.  
Mr. Al Rostami, Foreign Trade Corp. Van Nuys, Ca.  
Mr. Paul Kamdar, Santa Monica, Ca

MISSIONS

No missions scheduled this month.

SEMINARS

No seminars scheduled this month.

MAILINGS

No mailings scheduled this month.

JANUARY 1989

TRADE EXHIBITS AND SHOWS

National Western Stock Show, Denver, Co.

IN-STORE PROMOTION

Seven Ontario food companies participated in a week long promotion ("Canadian Days") at AJ's Fine Foods Stores in Scottsdale and Carefree, Arizona.

CONTACTS

Mr. Dave Young, Maple Lodge Farms, Norval, Ont.  
Mr. M.J. Malouf, Malouf Brokers, San Francisco, Ca.

MISSIONS

Nugget Incoming Mission, Feb. 19-23, Toronto, Ont.  
Three executives from Nugget Distributors met with Ontario food companies.

SEMINARS

No seminars scheduled this month.

MAILINGS

(2) mailings for the San Francisco Mission.

MINISTRY OF AGRICULTURE AND FOOD

FEBRUARY 1989

TRADE SHOWS/EXHIBITS

Seafare Expo'89, Feb. 15-17, Long Beach, Ca.

CONTACTS

Mr. Jim Wallace, Agri. Comm. Riverside, Ca.  
Mr. Dave Giller, Sun World, Indio, Ca.  
Mr. Abel Balderrama, Sun World, Indio, Ca.  
Ms. Jan DeLyser, Fresh Produce Council, Los Angeles, Ca.  
Mr. Ken Inouye, Disneyland, Anaheim, Ca.  
Mrs. Joan Winser, Canadian Consulate, Los Angeles, Ca.  
Mr. Jim Elliott, Canadian Consulate, Los Angeles, Ca.  
Mr. Bill Borchard, Burpee Seed Co., Santa Paula, Ca.  
Mr. John Mondry, Burpee Seed Co., Santa Paula, Ca.

MISSIONS

Nugget Distributors Incoming Mission, Feb. 19-23, Toronto  
Three executives from Nugget Distributors Inc. met with  
Ontario food companies.

San Francisco Mission, Feb. 14-16, San Francisco, Ca.  
Twenty Ontario food companies participated in a table top  
exhibit at the Claremont Resort Hotel.

SEMINARS

A.I. Seminars, Feb. 27 & 28, Turlock & Chino, Ca.  
Two dairy breeders seminars.

MAILINGS

(2) mailings for the A.I. Seminars.

SPECIAL EVENTS

Dr. Clayton Switzer, Deputy Ministry of the Ministry of  
Agriculture and Food made a visit to the Los Angeles area.

MINISTRY OF AGRICULTURE AND FOOD

MARCH 1989

TRADE SHOWS/EXHIBITS

California Now, Mar. 15-18, Los Angeles Fairgrounds, Ca.  
Fancy Food And Confection Show, Mar. 19-21, San Francisco, Ca.

MISSIONS

No missions scheduled this month.

MINISTRY OF AGRICULTURE AND FOOD

MARCH 1989

TRADE SHOWS/EXHIBITS

California Now, Mar. 15-18, Los Angeles Fairgrounds, Ca.  
Fancy Food And Confection Show, Mar.19-21, San Francisco,Ca.

CONTACTS

Hon. David Peterson, Premier, Ontario, Canada  
Mr. Douglas Downs, Adrienne's Gourmet Fds., Santa Barbara, Ca.  
Mr. Cliff Stember, Red Oval Farms, Upland, Ca.  
Mr. Roger Arthur, Nabisco Brands, Gardena, Ca.  
Ms. Laura Incerto, Show Mgr. IFFCS, San Francisco, Ca.  
Mr. Mike Strauss, Gourmet Specialties, San Francisco, Ca.  
Mr. Tom Sharpe, Sharpe Brokers, Orange, Ca.  
Mr. Jack Stull, Tideland/Interbake, Medford, NJ.  
Ms. Connie Lynch, Regal Brokers, Dublin, Ca.

MISSIONS

No missions scheduled this month.

SEMINARS

No seminars scheduled this month.

MAILINGS

No mailings scheduled this month.

MINISTRY OF TOURSIM & RECREATION

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

October 17 - 31, 1988

Ontario Tourism participated with booth space in The Travel Marketplaces as follows: for area travel trade: -

Oct 17 - Woodland Hills  
947 attendees  
Oct 19 - San Diego  
1,343 attendees  
Oct 20 - Irvine  
707 attendees  
Oct 31 - Universal City  
712 attendees

MINISTRY OF TOURISM & RECREATION

November 1 - 7, 1988 Ontario Tourism participated with booth space in the travel market-places as follows for area travel trade: -  
Nov 1 - Anaheim  
980 attendees  
Nov 2 - Los Angeles  
1,324 attendees  
Nov 7 - San Jose  
848 attendees  
Nov 9 - San Francisco  
1,643 attendees

November 13-17, 1988 The Manager was a registered delegate at the NTA Convention in Kansas City to develop new contacts and tour product; expand upon existing.

November 25, 1988 An Ontario slide presentation with University Travel to Shriners Group for Toronto Convention.

November 28, 1988 A direct mailout to all tour operators, wholesalers and airlines to remind them of Retail Sales Tax Rebate available from province.

December 7, 1988 A joint presentation with Tourism Canada and Air Canada, San Francisco and Manager Ontario Tourism to Frontier Travel & Tours new tour planning staff. Eastern Canadian product development.

January 17-19, 1989 Ontario Tourism held a series of 6 marketplaces with 36 suppliers (30 from Ontario; 6 local) with A/V to travel trade personnel as follows: -  
Jan 17 - Universal City  
139 attendees  
- Anaheim  
171 attendees

MINISTRY OF TOURISM & RECREATION

January 17 - 19, 1989 (continued)

Jan 18 - Santa Monica  
85 attendees  
- San Francisco  
166 attendees

Jan 19 - Concord  
113 attendees  
- San Jose  
142 attendees

Total - 816 attendees

January 26, 1989

Ontario Tourism presentation/  
dinner in conjunction with  
Brennan Tours & Thai Airways  
to 41 travel trade with audio  
visual. The new "Ontario" video  
was utilized to promote Ontario  
Tour Product by Brennan & Thai's  
non-stop service from Seattle to  
Toronto.

January 30, 1989

A presentation with Great Western  
Travel, Pasadena to 132 Group  
Leaders to promote their new 10  
day Ontario tour. The film  
"Ontario Canada" was used in con-  
junction with posters and  
literature

February 1989

A total of 5,000 87A-420 tour  
shells provided to Delights  
Travel Service, San Francisco.  
New tour operator.

February 7, 1989

The Manager attended Attractions  
Ontario Marketplace in Kitchener  
with 8 tour operators/wholesalers  
from the West Coast. Tour product  
development.

Feb 27 - March 2, 1989

Ontario Tourism participated with  
booth space in "Canada On Wheels"  
in 7 Northern California cities  
for area travel trade:

MINISTRY OF TOURISM & RECREATION

Feb 27 - March 2, 1989 (continued)

Feb 27 - San Francisco  
130 attendees

Feb 28 - Oakland  
101 attendees  
- Millbrae  
118 attendees

March 1 - Sacramento (Frontier Tours)  
153 attendees  
- Sacramento  
141 attendees

March 2 - Concord  
68 attendees  
- San Jose  
136 attendees

March 29 - 30, 1989

Ontario Tourism participated in The  
M & IT functions conducted by Metro  
Toronto CVA & Montreal CVB in Los  
Angeles: The 50 attendees were  
corporate meeting planners.

March 1989

1,000 each 87A-420 tour shell given  
to: Great Western Travel  
Pasadena, CA  
and  
Misha Tours  
El Cajon, CA  
(a new tour operator)

  
Susan J. MacDonald  
Senior Representative



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1100 Circle 75 Parkway  
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30339 U.S.A.

April 20, 1989

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, 1988 through March, 1989 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.



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OCTOBER, 1988

### ATLANTA ACTIVITY

#### TRADE

- A total of 15 Ontario companies requested export assistance and were assigned to staff.
- 6 sales rep/agent were appointed by 4 Ontario companies.
- 3 Ontario companies visited Atlanta.

#### ACTIVITY SCHEDULE

Three sector studies were completed and sent to the sector officers to assist in recruiting Ontario companies:-

- Forest Products Machinery and Equipment
- Medical Equipment
- Electronic Components

#### ATTENDED

- Joint business plan meetings with Atlanta Consulate.
- Florida Restaurant Assn., Orlando, FL, Sep. 24-26.
- Sun-Tech '88, Ft. Lauderdale, FL, Oct. 19-20.

#### INDUSTRIAL

nil

#### ADMINISTRATION

nil



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NOVEMBER, 1988

### ATLANTA ACTIVITY

#### TRADE

- A total of 14 Ontario companies requested export assistance and were assigned to staff.
- 1 sales rep/agent were appointed by 1 Ontario companies.
- 10 Ontario companies visited Atlanta.

#### ACTIVITY SCHEDULE

Two Ontario companies exhibiting at the Computer Security Show in Miami received heightened interest as a result of the recently well publicized "virus" problem in the U.S.

#### ATTENDED

- National Home Health Care Show, Nov. 18-20, Atlanta.

#### INDUSTRIAL

nil

#### ADMINISTRATION

nil



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DECEMBER, 1988

### ATLANTA ACTIVITY

#### TRADE

- A total of 63 Ontario companies requested export assistance and were assigned to staff.
- 10 sales rep/agent were appointed by 10 Ontario companies.
- 35 Ontario companies visited Atlanta.

#### ACTIVITY SCHEDULE

- a. Speeches and corporate visits by the Minister in December in Orlando and Atlanta.
- b. 35 Canadian manufacturers (22 from Ontario exhibited in the National Home Health Care Show in Atlanta. A healthy number of these companies exhibited individually a strong indicator Ontario's growing base of companies in this sector.
- c. Six companies exhibited in the Sun-Tech Show in Ft. Lauderdale. Trade attendance was less than expected but exhibitors made good contacts with potential reps.
- d. 14 Ontario companies exhibited in the Orlando Defense Components Show. Attendance was down due to poor promotion by the organizer and local logistical difficulties. Over half of the companies expressed a willingness to exhibit in next year's show.

ATTENDED            nil

INDUSTRIAL          nil

ADMINISTRATION    nil



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JANUARY, 1989

### ATLANTA ACTIVITY

#### TRADE

- A total of 18 Ontario companies requested export assistance and were assigned to staff.
- 8 sales rep/agent were appointed by 7 Ontario companies.
- 12 Ontario companies visited Atlanta.

#### ACTIVITY SCHEDULE

- a. Lots of activity organizing the World of Concrete Show and the Super Show - MITT sponsored exhibitors - both shows in February.
- b. 8 Ontario companies exhibited at the Fed Govt booth at National Home Builders Assn Show in Atlanta.
- c. Met with Home Healthcare Dealers Co-op, Ormond Beach, a new aggressive buying Co-op for independent homecare dealers; currently 30 dealers.

#### ATTENDED

nil

#### INDUSTRIAL

nil

#### ADMINISTRATION

nil



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FEBRUARY, 1989

### ATLANTA ACTIVITY

#### TRADE

- A total of 20 Ontario companies requested export assistance and were assigned to staff.
- 6 sales rep/agent were appointed by 3 Ontario companies.
- 13 Ontario companies visited Atlanta.

#### ACTIVITY SCHEDULE

Ontario exhibited nine manufacturers at the 1989 SGMA Super Show, Feb. 9-12 in Atlanta. This event, the largest sporting goods show in the U.S. attracted 70,000 attendees from around the world who were interested in viewing the latest products and services offered in the growing leisure - time market.

Ontario product areas displayed were fitness, camping/outdoor, hockey, activewear, and golf. In addition three other Ontario manufacturers exhibited with gymnastic, team, and camping products. Immediate results were very promising with all exhibitors pleased with the volume and quantity of show contacts.

#### ATTENDED

- Reviewed Hotel, Motel & Restaurant Supply Show, S>C>
- Assisted set-ups for Super Show and World of Concrete.
- Arranged and accompanied two MITT Policy Branch Personnel on 13 visits to governmental, banks, Chambers of Commerce offices in Atlanta and Raleigh, N>C> on January 23-25.

#### INDUSTRIAL

nil

#### ADMINISTRATION

nil



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of Ontario  
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March, 1988

### ATLANTA ACTIVITY

#### TRADE

- A total of 19 Ontario companies requested export assistance and were assigned to staff.
- 15 sales rep/agent were appointed by 9 Ontario companies.
- 42 Ontario companies visited Atlanta.

#### ACTIVITY SCHEDULE

- a. Nine Ontario companies exhibited in the MITT booth at the World of Concrete Show. The companies were delighted with the 506 leads generated; negotiations are currently under way with 20 distributors as a result of the show.
- c. Two Ontario firms held interviews and training in our conference room. They too are scheduled to return for continued use in April. Our office provided detailed info on the SE and contacts within the various markets served.

#### ATTENDED

- Sycon Security Systems Presentation, Atlanta
- Pittsburgh Conference & Expo, Atlanta
- Eastcon Show, Tampa
- Canadian Consulate Reception for Ontario Universities Mission, Atlanta
- Carolina Foodservice Expo, Charlotte, NC
- Can-Am World Trade Conference FTA, Atlanta
- Georgia Industrial Developers Meeting, Atlanta

March, 1989  
Atlanta Activity  
Page 2

INDUSTRIAL

- Completed BOM Raleigh-Durham February 23-24, talked with twenty eight companies resulting in 1 potential new plant, 4 joint ventures, 12 licenses and the availability of 2 contracts.

3 Sourcing Contact provided; North Carolina and South Carolina companies.

Provided 2 New Plant Leads and 0 Completion. Submitted 4 Joint Venture/Licensing Arrangements and signed 0 Contracts.

ADMINISTRATION

nil



GOVERNMENT  
OF  
ONTARIO

APR 7 1989

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Ministry of  
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and Technology

NEW YORK OFFICE  
Telephone 2-782-8688  
Telex: 206084

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

April 3, 1989

Memorandum to: Desmond Benfield  
New York Office

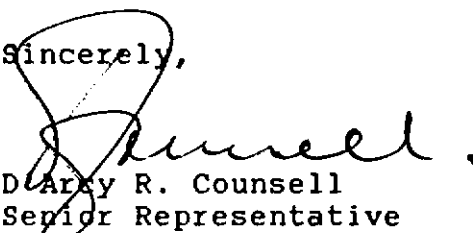
From: D'Arcy R. Counsell  
Chicago Office

Subject: Semi-Annual U.S. Department of  
Justice Report - Chicago Office  
Oct. 1/88 to March 31/89

Attached please find an outline of the activities of the  
MITT Chicago Office for the six month period Oct. 1/88 to  
March 31/89.

Also included is the OMAF and MTR Chicago Office reports.

Sincerely,

  
D'Arcy R. Counsell  
Senior Representative

DRC:ck

Attachments

cc: Mr. John Ardagh  
Director - U.S./Latin America Branch

Mr. Walter Stothers  
Agent General - New York Office



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of Ontario  
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April 3, 1989

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

Oct. 1/88 to March 31/89

Staff Changes

- None

Major Activities - October, 1988

- Thirty-Two (32) Ontario companies requested marketing assistance.
- Fourteen (14) U.S. Sales Agents were appointed by Ontario Manufacturers.
- Eleven (11) Ontario companies were sponsored to the H.I.D.A. show in Kansas City.
- Eight (8) Ontario companies traveled to the Midwest USA on sales trips.
- Three (3) U.S. companies made buying trips to Ontario.
- Lube-Con Maintenance of Fremont, Michigan established a Branch Plant in Ontario.
- Ceco Corp. of Mt. Pleasant, Iowa established a warehouse in Ontario.
- Symonds Corp. of Des Plaines, Illinois established a Branch Plant in Ontario.

Semi-Annual U.S. Dept. of Justice Report  
Chicago Office - Oct.1/88 to March 31/89  
Mr. Desmond Benfield  
April 3, 1988  
Page 2

Major Activities - November, 1988

- One Hundred and One (101) Ontario companies requested marketing assistance.
- Three (3) U.S. Sales Agents were appointed by Ontario Manufacturers.
- Twenty-Eight (28) Ontario companies were sponsored to a Building Products Trade Show in St. Louis, Missouri.
- Thirty-One (31) Ontario companies were sponsored to a Building Products Trade Show in Minneapolis, MN.
- One (1) Ontario company traveled to the Midwest U.S. on a sales trip.
- One (1) U.S. company made a buying trip to Ontario.

Major Activities - December, 1988

- Thirty-Four (34) Ontario companies requested marketing assistance.
- Twenty-One (21) U.S. Sales Agents were appointed by Ontario manufacturers.
- Two Hundred and Ten (210) U.S. companies attended an Investment Seminar in Minneapolis, MN.
- One Hundred and Thirty (130) U.S. companies attended an Investment Seminar in Lexington, KY.

Major Activities - January, 1989

- Forty (40) Ontario companies requested marketing assistance.
- Nineteen (19) U.S. sales agents were appointed by Ontario manufacturers.
- Five (5) Ontario apparel manufacturers were sponsored to the Clothiers Show in Chicago, IL.

Semi-Annual U.S. Dept. of Justice Report  
Chicago Office - Oct. 1/88 to March 31/89  
Mr. Desmond Benfield  
April 3, 1989  
Page 3

Major Activities - January, 1989 (cont'd):

- Two (2) Ontario manufacturers traveled to the Midwest on sales trip.
- American Yazaki Corp. of Canton, MI established a branch plant in Ontario.
- Camcar Division of Textron from Rockford, IL expanded their fasteners manufacturing plant in Simcoe, Ontario.

Major Activities - February, 1989

- Fifty-One (51) Ontario companies requested marketing assistance.
- Nineteen (19) U.S. Sales Agents were appointed by Ontario manufacturers.
- Six (6) Ontario companies visited the Midwest on sales trips.
- Five (5) Ontario manufacturers were sponsored to the 100th Annual Michigan Lumber and Building Products Show in Grand Rapids, MI.
- Bruce Fox Inc. of New Albany, IN entered into a joint venture with an Ingersol, Ontario company.
- Hepsco Builders Inc. of Effingham, IL established a branch plant in Northern Ontario.

Major Activities - March, 1989

- Twenty-Seven (27) Ontario companies requested marketing assistance.
- Eighteen (18) U.S. sales agents were appointed by Ontario manufacturers.
- Eleven (11) Ontario manufacturers were sponsored to the Promat '89 Show in Chicago, IL

Semi-Annual U.S. Dept. of Justice Report  
Chicago Office - Oct. 1/88 to March 31/89  
Mr. Desmond Benfield  
April 3, 1988  
Page 4

Major Activities - March, 1989 (cont'd):

- Six (6) Ontario companies were sponsored to a Contract Furniture Show in Minneapolis, MN.
- Nine (9) Ontario manufacturers visited the Midwest on sales trips.
- Liquid Carbonic Industries of Chicago, IL is building a branch plant in S.W. Ontario.
- One Hundred and Eighty (180) U.S. companies attended an Investment Seminar in Indianapolis, IN.
- One Hundred and Forty (140) U.S. companies attended a similar seminar in Fort Wayne, IN

Chicago Office Staff - MITT

D'Arcy R. Counsell	- Senior Representative
Cathy M. Dickson	- Representative
J. Howard Cook	- Commercial Officer
Eugene J. McCluskey	- Commercial Officer
Harold B. Scholten	- Commercial Officer
Robert L. Benton	- Commercial Officer
Cheryl L. Kleszynski	- Senior Secretary
Kathy Counter	- Secretary
Denise Morris	- Secretary

Chicago Office Staff - M.T.R.

Jack Rezny	- Manager, U.S. Central
Jennifer Brugliera	- Travel Counsellor

Chicago Office Staff - M.A.F.

Kathleen Seebert	- Trade Development Officer
Paula Heady	- Trade Development Assistant



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Ministry of  
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Suite 1806  
208 S. LaSalle St.  
Chicago, Illinois  
U.S.A. 60604

March 22, 1989

**MEMORANDUM TO:**

**JOHN COLE  
ASSISTANT MANAGER N.A.  
TRAVEL TRADE SERVICES**

**FROM:**

**JACK REZNY  
MANAGER - CENTRAL U.S.  
CHICAGO OFFICE**

**C.C.:**

**R. ADDUCI - BOSTON OFFICE  
T. BRITT - N.Y. OFFICE  
J. LIGHT - L.A. OFFICE  
J. O'NEILL- TORONTO**

**D. COUNSELL  
SENIOR REPRESENTATIVE  
CHICAGO - MITT**

**SUBJECT:**

**TOURISM REPORT  
October 1, 1988 -  
March 31, 1989**

## 1. PROMOTIONAL AND SALES OBJECTIVES

-To follow the Ministry's overall marketing objectives in supporting and guiding the Ontario suppliers in identifying and promoting new sources of business as well as maintaining and further developing established accounts and thereby increasing the volume of tourism within the province.

-To identify accounts based in the Midwest territory who are or have the potential to travel to Ontario.

-In cooperation with Tourism Canada, Canadian Association of Travel, city convention bureaus and private sector, we will implement sales and marketing strategies and activities aimed at priority target audiences, as identified through continued market intelligence.

-As directed by management, my number one market segment priority for 1988/1989 is the Travel Trade. We are, however, considered to be the "experts" in all markets by the Ontario supplier and as a result of my expertise in the Incentive, Corporate and Associations markets, I will continue to invest a portion of time in continued development of this business on behalf of our suppliers.

-Major emphasis will continue to be devoted to developing new group motorcoach and individual travel throughout Ontario.

-Respond to trade inquiries through our Travel Information program and provide timely and appropriate assistance to their marketing efforts.

-Initiate and participate in Travel Trade product shows and seminars designed to improve retail travel agent's capabilities and enthusiasm in promoting group travel to Ontario.

-To stimulate growth on the part of the wholesalers, group operators and travel agent by developing new products and encouraging new itineraries and new marketing techniques for consideration.

1. PROMOTIONAL AND SALES OBJECTIVES (cont'd)

-To continue the development of tourism to Northern Ontario as agreed with Ministry objectives by promoting travel to Wilderness/Fishing locations in the province in coordination with airline suppliers, U.S. based tour operators and individual lodges, camps and resorts.

2. COOPERATIVE MARKETING ACTIVITIES

As in the past, I will continue to maximize my involvement in cooperative activities with the following partners to achieve our overall marketing objectives in an effort to conserve the use of my regional budget on behalf of the Ministry.

-Tourism Canada

- Chicago
- Minneapolis
- Dallas
- Detroit

-Motorcoach Wholesalers\AAA

- Group Leader Presentations
- Familiarization Site Inspections

-Private Sector

- Airlines
- Hotels
- Railroads

We will naturally continue to participate closely with wholesalers, major retailers, and Canada Tourism in the progressive development of the group leaders market.

As previously stated, this office will participate and support Tourism Canada's travel trade shows and M & IT promotions (Chicago/Dallas/Minneapolis/Detroit) where no conflict in dates occurs. For 1989/90 approximately 30 programs should be budgeted for.

3. GROUP LEADER BREAKFAST\LUNCHEONS PRESENTATIONS  
DIRECT SALES TO GROUP LEADERS

In our continuing effort to develop new tours into the province with established accounts as well as tour operators that have not utilized or packaged Ontario as a tour destination, the following points must be taken into consideration.

-Simply stated, because an operator has packaged Ontario as a tour destination does not assure us that the tour will sell, as we are just one of approximately 15 to 30 tours being offered to Group Leaders for consideration. An operator does not care which tour is purchased, only that clients purchase any package from them.

-It is our responsibility (Regional sales offices) not only to develop our product with operators, but in addition, to target our sales and promotional efforts directly at the consumer.

As you are aware we do not have access to the thousands and thousands of group leaders in each respective territory, thus we must work directly with individual tour product presentations, utilizing their mailing lists.

In return, operators will benefit from our financial and promotional support which we will render in return for organizing there accounts on our behalf.

-Provide Ontario Tour Shells  
-Assume cost of printing and mailing  
-Assume cost of receptions or dinner  
presentations

4. SPECIAL PROMOTIONAL PROJECTS

AAA Travel Agency  
group leaders presentation \$500.00

The AAA Iowa headquarters hosted a group leaders presentation for 176 in cooperation with Tourism Canada to promote the Ontario/Canada product to group influencers.

Dan Dipert Travel Show \$400.00

This is one of our biggest accounts for our territory, and in conjunction with Canada Tourism, Dallas, we held a group leaders showcase for the Dallas market.

Toronto For The Arts \$1,845.00

This promotion was for developing cultural touring to Toronto during the winter off-season. This promotional reception included food, musical trio, and guest speakers from the Toronto attractions that are participants in the Toronto For The Arts package. The event was attended by many journalists, from broadcast to print, which garnered good exposure for the various programs.

Travel Trade/Retail Agents Reception \$ 620.00

In conjunction with Air Canada - Chicago, Tourism Canada and Quebec Tourism, Ontario we participated in two shows in the Wisconsin market.

Moore Fun Tours Luncheon Seminar \$ 650.00

This tour company in Green Bay, WI came to Chicago to bring their group leaders/influencers to a Canada/Ontario product demonstration.

Reserve-A-Resort - Direct Mail \$2,501.39

The 22 camps, lodges and fishing resorts that comprise the Reserve-A-Resort program provide a complete, easy choice package plan that travel agents love to book for their clients. This mailing was to the Midwest area to 2,583 travel agents.

4. SPECIAL PROMOTIONAL PROJECTS(cont)

<u>Canadian Airlines/Midway Airlines New Service to</u>	
<u>Toronto Travel Agent Promotion</u>	\$500.00

The new service between Toronto and Midway Airport will provide benefits for both sides of the travel market. This promotion was coordinated with sponsors which all promote Ontario and Canadian destinations.

5. CHICAGO OFFICE PROJECTS

## SUBJECT:

**DIRECT MAILING TO TOUR WHOLESALERS/OPERATORS/GROUP INFLUENCERS**

200 PIECES: Covering 18 states in our territory, were sent to accounts for future consideration for planning tours for the 1989 tour season. These mailings are on a regular monthly basis to cover new products, events or attractions in Ontario.

**ATTRACTIONS ONTARIO MARKETPLACE**  
February 7, 1989

The Ministry of Tourism did not hold our usual Attractions and Events Marketplace this year. However, we participated at the annual Attractions Ontario Marketplace held in Kitchener, Ontario on February 7, 1989.

Once again, I requested American Airlines support in transportation for ten (10) guests to participate from the Chicagoland area. Invitations were extended to select travel wholesalers and major travel agents.

**TORONTO FOR THE ARTS**  
November 28, 1988  
U.S. Product Launch

We extended invitations to selected media representatives, tour operators, travel agents and various local personalities for this event and attendance was 60 guests, plus Consulate and Provincial staff.

THIRD QUARTER REPORT  
CENTRAL REGION, U.S.A.

KATHY SEEBERT  
DECEMBER 23, 1988

Michigan/Great Lakes  
Foodservice Show  
Detroit, MI  
October 3, 1988

On this date, I audited this regional foodservice show to visit Ontario exhibitors participating in the Detroit Consulate's subsidized booth space. Four Ontario companies - Omstead, Catelli, Canadian Shield Spring Water, and Carling-O'Keefe participated in the exhibit, and found the show a satisfactory forum for prospective foodservice contacts.

World Dairy Expo  
Madison, WI  
October 4-9, 1988 (with R. McKenzie)

In our third consecutive year as a WDE exhibitor, an OMAF booth was once again constructed in the International Lounge of the main exhibit hall. The motivation for our exhibit was to increase the visibility on Ontario genetics for the dairy industry to the show's international guests. Separately, the three Ontario dairy breeders - Eastern, Western, and United - exhibited elsewhere on the show floor, and Ontario Holsteins were displayed in one of the show barns.

National Frozen Food Show  
Chicago, IL  
October 9-11, 1988

Three Ontario companies - Omstead, Furlani's, and Trenton Cold Storage/County Pride comprised our exhibit, in addition to an OMAF information area. Although show traffic was light, each participant made several good contacts with frozen food distributors. Nonetheless, no significant sales have been reported to date, and no plans to re-enter the show have been recommended.

One significant contact made at the OMAF booth was the Senior Vice President of Purchasing for Nuggett Distributors, a major U.S. foodservice distributor. Since Nuggett is based in Stockton, California, the information requested by Nuggett has been turned over to Gary Cooke of the Los Angeles office.

Columbus, Ohio  
Trade Mission Reconnaissance  
October 17-18, 1988

On these dates, I visited the Columbus market to evaluate site locations for the March, 1989 trade mission. While in Columbus, I also audited the Ohio Grocers Show and the Ohio Foodservice Trade Show to generate leads for our trade mission attendance list. A hotel contract has subsequently been signed with the Holiday Inn at Ohio Center for the trade mission dates of March 8-10, 1989.

Cleveland Consulate  
Solo Show  
Cleveland, OH  
November 2, 1988

The Cleveland Consulate has held an annual solo food show at the same location for more than the past ten years. This year's show included 24 Ontario companies among the show's 34 exhibitors. Reports from participating Ontario companies suggested that show traffic was healthy, but that the attendance lacked enough purchasing decision-makers. Nonetheless, our exhibitors were pleased with show organization and management.

P.R.O.F.I.T. Seminar  
Windsor, Ontario/Detroit, MI  
November 29-30, 1988 (with Laura Vasarais)

Eleven Ontario companies (13 participants) gained a good introduction to exporting to the U.S. during the course of this two-day program. In contrast to past programs, the first day of P.R.O.F.I.T. was held at the Detroit Consulate General. As in the past, new exporters were presented information on U.S. food labelling, U.S. government agency regulations, insurance, bank financing arrangements and the role of the U.S. food broker. Evaluations from participants were largely favorable and supportive of the program.

Ontario Soy-bean Growers Meeting  
Chatham, Ontario  
December 1, 1988 (with Laura Vasarais)

On this date, I audited the annual meeting of this organization. In separate conversations with members of the Soya-bean Growers board and executive management, it was clarified that the Ontario soybean's foreign market priority is the Far East. Currently, there is little interest in developing an export market in the central U.S.

Quarterly Report  
Fourth Quarter, 1988-89

Kathy Seebert  
March, 1989

## PROJECTS COMPLETED

### Food and Beverage Mission

Columbus, Ohio

March 8-10, 1989

(With Maureen Higa, Karen Moore)

A total of 29 Ontario companies took part in our first trade mission to this central Ohio market. As probably the most popular test market in the United States, Columbus epitomizes mainstream American tastes.

The first day of the program featured a tour of several grocery stores. According to our missionaries, the highlight of the tour was a superb presentation on Kroger's merchandising, operating, and marketing strategies by two of their managers on the premises of one of their suburban Columbus properties.

On the second day of the mission, our trade reception was held at the newest hotel in downtown Columbus, The Holiday Inn at Ohio Center. The reception drew in excess of 100 guests, largely from metro Columbus, but also from more distant cities in Ohio, such as Cleveland, Akron, Sandusky, Zanesville, Cincinnati and Dayton, as well as one guest (a military broker) from Louisville, Kentucky.

An unusual number of upper level executives attended the show, such as the Group Vice President of Borden's, the Senior Vice President of Purchasing of Wendy's International, the Senior Vice President of Merchandising for Super Food Services, one of the largest grocery wholesalers in the U.S., and the President of Big Bear Stores, the leading Columbus retailer of 66 grocery stores. In personal visits to these organizations made during market reconnaissance, it became clear that although Ontario food products were new and largely unfamiliar to these executives, there was nonetheless a definite interest in assessing them as possible new sources of supply. An incoming mission or two may transpire a result of their continued interest.

During the evaluation session on the final day of the trade mission, our missionaries were largely pleased with the contacts made at the reception. Once evaluations have been tabulated, a final report on the project will be submitted.

A.I. Industry Seminars  
Grand Rapids, MI; Feb. 20, 1989  
La Crosse, WI; Mar. 2, 1989  
(With Ross McKenzie)

The Grand Rapids seminar drew 40 of 60 invitees, and the La Crosse seminar, 70 of 210 invitees, both superior turnouts as responses to mailer invitations. Each seminar was organized to accommodate the farmers' schedule. A 10:30 A.M. starting time allowed attendees to drive as many as several hours to the seminar; similarly, a 3:00 P.M. completion time allowed them ample time to return home in time for evening chores.

The program offered diversity, featuring a video tape on Canadian A.I. products with Dr. Ted Burnside of the University of Guelph, a question & answer session, and presentations by one Ontario farmer and each of three Ontario breeders. At the end of each program, orders were taken on site for Ontario A.I. product.

Canadian Consulate Wine Promotion  
Detroit, Michigan  
February 5, 1989

"A Tasting of Canadian Wines" showcased 15 Ontario wineries and 6 wineries from other provinces (2 from Nova Scotia and 4 from British Columbia). The event was co-sponsored by the Detroit Consulate and Le Bec Fin Wine Club, a Windsor, Ontario club headed by Brian Bannon, a food writer for the Windsor Star.

Le Bec Fin has independently held an Ontario wine tasting event for each of the past nine years. This was the first such tasting event co-sponsored with the Consulate.

Both Le Bec Fin and the Consulate participated in promoting the event. Le Bec Fin promoted "A Tasting of Canadian Wines" through a mailing to its membership and through coverage in Brian Bannon's column in the Windsor Star. The Consulate sent a mailing of invitations to local wine retailers, distributors, and restaurateurs that was received in this office on Monday, January 30, 1989.

Recruiting for the event as well as attendee registration was handled by Le Bec Fin. The wineries each sent one or more company representatives to demonstrate their products, similar to an Ontario trade mission. The wines were enhanced by a display of fine foods for sampling from various Canadian food suppliers, including Black Watch Cheddar Cheese, supplied by SWT, an Ontario company that participated in our June, 1988 P.R.O.F.I.T. Seminar in Detroit.

I spoke to each Ontario winery at the event. Overall, they were pleased with the turnout of approximately 150 guests on a Sunday afternoon. They were also pleased with the favorable response of the group toward their wines. Nonetheless, they found "A Taste of Canadian Wines" to be more of a public relations forum than an opportunity to develop new business. As one guest explained, it was "more of a consumer event than a trade event." Largely, the guests appeared to be members of the Le Bec Fin Food and Wine Club.

#### PROJECTS IN PROGRESS

FMI Supermarket Industry Convention  
Chicago, IL  
May 7-10, 1989  
(With Laura Vasarais)

In our fifth consecutive year as an FMI exhibitor, we will showcase our Ontario exhibitors in an outstanding booth location at the main entrance to the most heavily populated FMI show floor. This year, our booth has been downsized somewhat in contrast to the past several years; nonetheless, we will be able to accommodate as many as 8 exhibitors with additional room for storage and possibly a small sitting area. To date, six companies have been recruited and one other company has expressed an interest in exhibiting.

Currently, we are assessing two alternative booth designs, one from the official show contractor, and the other from Ontario Store Fixtures, a substantial local manufacturer and designer that also exhibits independently at FMI. Once the designs and costs of each proposal have been evaluated, a decision will be reached and a contract signed with the designated contractor. Subsequently, a briefing session will be held for our exhibitors, possibly featuring a presentation by the designated contractor's representative. Tentatively, this session has been scheduled for early April.

For the first time this year, the federal government, through the Chicago Consulate, will also have an exhibit at FMI. The local commercial officer handling the show claims that she is focusing her recruiting on non-food companies for that exhibit. The federal booth will be located on another show floor in another building of McCormick Place.

Gateway Foods Meeting  
La Crosse, WI  
February 8, 1989

Gateway Foods is ranked as the seventh largest grocery wholesaler in the USA, supplying retailers in 7 states with annual sales quoted as high as \$2.5 billion (U.S.). In September, 1987, Gateway sent two representatives to the "Taste of Canada" food show that we jointly sponsored with the Chicago Consulate and the Quebec Government Office in Chicago. Although they were impressed with the quality and variety of products from Ontario, they made the decision to postpone an incoming mission until they restructured internally and appointed a manager for import procurement.

On February 8, I met with their new staff member responsible for imports. Although new to Gateway, he has many years of experience with such organizations as Kroger and IGA. He expressed a strong interest in our government services, and was particularly interested in participating in an incoming mission, once his inventory of current Gateway purchases is complete.

An incoming mission has been tentatively scheduled for summer, 1989. More precise dates will be secured within the next weeks, pending the outcome of Gateway's inventory.

P.R.O.F.I.T. Seminar  
Windsor, ON/Detroit, MI  
June 14-15, 1989  
(With Tony Stampfer)

Dates have been cleared for another P.R.O.F.I.T. at the Windsor-Detroit border. The standard two-day educational program for new exporters will be organized, covering such topics as government services, financing, insurance, selection of a local representative, the function of the customs broker, and warehousing of product across the U.S. border.

The Hilton International Windsor has been reserved for the entire first day of the program. Our level of participation with the Detroit Consulate will be determined as management should advise.

Food and Beverage Mission  
Kansas City, MO/KS and Wichita, KS  
September, 1989  
(with Maureen Higa)

I will complete reconnaissance in both of these Midwestern markets in April, 1989 to acquaint the local food trade with our fall trade mission plans, and to gather input on suitable locations for our trade reception. A site selection in each location will be determined during this visit.

Subsequently, this office will compile a mailing list to the trade events in both Kansas City and Wichita.

Federal Solo Food Show Audits  
Detroit Consulate Show; March 28, 1989  
Minneapolis Consulate Show; May 16, 1989

During the week of February 20, 1989, the Detroit Consulate notified us that they were funded to proceed with a Solo Food Show to be held on March 28, 1989. Due to their proximity to Southern Ontario, the Consulate has informed me that their show is largely comprised of Ontario exhibitors, but I have not seen a participant list to date. Although I will first review that list, it is highly likely that I will attend the show to meet with our exhibitors and with attending buyers that have characteristically supported the Ontario food shows in Detroit.

The Minneapolis Consulate is holding their annual Solo Show on May 16. Assuming that I can tie in some visits to the local food trade, I plan to audit that show as well.

KS:pah



GOVERNMENT  
OF  
ONTARIO

NOV 11 2000

Government  
of Ontario  
Canada

Ministry of  
Industry, Trade  
and Technology  
~~RECEIVED~~  
NEW YORK OFFICE

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

Suite 4066  
Prudential Centre  
Boston, Massachusetts  
U.S.A. 02199

April 12, 1989

JUSTICE DEPARTMENT REPORT  
BOSTON OFFICE ACTIVITIES  
October 1, 1988 - March 31, 1989

October 1988

Major Activities:

Several major firms, including Wang Labs, participated in Toronto High Tech Show.

39 U.S. firms attended Ottawa - Carlton defense seminar, in Lexington, MA on October 5, meeting with representatives of 8 Ontario firms.

The Ontario biotechnology investment seminar, in Boston, on October 20 had some 22 Ontario participants and approximately 20 New England representatives.

Ministry of Agriculture and Food staged a Taste of Ontario show in Randolph, MA on November 1 -2, with 250 New England attendees.

Trade Shows attended:

North East Computer Faire - October 26 - 28  
Electronic Imaging Show October 3 - 6

November 1988

Major Activities:

7 New England buyers attended Ontario IIDEX Show November 4 - 6.

20 Ontario firms participated in Ontario Medical Services mission and tabletop show in Boston, November 15. 45 New England representatives and distributors visited show. Several firms also visited American Public Health Association Show in Boston, November 16 - 17.

Office supported participation by 3 Ontario firms at Build Boston Trade Show, November 16 - 17.

Lisa Mitchell, assisted by John Campbell and Barbara Siskind, completed market research report on a major Boston Expressway project. Report has been sent to key Ontario construction firms.

Joyce Stephens joined Boston office November 14 as Technology Transfer Consultant.

December 1988

**Major Activities:**

Terry Gain attended a successful Canada-U.S. Free Trade seminar in Hartford, December 1, sponsored by the local World Trade Association. There appears to be a growing interest among New England firms in assessing the post Canada - U.S. Free Trade business environment and determining corporate strategies in this new environment.

Creative Closets Unlimited, Inc. has purchased licensing rights for Canada and intends to establish a corporation in the Toronto area.

Terry Gain and John Brady met with the Vice President of Gillette to discuss the recent Canadian plant closings.

Cathy Arnston and Lisa Mitchell attended Conntech Show in Hartford December 6.

John Campbell attended MASCON '88, on December 1, New England's first show exclusively featuring construction equipment.

Cathy Arnston attended the Congress of Cities Exposition in Boston on December 5.

John Brady assisted the visit of the Hon. Jim Bradley, Minister of the Environment, to Boston on December 1.

The Tourism section of the Boston office sponsored a Toronto for the Arts promotion in Boston, December 15.

January 1989

**Major Activities:**

John Campbell and Barbara Siskind attended the Northeastern Retail Lumbermen's Show in Boston on January 12 - 14, along with 8 Ontario firms. John also attended the Toronto Furniture Show on January 16 - 17.

Four buyers and one rep from New England visited the Toronto Furniture Show, January 16 -17.

John Brady was involved in arranging and participating in several meetings , including one with Digital Equipment, Inc., for Helen Burstyn and Neil Paget of the Premier's Council regarding the Premier's Council current research agenda on skills and adjustment issues.

John Brady also participated on a panel on Canada at Yale University on January 28.

February 1989

Major Activities:

Cathy Arnston attended the New England Water Pollution Control Show in Boston, January 23 - 25.

The recent Boston office market research study on the Expressway reconstruction project has now generated over 70 inquiries from Ontario firms.

We had an Ontario defense industries mission of 11 firms on February 26 - March 1; meetings with 6 prime contractors: Raytheon, General Electric, GTE, Sanders, Kollsman, and Honeywell. Associated briefings on selling to the military took place.

We report one additional investment result - Nappco Inc. of Northboro, MA has decided to open a warehouse/branch in Maple Ontario. The product is underground pipe couplings.

March 1989

Major Activities:

Premier Peterson visited Boston from March 15- 17. Program elements included an address to the Institute of Politics, Kennedy School of Government, Harvard University; breakfast presentation to Boston business community; interview with local press; meeting with Governor Dukakis.

Minister of Skills Development Alvin Curling was in Boston for meetings with counterparts March 2 - 3.

Lisa Mitchell was successful in having an article on Free Trade and the Boston office into "Hospital Purchasing News."

Ms. Pamela Lamar joined Boston office, March 20 as Office Administrator.

Trade Shows attended:

2 Food Shows

Networld Show - February 28 - March 2 (3 Ontario firms in attendance)

Big Show - March 21 - 23

New England Healthcare Assembly - March 22 - 24

MAY 09 '89 13:12 ONTARIO GOVT. DALLAS

P.2/5



Government  
of Ontario  
Canada

Ministry of  
Industry, Trade  
and Technology

Telephone  
214/386-8071  
Fax: 214/991-5159

14901 Quorum Drive  
Suite 485  
Dallas, Texas 75240

May 9, 1989

TO: Desmond Benfield  
New York Office

FROM: Peter McDonald  
Dallas Office

RE: SEMI-ANNUAL JUSTICE DEPARTMENT REPORT  
OCTOBER 1, 1989 - MARCH 31, 1989

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

Peter McDonald  
Senior Representative

Attachment

MAY 09 '89 13:12 ONTARIO GOVT. DALLAS

P.3/5

**DALLAS OFFICE ACTIVITIES**

October 1, 1988 - March 31, 1989

**Major Activities - October 1988**

Total Sales - \$3,881,000  
Agents appointed - 70  
Companies assisted: 39  
1 branch plant reported - E.D.S.

**Highlights:**

Dallas office planning a Business Opportunity Mission in Garland, Texas.

The office is working on 10 industrial development leads.

One consultant returned to Ontario for reassignment - replacement expected.

**Major Activities - November 1988**

Total sales - \$625,000  
Agents appointed - 1  
Companies assisted: 11

**Highlights:**

Formulation of the Texas-Ontario Roundtable began.

Peter McDonald joined the staff. He arrived from Toronto November 5, 1988.

The announcement of the Superconducting Supercollider was made in Washington and the State of Texas was the winner. We will follow closely for business opportunities.

**Major Activities - December 1988**

Total sales - \$2,687,500  
Agents appointed - 7  
Companies assisted: 60  
1 branch plant reported - CompuAdd  
2 Joint Venture/Licensing Agreements reported -  
Texas Instruments (Dallas) and Texas Optoelectronics  
(Garland)

**Highlights:**

A successful Business Opportunity Mission was held in Garland, Texas, and 16 prospects were interviewed.

Activities have slowed for Christmas holidays.

MAY 09 '89 13:13 ONTARIO GOVT. DALLAS

P.4/5

**DALLAS OFFICE ACTIVITIES**

October 1, 1988 - March 31, 1989

Page Two

**Major Activities - January 1989**

Total Sales - \$2,562,500  
Agents appointed - 3  
Companies assisted - 30  
2 branch plants reported - Carlisle Memory Products and Dell  
Computer Corp.

**Highlights:**

Staff visited two trade shows to develop leads. The shows were HAI (Helicopter Assoc. International) and the Shot Show.

Attended a seminar on "The Canada-U.S. Free Trade Agreement".

Considerable staff time was spent on "Texas-Ontario Roundtable" planned for Austin March 28-29, 1989.

**Major Activities - February 1989**

Total Sales - \$10,487,500  
Agents appointed - 2  
Companies assisted - 29  
1 Joint Venture reported - Triple H Industries (Azle, TX.)

**Highlights:**

A Business Opportunity Mission was held in Weatherford, Texas, and 10 interviews were recorded.

A Joint Venture agreement was signed between two companies to produce seats for Bell Helicopter in both Canada and the U.S.

New marketing requests produced 29 Ontario clients seeking markets in the Southwest.

**Major Activities - March 1989**

Total sales - \$350,000  
Agents appointed - 1  
Companies assisted - 30  
1 Joint Venture reported - Electronic Data Systems  
1 Licensing Agreements reported - International Telecharge,  
Inc.

(Continued on Page 3)

MAY, 09 '89 13:10 ONTARIO GOVT. DALLAS

P.5/5

**DALLAS OFFICE ACTIVITIES**

October 1, 1988 - March 31, 1989

Page Three

Major Activities - March 1989 - (Cont'd.)

Highlights:

A very successful program, the Texas-Ontario Roundtable, was held in Austin on March 28-29, and 100 industrial development leads were produced.

Plans were formulated to participate in the OTC show being held in Houston May 1-4, and the ICA Show in Dallas May 2-4.

MAR 31 1989

Registrant: Government of Ontario, Canada  
 Registration#: 2087

RECEIVED  
 NEW YORK OFFICE

The following persons in your organization filed short form registration statements on the date indicated by each name. These short forms are still in an active status. Please review and update where appropriate.

Date Filed	Name	Current Role	Termination Date?
<del>4/11/68</del>	<del>Robert Alexander Mitchell</del>		
5/09/68	J. Howard Cook		
<del>4/16/71</del>	<del>Norman J. Sweetlove</del>		
1/11/72	Harold Bernard Scheiten (DO NOT DELETE)		
<del>1/11/72</del>	<del>Boucher Theodore Senhouse Clark</del>		
<del>12/07/72</del>	<del>William Donaldson Timmerman</del>		
<del>11/16/72</del>	<del>Kenneth Stephen Fisher</del>		
<del>11/13/73</del>	<del>Lloyd H. Collins</del>		
<del>10/01/75</del>	<del>Douglas Oliver Chamberlain</del>		
<del>7/09/76</del>	<del>Murray Berlin</del>		
9/16/77	William Alexander Drew Dawhinee		
6/22/78	Robert Luehrs Giles		
8/03/78	James Brian Donoghue		
<del>11/20/78</del>	<del>Joseph Philip Hayes</del>		
5/07/79	Brigid Greene		
<del>5/29/79</del>	<del>Clement Desaulniers</del>		
<del>8/06/79</del>	<del>David Munce Rodgers</del>		
<del>8/06/79</del>	<del>Richard W. Carr</del>		
<del>8/24/79</del>	<del>Bruce Buchner Williams</del>		
<del>8/24/79</del>	<del>Brian A. Richmond</del>		
<del>5/13/80</del>	<del>Russel Charles Sawchuk</del>		
5/13/80	J. Brian Donoghue (DO NOT DELETE)		
5/19/80	Eugene J. McCluskey		
7/22/80	Gurpal S. Khaira		
<del>7/22/80</del>	<del>Lawrence M. Cranston</del>		
7/22/80	Cliff Coward		
7/22/80	Carlos R. Colon		
<del>7/22/80</del>	<del>John Douglas Stone</del>		
7/22/80	Thomas J. Britt		
<del>10/31/80</del>	<del>Fred J. Hall</del>		
<del>10/31/80</del>	<del>J. Arthur Gauthier</del>		
<del>4/23/81</del>	<del>Terri Lynn Smith</del>		
4/30/82	Melinda M. Sumurdy		
4/30/82	Benjamin L. Serra		
<del>4/30/82</del>	<del>Patricia Smith</del>		
<del>3/02/83</del>	<del>Meta Rotenberg</del>		
<del>4/19/83</del>	<del>John G. Goppert</del>		
4/19/83	Carolyn J. Johnston		
11/23/82	Robin H. Jepsen		
<del>3/02/83</del>	<del>Bryno B. Purchase</del>		
<del>10/06/83</del>	<del>Thomae A. Lillioo</del>		
<del>11/28/83</del>	<del>Richard La Palme</del>		
<del>12/13/83</del>	<del>A. Bruce Wilson</del>		
<del>12/13/83</del>	<del>Nancy E. Graham</del>		
<del>12/13/83</del>	<del>James A. Adair</del>		
3/27/84	D'Arcy Robinette Counsell		
3/27/84	Donald Gordon Ritchie		
3/27/84	Robert Louis Benton		
9/14/84	Robert J. Adduci, Jr.		

INTERNAL SECURITY  
 SECTION  
 REGISTRATION UNIT

89 MAY 12 P1:20

RECEIVED  
 OFFICE OF THE  
 ATTORNEY GENERAL  
 CRIMINAL DIVISION

Registrant: Government of Ontario, Canada  
Registration#: 2087

The following persons in your organization filed short form registration statements on the date indicated by each name. These short forms are still in an active status. Please review and update where appropriate.

Date Filed	Name	Current Role	Termination Date?
11/13/84	Susan J. MacDonald		
<del>11/13/84</del>	<del>Robert S. Shelley</del>		
2/11/85	Dana Elizabeth Ottman		
<del>1/31/85</del>	<del>Ennie Vita Finzi</del>		
<del>7/19/85</del>	<del>Kathleen O'Donnell Dinisco</del>		
7/19/85	John E. Campbell		
7/19/85	James H. Gray		
10/03/85	Carol Sue Klein		
<del>10/03/85</del>	<del>Kenneth W. Mueller</del>		
<del>10/03/85</del>	<del>James K. Wetler</del>		
<del>10/03/85</del>	<del>Oscar Holt</del>		
10/03/85	Ronnie E. Burks		
10/03/85	John Hopkinson		
10/03/85	Kathleen A. Seebert		
11/18/85	Desmond Benfield		
11/18/85	Walter John (Jack) Rezny		
2/04/86	Ray J. Troyer		
5/16/88	Gary T. Cooke	Consultant	
5/16/88	Stephen R. Howe		
5/16/88	Walter St. others		
5/16/88	Ilze Petersons Taylor		
12/12/88	Arnold David Mansdorf		
1/05/89	Floyd C. Simpkins		

