

For Six Month Period Ending **11 OCT 1990**
(Insert date)

Name of Registrant

Registration No. 2087

GOVERNMENT OF ONTARIO, CANADA

Business Address of Registrant

SUITE 28
800 THIRD AVENUE
NEW YORK, NY 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.

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

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

If yes, furnish the following information:

Name	Position	Date Connection Ended
SUSAN MCDONALD	SENIOR Representative L.A.	30/4/90

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:

Ray McCague	Canadian	Los Angeles	Senior REP	4/90
		<i>Residence</i>		<i>Date</i>
<i>Name</i>		<i>Address</i>	<i>Citizenship</i>	<i>Position</i>
Ian Birnie		12 E. 22nd St #8E NYC	Canadian	Commercial/Cultural 8/90
John Dorr	U.S.	2 Pine Hollow, Bernardsville, NJ 07924		Commercial Consul 10/90
Myra Clement	U.S.	333 E. 49th St. #8R New York, NY 10017	Trade Dev. Consult	May/90

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

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

If yes, furnish the following information:

Name of foreign principal

Date of Termination

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

If yes, furnish following information:

Name and address of foreign principal

Date acquired

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

GOVERNMENT OF ONTARIO CANADA

III—ACTIVITIES

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

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

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

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

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

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

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

If yes, describe fully.

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

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

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

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

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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**"REFER TO ATTACHED STATEMENT OF EXPENDITURES"
(WE ARE REIMBURSED FOR THESE AMOUNTS BY GOVERNMENT OF ONTARIO,
QUEENS PARK, TORONTO, ONTARIO, CANADA)**

Total

(b) RECEIPTS—THINGS OF VALUE

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

If yes, furnish the following information:

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

15. (a) **DISBURSEMENTS—MONIES**

During this 6 month reporting period, have you

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

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

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

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
"SEE ATTACHED" (GOVERNMENT OF ONTARIO, STATEMENT OF EXPENDITURE)			

Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

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

Yes No

If yes, furnish the following information:

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

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

Yes No

If yes, furnish the following information:

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

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

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

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

17. Identify each such foreign principal.

ON BEHALF OF THE GOVERNMENT OF ONTARIO, CANADA

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

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

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

SEE ATTACHED: "GOVERNMENT OF ONTARIO, CANADA, STATEMENT OF EXPENDITURE"

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

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

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

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

21. What language was used in this political propaganda:

- English Other (specify)

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

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

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

VI-EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

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

- Exhibit A⁶ Yes No NOT APPLICABLE
Exhibit B⁷ Yes No

If no, please attach the required exhibit.

(b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes No

NOT APPLICABLE

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

If no, please attach the required amendment.

NOT APPLICABLE

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.
⁷The 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 C⁸, 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.

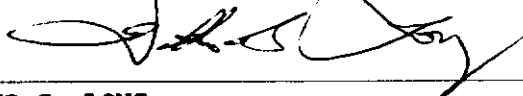
27. SHORT FORM REGISTRATION STATEMENT

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)



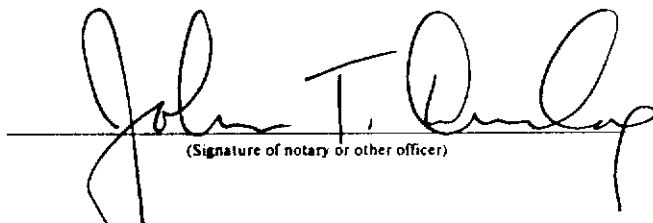
WALTER G. LONG
XXX DIRECTOR, BUSINESS DEVELOPMENT

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

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

this 15th day of NOVEMBER, 19 90

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 September 21, 1991


(Signature of notary or other officer)

⁸The 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.)

JUSTICE DEPARTMENT REPORT
SUMMARY OF ACTIVITIES
OFFICE: NEW YORK

MONTH: APRIL/MAY/JUNE 1990

Ontario Companies Assisted: 167

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

Stepto & Johnson - Washington D.C.

Moot & Sprague - Buffalo, NY

Saperston & Day - Buffalo, NY

Phillips, Lytle, Hitchcock, Buffalo, NY

Blaine & Hubber, Buffalo, NY

Norstar Bank, Buffalo, NY

Marine Midland Bank, Buffalo, NY

C.J. Tower Inc., Buffalo, NY

Manufactures & Traders Trust Company, Buffalo, NY

New York Chamber of Commerce

Montgomery High Technology Counsul, Rockville Maryland

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

Bud Hanson Company

Arcon Specialties Corp.

Richards Associates, Milford, DE

FRG Associates

Staff attended: 25 Trade Shows.

2 Consular Visits. Canadian/NYC/Buffalo

 Seminars.

 Others.

JUSTICE DEPARTMENT REPORT
SUMMARY OF ACTIVITIES
OFFICE: NEW YORK

MONTH: July, August, September

Ontario Companies Assisted: 202

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

- Greater Syracuse Area, Chamber of Commerce
- Seneca County Chamber of Commerce
- Greater Rochester Chamber of Commerce
- Bus Industries of America, Utica, NY
-
-
-
-
-
-
-

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

- Herbert Lewin Sales, New York City
- Bill Levin, New York City
- Culture Sales Corp, New York City
- Life Lines for Kids, New York, NY
- Michael Silberman Sales, New York City
- Cheryl Sullivan Ltd, New York City
- Carnot International, New York City
- John Evans & Association, New York
- Stanley Asher, Reading, PA
- Sheland Chemicals, Newark, NJ

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Staff attended: 25 Trade Shows.
1 Consular Visits. Canadian/NYC
 Seminars.
 Others.

JOAN SUTTON STRAUS
REPORT TO THE DEPARTMENT OF JUSTICE
APRIL 1, 1990 - SEPTEMBER 30, 1990

APRIL

- 2nd New York, New York
Lunch - Pierre Hotel
Murray Koffler, King Ranch, Ontario
- 18th New York, New York
Meeting at U.N. with
Canadian Ambassador Yves Fortier
- Meeting at Ontario House with
Eleanor Clitheroe,
Assistant Deputy Minister,
Ministry of Treasury
- 19th New York, New York
Meeting with Peter Gordon,
Salomon Brothers Inc.
- 22nd New York, New York
Attend Neil Simon Tribute
at American Academy of Dramatic Arts
Plaza Hotel
- Attend meeting at Canadian Club
- 23rd - 25th Boston, Massachusetts
Attend various meetings with
Boston Ministry of Industry,
Trade and Technology
- 27th - 28th Albany, New York
Attend meeting at Rensselaerville
Institute

ALBANY, NEW YORK
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MAY

- 1st New York, New York
Meeting at Ontario House with
Jackson Gardner, Manager - U.S. Exports
Ministry of Agriculture and Food
- 3rd Buffalo, New York
Attend meetings in Buffalo area
with The Hon. David Peterson,
Premier of Ontario, Canada
- 7th New York, New York
Host dinner at residence
for The Hon. Ken Black,
Minister of Tourism and Recreation
- 9th New York, New York
Attend reception at Pierre Hotel
for The Hon. David Peterson,
Premier of Ontario, Canada
- 10th New York, New York
Attend luncheon at the Canadian
Society in honor of
The Hon. David Peterson,
Premier of Ontario, Canada
- 14th New York, New York
Attend luncheon at Americas Society
with Lansing Lamont, Director of
Canadian Affairs

Attend meeting at the Canadian Club
re: upcoming events
- 16th - 19th Atlanta, Georgia
Attend various meetings in Atlanta
in conjunction with Atlanta Office
of Ministry of Industry, Trade and
Technology.
- 21st Washington, D.C.
Attend meetings with Canadian
Ambassador Ian Burney at Canadian
Embassy in Washington, D.C.

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JUNE

- 4th New York, New York
Hold reception at Ontario House
for students of Staten Island
School re Environmental issues
- 5th New York, New York
Attend investment seminar
at Metropolitan Club, New York
- 6th New York, New York
Reception for the Hon. Monte Kwinter,
Minister/Ministry of Industry, Trade
and Technology at residence of
Agent General, 812 Park Avenue
- 7th New York, New York
Attend Breakfast at Hallorah House
hosted by N.Y. Chamber of Commerce
in honor of Monte Kwinter,
Minister - as above.
- Attend luncheon at Knickerbocker Club
for Minister Monte Kwinter
- Attend reception at residence of
Canadian Consulate General,
Anthony Eyton
- Attend Americas Society
Spring Party Dinner at
Tavern on the Green, New York
- 13th New York, New York
Attend luncheon at Metropolitan Club
hosted by Wood Gundy Inc.
Re: Economic Overview
- 14th New York, New York
Attend Showcase Canada Pierre Hotel
hosted by Ministry of Tourism.
- 15th New York, New York
Attend luncheon at Toronto
Dominion Bank of New York

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JUNE -CONTINUED

- 19TH Boston, Massachusetts
Attend New England Governor's
Conference and various meetings
in Boston area in conjunction
with Boston Office of
Ministry of Industry, Trade and
Technology.
- 20th - 21st Chicago, Illinois
Attend various meetings and
Marketing Opportunities Reveiw with
Chicago Office of Ministry of
Industry, Trade and Technology.
- 22nd New York, New York
Attend luncheon at Knickerbocker Club
with Canadian Consulate General,
Anthony Eyton and Assistant Deputy
Ministry of Ministry of Industry, Trade
and Technology and Director .
- 24th - 26th Dallas, Texas
Attend various meetings in Dallas
area with staff of Dallas Office
of Ministry of Industry, Trade and
Technology.
- 28th New York, New York
Attend luncheon at Knickerbocker Club
with Mexican Ambassador to the U.S.

Attend Celebrations for Canada Day
at Metropolitan Club, New York

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JULY

3rd

New York, New York
Meeting at Ontario House with
Valerie Jennings re Ontario
Report.

7th - 31st

Agent General on vacation

Report to the Department of Justice
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AUGUST

- 13th New York, New York
Meeting with staff from Queen's Park
International Offices at Ontario
House.
- 15th New York, New York
Meeting with Director of Americas
Branch, Toronto at Ontario House,
New York.
- 16th New York, New York
Attend luncheon at Salomon Brothers.
- 20th New York, New York
Attend reception at Alberta
House, New York.
- 21st New York, New York
Attend Ministry of Agriculture and
Food exhibit at Javits Center.
- 30th New York, New York
Attend luncheon with
Dr. Hank Dullea, Director of State
Operations, Governor's Office,
State of New Yor.

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SEPTEMBER

- 6th New York, New York
Attend meeting with
David Rockefeller

Attend reception at Gracie Mansion
for Mayor Dinkins.
- 7th New York, New York
Attend reception at Roosevelt Hotel
in honor of Mayor Eggleton,
Mayor of Toronto, Canada
- 12th - 14th Dallas, Texas
Attend the 40th Annual Texas Industrial
Development conference in conjunction
with Dallas Office of Ministry, Trade
and Technology.
- 17th New York, New York
Attend reception at Doubles to
introduce new cultural consultant
for the Province of Ontario.
- 18th Boston, Massachusetts
Attend various meetings in Boston
area in conjunction with Boston Office
of Ministry of Industry, Trade and
Technology.
- 19th New York, New York
Attend luncheon with new cultural
consultant at Canadian Consulate,
New York.



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

November 9, 1990

**TOURISM REPORT FOR THE PERIOD UNDER REVIEW
April 1, 1990 through September 30, 1990**

During the above period, regular communications were maintained with key Travel Industry Account Managers such as Tour Wholesalers, Operators, and select Travel Agencies, Airline and Rail Suppliers.

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

Promotion Activities:

April 1990

The Ministry of Tourism participated in the Travel Trade and Media reception/luncheon/presentation for First Air, Ottawa, sponsored by The Canadian Consulate, New York.

May 1990

The Ministry of Tourism participated in the Air Canada inaugural gate opening at Terminal B at Newark International Airport, New Jersey. This was followed by a luncheon for key Travel Trade and Media executives at the Radisson Hotel, New Jersey.

The Ministry participated in the Senior Travel Planners Trade Show, organized by the Association of Senior Travel Planners, MA. Taking place in Atlantic City, NJ, this trade show attracted approximately 250 Senior Group Influencers who met with travel trade suppliers from the United States and Canada.

June 1990

The Ministry participated in "Showcase Canada" 1990 at the Pierre, NY, in cooperation with the Canadian Consulate, New York. Representatives from Canada's Travel Industry were present to meet with the New York Society of Association Executives who have expressed an interest in holding meetings in Canada.

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Tourism Report for the
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August 1990

The Ministry participated as an invited guest by the American Bus Association, Washington, DC, as a panelist to select the top 100 events for North America in 1991.

September 1990

The Ministry participated in the National Association of Senior Travel Planners travel trade show in Wilmington, Delaware and Langhorne, Pennsylvania. Approximately 450 Group Influencers attended to meet with travel industry suppliers from the United States and Canada.

The Ministry conducted a direct mail promotion targeted to 5000 Club Organizers/Presidents (Group Leaders) from the New Jersey, New York, Maryland and Eastern Pennsylvania. This mailing was serviced by the National Association of Senior Travel Planners, MA.



Thomas J. Britt
Manager
Eastern United States

TJB/do

NORTHEASTERN QUARTERLY REPORT

APRIL - MAY - JUNE 1990

Myra Clement
July 11, 1990

INTERNAL SECURITY
SECTION
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A. MAJOR ACTIVITIES COMPLETED

1. NEW ENGLAND DAIRY-DELI ASSOCIATION TASTE SHOW
April 17-18, 1990, Boston, Massachusetts.

Six companies exhibited
(Cf. Carol Klein's report for detailed account.)

2. SPECIALTY FOOD SEMINAR (with Rick Hayward)
June 7, 1990, Toronto.

A specialty food seminar, featuring four Ontario Panelists and four U.S. Panelists, was held as Phase I of an educational program designed for new and potential exporters. (Phase II and III will be described below.)

130 invitations were sent to specialty food producers across Ontario. 55 people, representing 43 companies, registered to attend. 39 actually attended.

The agenda called for each of the four U.S. Panelists to address the audience, as follows:

John Roberts, Executive Director,
National Association for the
Specialty Food Trade

An overview of the specialty food market in the U.S. and a presentation of the International Fancy Food and Confection Show.

Don Allan, President
Liberty-Richter, Inc.

The marketing, sales and distribution support offered by an importer/distributor. Importer expectation of his/her new suppliers.

John Jablonowski, V.P. Purchasing
Haddon House Food Products

The Buyer's selection criteria. The Buyer's expectation of his/her new suppliers.

Jack Yates, Secretary
National Association of Specialty
Food and Confection Brokers

The Role of the Broker in the U.S.

Upon conclusion of these four addresses, the floor was open to a 15-minute Q/A period.

The program resumed with a 10-minute presentation from each of our Canadian Speakers:

Pat Yokom, Account Manager
Checkmate Marketing Resources

The strategies and preparation required prior to attacking the U.S. market.

Sid Wayne, V.P.
Stone County Specialties

A success story.

G. Paech, President
Rudolph's Specialty Bakeries

A success story.

S. Muchnik, General Manager
Summersweet Fine Foods

A success story.

A second 15-minute Q/A period followed.

After the formal presentations, attendees were invited to a reception and luncheon showcasing Ontario wines and food specialties.

The seminar earned high marks for both the quality of our guest speakers and the content of their presentations. The only criticism, on which attendees and organizers agreed, was that, given the enormous amount of information presented, it would have been preferable to schedule an entire day for the event.

3. SPECIALTY FOOD AUDIT MISSION BRIEFING SESSION (with Rick Hayward)
June 22, 1990, Toronto.

Phase II of the Specialty Food Program (see above) calls for a mission of ten of the companies that attended our seminar to travel to New York on July 9, 10 and 11 to visit leading retail outlets and the International Fancy Food and Confection Show.

Of the 15 companies expressing an interest in attending, eight companies-- Village Treats, Channa Unltd., Sutton-Klein, Malki Fancies, Crofters, Great Canadian Food Products, FlavorCoffee, Jakeman's Maple Products-- and one association-- Canadian Specialty Food Association -- were selected for the mission.

Representatives of each company attended the above briefing in preparation for the mission. In addition, they were asked to express their objectives in participating. A general consensus: to gain knowledge of the U.S. market, check the competition, identify potential niches, compare pricing and packaging, look for distribution.

Phase III of this program (with M. Higa) calls for an outgoing mission to New York in October of four of the nine Phase II participants to follow up on contacts made during the show.

4. P.R.O.F.I.T. (with Karen Moore)
June 20-21, 1990, Toronto Airport Hilton/ Buffalo.

This event enjoyed the participation of 29 people representing 24 companies. The large turnout was attributed to the recruitment drive for new exporters in early 1990. The agenda was standard: i.e. speakers in Toronto: J. Gardner, D. Mark, Transportation Experts, Banker, Insurer, Label Expert, in Buffalo: Broker, Customs Broker, FDA Compliance Officer and visit to a specialty store and supermarket.

The program was met with favorable reviews. Constructive criticisms to bear in mind when planning future PROFITS: (1) Send reading materials to participants prior to the event so some of the information can be digested, questions formulated, etc. in advance. (2) Ensure a uniformity of export knowledge (or lack thereof) of participants. (3) Plan for greater interaction between speakers and attendees during informal moments. (i.e., during mealtimes).

5. KOSHERFEST AUDIT
May 23-24, 1990, New York City.

Billing itself as "the only Kosher food trade show in the world", the show featured some 80 exhibitors and attracted 5,000 supermarket independent store, department store and food service buyers, mostly from the Northeastern United States. European Noodles, the only Ontario company exhibiting, said that this was the best U.S. show in which they had ever participated, the uniqueness of their product and the quality of attendees accounting for brisk business.

The Kosher food market, which purports to occupy 30% of all U.S. supermarket shelf space, appears to be an excellent, growing niche for many of our exporters. We are recommending a go-slow approach that will begin with a Kosher food seminar, tentatively scheduled for October 1990, to which we will invite companies that are Kosher certified and those with an interest in becoming certified. During the seminar, we will also include a presentation of Kosherfest itself. Based on exporter response and Kosher food buyer activities in the U.S., OMAF will consider (a) organizing an Ontario Pavilion at the next show in February 1990 or (b) encourage exhibitors to "go it alone" while offering logistical support.

B. ONGOING ACTIVITIES

1. Premier Peterson Reception (May 9, 1990) and Luncheon (May 10, 1990)
New York City.
2. Madame d'Escoffier Tea
May 11, 1990, New York City.
Drawing 40 high profile women in the food service industry.
3. EDDA Spring Dinner
May 23, 1990, New York City.
Attended by 400 members. Of note: Guest Speaker Dean Janeway (Wakeferns)
stressed the buyer's overriding preference for products that are
ecologically respectful, which he termed: "the key criterion of the '90s."

C. UPCOMING ACTIVITIES

1. SPECIALTY FOOD PROGRAM/PHASE II: AUDIT MISSION (with R. Hayward & M. Higa)
July 9-11, 1990, New York City.
2. EASTERN DAIRY-DELI ASSOCIATION TASTE SHOW BRIEFING SESSION (with R. Koopman)
for 13 exhibitors
July 27, 1990, Toronto.
3. EASTERN DAIRY-DELI ASSOCIATION TASTE SHOW
August 21-22, 1990, JAVITS CENTER, New York City.

13 companies have confirmed their participation:

Summersweet Fine Foods, Derlea Brand Foods, Nustef Foods,
European Noodles, Sun Foods, Oak Run Bakery, Patty Palace,
Le Canard Enchaîne, J.M. Schneider, Cuddy Foods, Christopher Pies,
Cappola Brothers, Pop-Ins Frozen Foods.

In addition, OMAF will man an information booth that will serve as
the rallying point for the Ontario Pavilion.

4. AUDIT: FINE FOODS EXPOSITION AND CONFERENCE
Sept. 17-18, 1990, Royal Plaza Trade Center, Marlborough Mass.

ONTARIO MINISTRY OF AGRICULTURE AND FOOD

NORTHEASTERN QUARTERLY REPORT

July - August - September/1990

Prepared by:

**Myra Clement
September 28, 1990**

A. MAJOR ACTIVITIES COMPLETED

1. Processed Food Program/Phase II: Audit Mission (w. M. Higa and R. Koopman), July 9-11, 1990, New York City

Subsequent to Phase I, the Specialty Food Seminar attended by 39 manufacturers on June 7, eight companies and one association participated in Phase II: an audit mission intended to show potential exporters "what it takes" to compete successfully in the U.S. processed food industry, in general, as well as to provide a market overview of New York City, in particular.

The specific program, covering 2 1/2 days, included:

- Store tours that covered the wide spectrum of specialty food stores in New York, from the low-end Zabar's and Fairways, to the high-end Balducci's and Dean and DeLuca, along with the flagship stores of the A & P and D'Agostino supermarket chains.
- International Fancy Food and Confection Show (IFFCS) visit, where participants reviewed products, pricing and packaging in their respective categories and made contact with distributors and brokers.
- Three formal briefings, during which participants shared their evaluation of competitive products, pricing and packaging based on their store tours and IFFCS Show visits.

Results: The group was generally optimistic, some noting the absence of directly comparable products, others noting that where there was direct competition, the quality of their products gave them a competitive edge. Overall, most felt there was a niche market for them, owing to quality and/or pricing, so that their products were unique in some aspect.

Future Action

Immediately following the audit, 5 companies expressed an interest in returning to New York in October to follow-up with the brokers and distributors whom they had met, originally planned as Phase III of this project. However, telephone reconnaissance earlier this month revealed that those companies had not yet finalized their packaging, labeling or product formulations, so that this last phase of the project has been cancelled.

Because of interest in exhibiting at the Summer 1991 IFFCS was expressed by some participants and other manufacturers, combined with the high marks the audit mission received from participants, OMAF will be booking 10 booths at the show, planning, as well, for an audit mission to be run concurrently for new potential exporters.

2. Empire Farms Days (w. R. McKenzie) August 7-9, 1990, Seneca Falls, New York

OMAF participated in the Ministry of Industry Trade and Technology's (MITT) "Ontario, Canada" Exhibit at Empire Farm Days for the third consecutive year.

OMAF occupied two display areas. In one, the Ontario Association of Animal Breeders (OAB) presented A.I. information. In the second, OMAF's display utilized a 26" screen presenting A.I. bulls on video to a 20-seat viewing area.

Overall, the Ontario Exhibit was a well-attended, professional looking pavilion (consisting of 38 exhibitors, 4 of which were government agencies) that projected a dynamic image of the province.

Conclusion

- The OAB as well as other Ontario companies interested in this show, do not require OMAF assistance.
- The OMAF video viewing area served as a welcome rest point for weary show attendees, although the worthiness of the exhibit was minimal.
- Consequently, OMAF's current time and dollar investment cannot be justified. However, from a public relations (and inter-governmental relations) perspective, OMAF's participation in this event is a positive factor.

Future Action

OMAF will limit its participation in this event in 1991 to an unstaffed display area, with set-up, supervision and tear down to become the responsibility of MITT.

3. Eastern Dairy-Deli Association "Taste" Show (w. R. Koopman) August 21-22, 1990, Javits Center, New York City

13 companies participated (please see Directory attached).

To promote the event, OMAF took a full-page ad in the special show issue of "Modern Grocer," the event's official publication. OMAF also sent a Directory of Ontario Exhibitors and cover letter to 250 top EDDA members. The latter effort generated more traffic to the OMAF areas than did the ad. This direct mail approach will be intensified prior to future shows.

During the show, itself, two major observations were made:

- Companies with established brokers in the area had a far easier time making contacts with leading players in the region.
- Exhibitors requested greater visual identification as a Canadian entity.

Overall attendance was down in 1990 compared with 1989. Reasons cited: in August, many people are on vacation. The IFFCS, held in July, tends to attract a far more significant number of visitors, including EDDA attendees. So, given the proliferation of trade shows throughout the U.S., exhibitors and visitors, alike, are streamlining their participation.

The OMAF area was situated in the last aisle of the hall, which was not how the floorplan was presented when the space was originally booked. Consequently, the traffic was the lightest here. Some exhibitors felt that this was desirable, since only serious professionals walked down the nine aisles necessary to visit OMAF's booths. Others felt the location hurt them.

The two biggest Ontario success stories at the show were Fairlee Fruit Juices and Cappola Foods. Other participants expressed mixed reactions.

Future Action

It may be advisable to decline participation at "Taste" 1991 and replace it with an OMAF table top reception, enabling total control of date and site selection, and creating greater opportunities for manufacturers with or without established broker representation. This possibility is currently under consideration and will be finalized in the coming weeks.

4. **Fine Foods Expo and Conference: Audit, September 17-18, 1990, Marlborough, MA**

This show featured a total of 86 exhibitors: manufacturers, importers and distributors of processed foods, beverages and related non-food products.

The event was produced by Griffin Publications, publishers of the only regional trade paper with a reputation for "making or breaking" companies in its area of influence.

Traffic was very light, some 1,000 visitors in all, most attendees being producers who came to prospect the show, and media reps, there to sign new advertisers.

Overall, the consensus among exhibitors and visitors alike was that this show did not deliver, that it served to duplicate the efforts New England Dairy-Deli show held in April and that its sole raison d'etre was to generate revenue for the sponsor/organizer company.

Future Action

OMAF will decline to participate in the 1991 event, should it take place.

5. ^{*Prepared (Frozen)*} **National Prepared Foods Festival: Audit, September 26, 1990, Meadowland, NJ**

Now in its tenth year and always held during the last week of September, this show featured 130 exhibitors of frozen, packaged and refrigerated foods and, for the first time, beverages, involved in food service, although retail packaging was also largely in evidence. Exhibit space was a sell-out, 90% of which was booked two months after the 1989 show.

Visitors totalled some 5,500 and came from these industry categories: hotel/motel and restaurant chains and independents, airlines, institutions, caterers, distributors, brokers and processors. Most visitors are based in the New York/New Jersey/Connecticut region, plus a significant number drawn from Pennsylvania.

Major product categories represented were: fish and seafood, baked goods, particularly desserts, ethnic (Chinese, Japanese, Italian, Mexican), hors d'oeuvres and pasta.

The consensus, seemingly unanimous, among exhibitors, was that this show is a sensational vehicle for new products and/or players coming into the market, while providing valuable exposure for existing products/companies.

Future Action

Given the speed with which booth space sells, OMAF will commit to 8 booths for the 1991 event, with the proviso that these booths will be released back to show organizers at a date, yet-to-be-determined, in the event that OMAF cannot fill them.

B. ON-GOING ACTIVITIES

Meetings with:

Regional/NY-based national distributors re sources for Ontario products: particularly crackers, low salt/low fat cheeses, cookies, refrigerated dinner rolls and low-fructose fruit-flavored waters.

MITT Rep. in Boston, for briefing on upcoming OMAF events.

Ag & Food Officer, Canadian Consulate, Boston to develop OMAF participation in February, 1991 Canadian Solo Show.

NEDDA Executive Director to discuss OMAF involvement in April 1991 Show.

Ontario House Activities:

Newsletter article written. Photos, captions and calendar of events supplied.

Foods and beverages recruited from manufacturers for display in reception area.

Foods and beverages being selected for Xmas gift baskets to be sent to regional VIPs in industry and tourism.

Lists created for metro NY Wine Importers/Distributors.**Attendance at:**

Canadian Consulate (NY) "Taste Canada" Trade/Media Luncheon.

Les Dames d'Escoffier Swiss Wine Tasting.

New Project Proposals:

Annual Store Check Program

Sales Promotion Program

U.S. Marketing Kit:

Input from U.S. staff gathered. Renewed discussion concerning copy and format, including consideration of original folder and inserts format.

C. UPCOMING ACTIVITIES

- 1) **Audit: New York State Food Merchants Association Annual Show and Convention, October 13-16, 1990, Atlantic City.**
- 2) **Continued Development of Sales Promotion Program:**
 - **Attendance at "Beverage Media's" 8th Annual Holiday Merchandising Expo, October 17-18, 1990, Long Island, NY**
 - **Store Tours: Kings Supermarket, NJ, Supermarkets, Long Island, NY - Week of October 15, 1990**

- 3) **Niche Marketing Seminar, January 1991, Toronto (w. L. Vasarais and G. Cooke). Speaker and participant recruitment.**
- 4) **Canadian Solo Show, February 6, Boston (w. Karen Moore). Recruitment of 20-25 exhibitors to begin.**
- 5) **Finalize 1991 Marketing Plan.**
- 6) **IFFCS, July 1991, New York City. Contact show builders and show organizers to book space.**
- 7) **Floral Mission, February 1991, New Jersey (w. T. Stampfer). Confirm show site. Book speaker.**



Government
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Canada

Ministry of
Industry, Trade
and Technology

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U.S.A. 02199

**JUSTICE DEPARTMENT REPORT
BOSTON OFFICE ACTIVITY
April 1 through September 30, 1990**

APRIL 1990

Major Activities:

Catharine Arnston and Lisa Mitchell worked an information display at the New England Environmental Expo, April 10 through 12, which generated exposure for Ontario and its environmental goods and services. Two local shows were attended by Catharine Arnston; Networld, April 17 and the Massachusetts Industrial Show, April 18.

John Brady made a presentation at the Canada Free Trade Conference, sponsored by the New Hampshire International Trade Association, North Conway NH, April 19 through 20.

John Brady participated in the Senior Representatives Meeting in Toronto April 2 through 12.

MAY 1990

Major Activities:

Joyce Stephens led a group of 14 New England firms to participate in the Association of Biotechnology Companies Conference in Toronto on May 22 through 25. Catharine Arnston oversaw 12 Ontario firms participating in the Electro Show in Boston on May 9 through 11.

John Brady and Terry Gain displayed at an informational booth at the New Hampshire International Trade Expo in Manchester NH on May 2.

John Brady made a presentation at the Conference at Trade with Canada, sponsored by the North Central Massachusetts Chamber of commerce, Leominster MA, May 22.

John Rodolico joined the Boston office as a Commercial Officer on May 1. Lisa Mitchell left the Boston office as her Intern contract expired.

JUNE 1990**Major Activities:**

John Brady made a presentation at the Vermont/Canada Free Trade Conference, sponsored by the University of Vermont Business School and the Vermont Economic Development Department, Burlington VT, on June 12. Terry Gain made a presentation to the Technology Executives Roundtable, Natick MA, on June 19. He and John Brady displayed at an informational booth at the Rhode Island International Business Expo in Providence on June 6.

We have increased our emphasis on corporate calls to major multinationals with operations in Canada. On June 20, Agent General, Joan Straus, John Brady and Terry Gain called on executives in charge of Canadian operations at Houghton Mifflin publishers, Katy Industries - a manufacturer with two Ontario plants, and Bull Information Systems Ltd.

John Brady attended the meeting of Eastern Canadian Premiers and New England Governors at Mystic CT, on June 17 and 18. The Napcon electronics show was attended by Catharine Arnston on June 12.

JULY 1990**Major Activities:**

Catharine Arnston organized a Boston media tour for Open Text Systems of Waterloo, from July 3 through 10. The company was introduced to twelve publications who had agreed to consider publishing stories on the firm. The company combined the tour with participation in the DecWorld trade show in Boston, July 9 through August 1. This show was attended by Catharine Arnston and John Brady who met with Digital Equipment Corporation's Ken Copeland, President of DEC Canada.

Technical Aid Corporation, Newton Upper Falls, MA, is locating a series of offices in the province. They provide contract technical staff such as engineers and designers to industry. Initial employment for the Toronto office will be six. Several other Ontario locations are being planned.

John Brady participated in Senior Representatives Meeting in Chicago on July 9 through the 12.

John Rodolico participated in MITT's International Trade and Development Seminar held in Toronto from July 16 through the 27.

AUGUST 1990**Major Activities:**

Dynamol Pharmaceuticals, a manufacturer of biomedical products used in ophthalmic and surgical markets, established operations in the province. Dymol is a new subsidiary of MedChem Products of Woburn MA. Their investment in a Peterborough, Ontario plant will be 2.5 million and staffing is planned at 35.

Catharine Arnston and Joyce Stephens participated in MITT's International Trade and Development Seminar held in Toronto from August 13 through 27.

1991/92 Business Plan completed on August 30.

SEPTEMBER 1990**Major Activities:**

John Brady made a presentation to Delta Na Alpha Transportation Society's NH Chapter, Merrimack NH, on September 11.

Terry Gain made a presentation to the Connecticut International Trade Association in Hartford CT, on September 13.

John Brady, Terry Gain and Agent General, Joan Straus met with senior executives and Liberty Mutual Insurance Company in Boston on September 18.



Government of Ontario Canada

Ministry of Industry, Trade and Technology

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Suite 4360 Prudential Centre Boston, Massachusetts U.S.A. 02199

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Suite 2700
221 North La Salle St.
Chicago, Illinois
U.S.A. 60601

July 1, 1990

MEMORANDUM TO: Anne Donohoe, Director
Americas Branch

FROM: A. Bruce Wilson, Senior Representative
Mid-West U.S.A.

RE: ACCOMPLISHMENTS THIS FIRST QUARTER, 1990-91

1. An office plan was developed and thoroughly discussed by all staff. It is intended to adjust the Chicago program to the new directions of the ministry. New staff assignments have been made and all are digging in on their new responsibilities.
2. A good beginning was made on our new environment sector responsibilities with attendance by Bob Benton at a Mississauga hazardous waste show and meetings with his new QP sector team.
3. Cheryl Kleszynski has our full accounts function now on computer. Numerous other office procedures have been established to obtain maximum benefit from our new equipment. Our 1990-91 budget was generated directly from 1989-90 data on all expenditures.
4. Howard Cook retired after 22 years as a Consultant to our Ontario Office in Chicago. Our retirement party included greetings from the Minister and from many friends at MITT made over the years. Bravo Howard!
5. Chris Valentine has been helping us on a temporary staff basis to set up our computers and has done much to build a market research support function at the office. All investment lead data for 10 years, and all trade activity data for 5 years has been put on tables and analyzed.
6. We were pleased to launch our new "product": Mid-West USA Market Opportunities. Seventeen major possibilities have been outlined; along with program activities and assistance required from QP. Now in-depth studies will be conducted on each opportunity - to be completed by September, 1990.

7. Gene McClusky investigated thoroughly the possibility of providing all small business counselling at the Chicago Office. An historical review and discussions with MITT at QP has now lead us to expect a much lowered small business client base. We have scaled back this responsibility and added the health care sector.
8. We have made the first steps towards proposing a formal funded communications plan for our mid-west program. A small agency is helping us on spec that they might compete for some future business. We have also been gathering key corporate information for a high level investment retention program.
9. We note a significant drop in referrals of Ontario exporters. We have used this time to move our program in the new directions of MITT. The result numbers attached reflect this.





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14901 Quorum Drive
Suite 485
Dallas, Texas 75240

May 8, 1990

TO: Walter Long
Senior Representative
New York Office

FROM: Peter McDonald
Senior Representative
Dallas Office

RE: SEMI-ANNUAL JUSTICE DEPARTMENT REPORT
OCTOBER 1, 1989 - MARCH 31, 1990

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

Peter McDonald/lsy

Peter McDonald
Senior Representative

Attachment

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DALLAS OFFICE ACTIVITIES
October 1, 1989 - March 31, 1990

Major Activities - October 1989

Total Sales - \$10,358,100
Agents Appointed - 2
Companies Assisted - 39
Two branch plants reported:

Clean Air Catalyst, Garland, TX
Mycro-Tek, Inc., Wichita, KS

Highlights:

The Dallas office and the Chicago Office participated in a joint Kansas Investment Mission held in Wichita and Kansas City, Kansas.

Major Activities - November 1989

Total Sales - \$11,380,000
Agents Appointed - 10
Companies Assisted - 50
One branch plant reported:

Jean Christian Designs & Manufacturing, Austin, TX

Highlights:

The Dallas office assisted twelve Ontario companies in exhibiting at the 59th Annual Society of Exploration Geophysicists Show held in Dallas.

Two consultants from our office visited El Paso, Texas, to explore the possibilities of the Maquiladoras. We expect to plan a mission in this area in the near future.

Our Industrial Development consultant is working with Cinemark in Dallas to establish locations in Ontario and Western Canada. This will be a total investment of 25 million dollars and employ several hundred people when they build theaters totaling 250 screens.

Peter McDonald and Jerry Conner participated in several economic development meetings including the Beaumont, Texas, Chamber of Commerce, the Dallas/Fort Worth Industrial Development Association and the annual meeting of the Texas Association of Business.

Major Activities - December 1989

Total Sales - \$6,120,000
Agents Appointed - 4
Companies Assisted - 28
One Joint Venture reported -

Taper-Lok Corporation, Houston, TX

Highlights:

December was a good month for the aerospace/defense sector. Hawker Siddeley Canada (Orenda) of Toronto recently received an order for J85 parts from Kelly AFB in Texas; value approximately 6 million Canadian dollars.

Ross Peebles visited the Dallas office.

Major Activities - January 1990

Total Sales - \$404,000
Agents Appointed - 4
Companies Assisted - 29
One Joint Venture reported -

Man-Tech Development Institute, Fort Worth, Texas

Highlights:

The Dallas office participated in a furniture market study with George Sinclair, Executive Vice President of the Ontario Furniture Manufacturers Association. As a result of the study, we will be working with the Dallas Market Center/Home Furnishings Market to obtain greater visibility of Ontario manufacturers. We are also formulating the most viable policies for joint Federal and Provincial assistance for Ontario furniture manufacturers to export to Southwest markets.

Seven Ontario exhibitors attended the World of Concrete Trade Show in Houston, Texas. Our office contacted over 1,400 manufacturers' representatives across the region regarding this show.

We completed a mailing to over 1,000 West Texas companies regarding the upcoming Business Opportunity Mission and Luncheon in Abilene, Midland, Odessa and Lubbock, Texas.

DALLAS OFFICE ACTIVITIES
October 1, 1989 - March 31, 1990
Page 3

Major Activities - February 1990

Total Sales - \$2,768,320
Agents Appointed - 0
Companies Assisted - 49

Highlights:

Fifteen Ontario manufacturers participated in DelTech '90 held in Dallas this month and were able to meet with buyers from Bell Helicopter Textron, LTV Missile Division, Compaq Computers and VARO Systems. Ontario cities of Ottawa-Carleton and Aylmer were also represented at the show.

A five company Instrumentation Mission came to Houston to meet with Jacobs Engineering and received a briefing on future contracts with BASF and other projects.

The State of Texas has been given the go-ahead and deadline to convert their 26,000 vehicles and 10,000 buses to alternate fuel (CNG or propane). In order to adhere with the EPA's strict emission standard, the State of Texas has set up an Alternate Fuel Conversion Schedule. Dallas office consultants are meeting with the Director of the project to establish Ontario's participation in the conversion.

The West Texas Business Opportunities Mission (Abilene, Midland/Odessa, and Lubbock) proved to be a huge success. As a result of this mission, the City of Lubbock has requested a meeting between University of Toronto professors and Texas Tech professors.

Major Activities - March 1990

Total Sales - 0
Agents Appointed - 1
Companies Assisted - 22
One Branch Plant reported -

Tetravalent, Inc., San Antonio, TX

Two Joint Ventures reported -

Clark's Precision Machine & Tool, Azle, TX
Mini-Phone, Inc., Baton Rouge, LA

DALLAS OFFICE ACTIVITIES
October 1, 1989 - March 31, 1990
Page 4

Major Activities - March 1990 - (Cont'd.)

Highlights:

Business Opportunity Mission was held in Albuquerque, New Mexico. There were twenty-five interviews held with manufacturers interested in Joint Ventures or Licensing Agreements.

The Dallas office sent three Southwest companies with JV's to "Source Ontario".



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

October 23, 1990

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

Dear Walter,

Enclosed is our six-month report covering Trade and Industrial Development activities of the Atlanta office for the period of April, 1990 through September, 1990 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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APRIL, MAY AND JUNE, 1990

ATLANTA ACTIVITY

ACTIVITY SCHEDULE

April 90 Info booth at Automated Mfg. Show, Greenville, SC. 25 new reps recruited. Several sourcing requests.

Southcon'90 - Attendance down by 30% but our Ontario companies reported excellent leads, immediate sales of \$1,430,000 and an additional \$600,000 pending product approval.

May 90 Logistex 90 (MHS handling) joint show with Feds
7 Ontario companies (out of 11 exhibiting).

June 90 AEC/Descon Show - MITT Booth
Hi-Tech Design & Construction professionals - 8
Ont. companies and info booth. Good quality
leads.

INDUSTRIAL

Mailings to remote areas of Alabama.

Completed BOM's in Jacksonville, FL,
Huntsville, AL and Nashville, TN.

JULY, AUGUST, SEPTEMBER, 1990

ATLANTA ACTIVITY

ACTIVITY SCHEDULE

July Satellite Business Communication Assn. Show took place in Nashville, TN. This dealer targeted event for the consumer satellite market is a good event highlighting the latest products and technology for this constantly evolving industry. Two Ontario firms exhibited this year: Tech Comm. and Digital Medical Network.

Supplied Ontario companies for the recent Atlanta Gift Market. This program was hosted by the Canadian Federal Government.

August American Marine Trades Expo. - took place in Atlanta. Federal Government participated with 8 companies. Two Ontario firms exhibited.

September Exhibited at Florida Restaurant Association Show in Orlando, FL. Five Ontario companies exhibited with MITT, four with the Ministry of Ag. & Food and two with the Canadian Federal Govt. Excellent show with 1000 exhibitors and 10,000 attendees.

Atlanta awarded 1996 Olympics, this should open the door for many business opportunities of which Ontario companies should take advantage.

Attended AIDIS Show/Expo (Environment) in Puerto Rico with Feds. Ten companies exhibited (6 Ontario) secured several reps, leads, sourcing requests, new clients.

JULY, AUGUST, SEPTEMBER, 1990
Page 2 of 2

INDUSTRIAL

BOM held in Nashville June 27-28. Eleven companies met with us. Two potential plant locations, two potential joint ventures.

June 26 reception in Nashville hosted by legal firm of Boulton, Berry, Cummins & Connors. Excellent attendance of state, local and business leaders.



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

September 28/90

GOVERNMENT
OF
ONTARIO

OCT 22 1990

Memorandum To: Walter Long
Senior Representative
MITT - New York

RECEIVED
NEW YORK OFFICE

From: Ray McCague
Senior Representative
MITT - Los Angeles

Subject: SEMI ANNUAL JUSTICE REPORT
APRIL 1, 1990 - SEPTEMBER 30, 1990

STAFF CHANGES

LOS ANGELES

There were four staff changes this period.

New appointment Julia Bass - New Position
Ray McCague - Replaced Susan MacDonald

New employee Wendy Ruiz

New Posting Susan MacDonald to Singapore office

Unchanged Office Staff

Mae Gnan Wong
Floyd Simpkins
Robin Jepsen
Gurpal Khaira
Gary Cooke
Maria Montano
Jacquelyn Light
Catherine Chapman
Holly Gauthier

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DEPT. OF JUSTICE
GENERAL INVESTIGATIVE
DIVISION

JUSTICE REPORT

MINISTRY OF INDUSTRY, TRADE & TECHNOLOGY

APRIL 1990

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

North County Transit District	Oceanside, CA
International Trading Company	Los Angeles, CA
Al Ret Inc.	Long Beach, WA
Air Droppers Inc.	Portland, OR
All Ways Transportation	Lakewood, CA
Angstrom, Inc.	Pasadena, CA
Auzerais Service Co.	San Jose, CA
A.M.G. Ltd.	Honolulu, HI
Adytum International	San Francisco, CA
Bernhardt SLS Agency	Wheat Ridge, CO
Jade Computers	Sunnyvale, CA
Bren Marh Co.	Tempe, AZ
Cellular Networks	Federal Way, WA
Custom Interiors	Palm Spring, CA
Comm Carriers Auto	W. Covina, CA
Finance RE	Bothwell, WA
Lectrimold Inc.	Highland, CA
Simons & Simons	Honolulu, HI
Fish and Co.	Acampo, CA
Geo Corporation	Barstow, CA
General Dynamics	San Diego, CA
Hauching (U.S.A.) Enterprises	Alhambra, CA
Hammond House Ltd.	Whittier, CA
Hasan Rahim Construction	La Jolla, CA
Hawaii International	Honolulu, HI
IBM Corporation	Calexico, CA
JA Crown Ltd.	Palisade, CO
Kimura Denyoki Inc.	Carson, CA
Cam Am Machinery	Sunnyvale, CA
Landscape Irrigation	Irvine, CA
Mile High Equipment Co.	Broomfield, CO
Neal International	Tempe, AZ
Ono Plantaton House	San Francisco, CA
Park West Investment	Salt Lake City, UT
Renae Corp.	Bayside, CA
Roffc Inc.	Seattle, WA
Software Etc.	Tacoma, WA
Silver Der Ltd.	Boulder, CO

Trump Communications
Tustin Service Co.
Zak Designs
The Litidex Centers
Kensington International
Magnus Inc.
Pichel Industries

Riverside, CA
San Jose, CA
Monterey Park, CA
Los Angeles, CA
Millbrae, CA
Dublin, CA
TemelUCA, CA

The following agents were appointed to sell Ontario manufactured goods.

Dan Reeves, TX
Nelson Bond, FL
Lou Stacker, OH

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

Seafare
Logistexs '90
Pacific Automotive Show
Healthcare Forum

Long Beach, CA
Los Angeles, CA
Las Vegas, NV
Anaheim, CA

MAY 1990

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

South Coast Air Quality Management District
Channell Commercial Corporation
The Creative Group
Gull Laboratories International
Long Beach Transit
Orange County Transit District
Amtrak
Beckman Instruments
I.D.A.C.
Synbotics
BABCO

Burbank, CA
Temecula, CA
San Francisco, CA
Salt Lake City, UT
Long Beach, CA
Garden Grove, CA
Los Angeles, CA
Fullerton, CA
San Diego, CA
San Diego, CA
Richmond, CA

The following agents were appointed to sell Ontario manufactured goods.

Jeffrey Krinsky, Los Angeles, CA
Vera & Bob Holte, Los Angeles, CA
Dan Morton, Anaheim, CA

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

National Home Healthcare Expo	San Diego, CA
TEXPO '90	Anaheim, CA
CME West/Contract Manuf. Expo West Aercon '90	Los Angeles, CA
Construction Big Show	Los Angeles, CA
Federal Computer Conference	Anaheim, CA
ISC Expo	Los Angeles, CA
ASM '90	Anaheim, CA

JUNE 1990

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

Apple Computer Company	Cupertino, CA
Flow Mole Corporation	Kent, WA
Beckman Instruments	Fullerton, CA
CIGNA	Portland, OR
Diversified Home Center Prod.	Newberry, CA
Moux Inc.	Milipitas, CA
JMR Inc.	San Francisco, CA

The following agents were appointed to sell Ontario manufactured goods.

Jacqui Moss, West Hills, CA

JULY 1990

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

HydraBaths Whirlpool Inc.	Santa Ana, CA
Martin International Marketing	Portland, Oregon

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

California Gift Show	Los Angeles, CA
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AUGUST 1990

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

Damschroder Sales	N. Hollywood, CA
Puget Sound Power & Light	Bellevue, WA
Ingersoll-Rand Door Hardware Group	San Francisco, CA
Kaiser Aluminum	Oakland, CA
Origin Medsystems	
Universal Cellular	Irvine, CA
Morrison Knudsen Company	Boise, ID
Pacific Power & Light	Portland, OR

The following agents were appointed to sell Ontario manufactured goods.

Innovative Sales, Fremont, CA

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

Western Restaurant Show	San Francisco, CA
-------------------------	-------------------

SEPTEMBER 1990

Superior Industries

Van Nuys, CA

The following agents were appointed to sell Ontario manufactured goods.

Kent Associates, Danville, CA

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

MAGIC
TCA
Finishing West/Fabtech West
Contract Furniture Nexus

Las Vegas, NV
San Diego, CA
Anaheim, CA
San Francisco, CA

GOVERNMENT OF ONTARIO, LOS ANGELES

EVENTS ATTENDED BY SENIOR AGENT 1990 - 1991

1990

- MAY 6 Welcoming remarks to Transit Mission,
Biltmore Hotel
- 10 Seminar and luncheon - Something's (Still)
Happening Here, hosted by Canada California
Chamber of Commerce guest speaker, the Honourable
Elwood N. Veitch, Minister of International
Business and Immigration (Province of B.C)
- 19 - 20 Meetings in San Diego with Deputy Consul General
& San Diego Trade Consul (B. Bouma)
- 22 Farewell reception for Consul General Joan Price-
Winser at the Four Seasons Hotel, Beverly Hills
- 24 Attendance at the Los Angeles' 64th Annual World
Trade Week Luncheon. Guest speaker Mr. Allan F.
Jacobson, Chairman of the Board & Chief Executive
Officer of 3M
- 31 Assistance with the Nexus Mission at Las Vegas
American Booksellers' Convention held by the
Canadian Consulate General - Los Angeles
- JUNE 6 Opening of Exhibit by B.C. Artist David Lloyd
Glover at Brentwood Gallery
- 9 Queen's Birthday Ball 1990 - Reception and
Dinner held at the Regent Beverly Wilshire Hotel
- 14 - 16 Conference and Dinner hosted by University of
Southern California and the Canadian Consulate
General. U.S. and Canadian Perspectives on
Contemporary International Issues ie. Foreign
Policy, Defence Policy, Trade Policy, North-South
Relations, Environmental Policy.
- 18 Attendance of a benefit for Cinematheque Ontario,
Sutton Place Hotel, Toronto
- 21 Goods and Services Tax Breakfast at the Regent
Beverly Wilshire Hotel, Beverly Hills, hosted by
the Canadian Film Commissioners with
organizational support from Ontario office. Guest
speaker Norman Bacal, Heenan Blaikie

JULY

- 1 Canada Day Celebrations held at the Police Academy, hosted by the Canadian Society
- 7-10 Attendance MITT Quarterly Meetings - Chicago
- 17 Comparative Management of Systems, Loyola Marymount University. Presentation of study of the film and television industry in several different countries and the differing environments and cultures that affect the functioning of the business sector.
- 21 Preview exhibition of the works of 20 artists from Quebec "Signature Montreal" sponsored by the City of Montreal, The Canadian Consulate - Los Angeles, The Quebec Government Office in Los Angeles, Government of Quebec Cultural Affairs.
- 21 Attendance at opening night and reception of "Bonjour la Bonjour" by Michel Tremblay
- 30 Luncheon with Globe & Mail correspondent, Mr. Murray Campbell
- AUGUST 8 Air Quality Management Plan Regional Workshop at the Airport Marina Hotel, Playa del Rey
- 11 Assisting TVOntario in their 20th anniversary promotion in Tucson, Arizona
- 15 Attendance of a seminar "The Politics of Trade", conducted by Women in International Trade held in Carson.
- 16 Attendance of "Princes in Exile" screening held by the National Film Board of Canada at Lorimar Studios
- 17 Attendance of the 50th Anniversary of the signing of the Ogdensburg Agreement in Scottsdale, Arizona Meetings with Governor of Arizona, Mayors of Pheonix and Scottsdale.
- 22 Attendance of the Federal/Provincial Meeting at the Canadian Consulate General, San Francisco
- 28 Farewell gathering at the CCG - LA for Eric Pelletier, Vice Consul - Political, Economic, Public Affairs, Preston Shea - Investment Advisor, Trade & Industrial Development and Bas Bouma, Consul, Trade Commissioner
- 29 Board of Directors meeting, Canada California Chamber of Commerce held at CCG - LA

SEPTEMBER

- 6 Attendance at luncheon held by the L.A. World Affairs Council. Guest speaker the Honorable Carla A. Hills, U. S. Trade Representative
- 7 Attendance at Medal of Valor Awards sponsored by the Law and Justice Committee of The Los Angeles Chamber of Commerce held at the Westin Bonaventure Hotel, Los Angeles.
- 13 Attendance at reception to present Systems/USA 1991. The OEM Computer Technology Exposition for Systems Design & Integration held by the American Electronics Association at the Sheraton Town House.
- 15 Co-hosted The Dragons' Trilogy reception as part of the LA Festival at the R. Freud Theatre, UCLA.
- 16 Attendance at California Grocers Association Convention and Trade Show held at the Anaheim Convention Center.
- 18 First of three meetings designed to foster a better understanding of the roles of government, developers, and citizens in managing future growth in Southern California sponsored by the Los Angeles Area Chamber of Commerce, held at the Jonathan Club, Los Angeles.

OMTR DEPARTMENT OF JUSTICE

APRIL - SEPTEMBER 1990

April 4-7 Golden Gate Tours - 22 group leaders to Ottawa for new tour product development. Ministry participated financially

April 9-11 Ontario Tourism held 2 seminar presentations in Seattle & Bellevue with Brennan Tours.
Attendees: 64 travel industry personnel

April 19 Ontario Tourism provided tourism literature to J.Tek Tours for presentation to 200 trade/consumer attendees

April 28-May 2 Manager attended Rendezvous Canada as a delegate
Contacts: (a) 26 tour operators from marketing territory
(b) 60 Ontario suppliers

May 8 Ontario Tourism participated in Media Marketplace, Los Angeles
Contacts: 37 appointments with travel writers from PNW, Colorado, California

May 16-18 Appointments with 12 Japanese tour operators with Ontario tour product

May 20-23 Manager attended SATW for appointments with travel writers from 13 Western states
Contacts: 35 writers

June 7-10 Escorted NWA fam tour to Toronto/Niagara Falls - 18 participants

(OMTR continued)

June 21	Golden Gate Tours, Concord held a "Canada Day" presentation for 160 group leaders - Ontario Tourism provided literature and video
June 23-30	Elizabeth Hansen, Travel Writer visited Ontario under M.O.S.T. program
July 1-6	Peter Kaye, Associate Editor of San Diego Union visited province - technical assistance
July 25-31	Kay Clark, Travel Writer visited Ontario under M.O.S.T. program
August 14	4,000 tour shells forwarded to North American Travel Specialists for Ontario tour program
September 17-23	Paul Lasley/Elizabeth Harryman (travel writers/radio show hosts) visited Ontario under M.O.S.T. program
September 17-19	Gray Line of Seattle to Toronto to sign contracts with hotels for newly-developed FIT program

Additionally, this office provided b/w photo's and colour slides to print media; 35mm colour slides and 1/2" VHS to travel trade to promote Ontario as a destination and to develop new tour product.

APRIL - SEPTEMBER 1990

Trade Shows/Exhibits:

Rocky Mountain Foodservice Show, Denver, CO; April 28 - 30.
Wine&Spirits Wholesalers Convention, San Francisco, CA; May 13-17.
Arizona Retail Grocers Show, Phoenix, AZ; May 18-20.
Certified Grocers Trade Exposition, Long Beach, CA; June 13 - 14.
International Food Technologists Convention, Anaheim, CA; June 17-20.
National Food Distributor's Association, Anaheim, CA; July 15 - 17.
British Columbia Food Pacific Expo, Vancouver, B.C.; August 16-18.
Western Restaurant Show, San Francisco, CA; August 25 - 28.
Washington State Food Dealers Convention, Tacoma, WA; September 7-9.
California Grocer's Convention, Anaheim, CA; September 15 - 17.
Incoming Hereford Mission, Toronto, Ontario; September 29-October 3.

Contacts:

Kevin Yant, Shamrock Foods Co., Commerce City, Colorado.
Allan Strom, Ultimate Foods Co., Denver, Colorado.
Joe Maga, Colorado State University, Fort Collins, Colorado.
Laird Middleton, Pace Membership Warehouse, Aurora, Colorado.
Chuck Riggin, King Soppers, Denver, Colorado.
John Art, Food Brokers Inc., Denver, Colorado.
Mike O'Hara, New England Wine & Spirits Inc., North Branford, CT.
Geoff Giovanetti, Wine & Spirits Shippers Association, Reston, VA.
Mark Nichols, Labatt Brewing Co. Ltd., Toronto, Ontario.
Dennis Wasson, Labatt Brewing Co. Ltd., Toronto, Ontario.
Chuck Burris, Labatt Brewing Co. Ltd., Toronto, Ontario.
Hal Noble, Shoal Lake Wild Rice Ltd., Keewatin, Ontario.
Pat Noble, Shoal Lake Wild Rice Ltd., Keewatin, Ontario.
Ed Firth, Linsey Foods Ltd., Scarborough, Ontario.
Ted Edwards, Linsey Foods Ltd., Scarborough, Ontario.
Sara Edwards, Linsey Foods Ltd., Scarborough, Ontario.
Andrew Strub, Strub Brothers Ltd., Dundas, Ontario.
Lynn Sandell, Summersweet Fine Foods, Markham, Ontario.
Shawn Sandell, Summersweet Fine Foods, Markham, Ontario.
Helga Markner, Beckman & Markner Inc., Grimsby, Ontario.
Ted Johnson, Smitty's, Phoenix, Arizona.
Marilyn Pereira, ExpoConsult, Maarssen, Holland.
Robert Sokolove, S & G Resources Inc., Medfield, MA.
Arnold Mansdorf, De Zaan Inc., Fort Lee, New Jersey.
Gary Huffaker, California Restaurant Association, Los Angeles, CA.
Helen Gillespie, Canadian Shield Spring Water, Sault Ste Marie, Ont.
Jim Wuscher, Canadian Shield Spring Water, Sault Ste Marie, Ont.
Elie Benchitrit, Le Canard, Toronto, Ontario.
Yahya Abbas, Sweet Ripe Drinks Inc., Mississauga, Ontario.
Andy Wiber, Sweet Ripe Drinks Inc., Mississauga, Ontario.
James Hicks, Pintelle Ltd., Toronto, Ontario.
Robert Horwood, Pintelle Ltd., Toronto, Ontario.

Contacts: (continued)

Peter Meyer, Siena Foods, Toronto, Ontario.
 Larry Laverty, Avalon Models, Oakland, California.
 Lois Humphrey, Avalon Models, San Francisco, California.
 Nancy Giacomi, Glendale Costumes, Glendale, California.
 Vince Andaloro, Arctica Display Systems, Malibu, CA.
 Loreta Macktal, California Grocers Association, Sacramento, CA.
 Arnold & Lila Strub, Strub Brothers Ltd., Dundas, Ontario.
 Doug Tannahill, Maple Orchard Farms, Bracebridge, Ontario.
 David Knappett, Maple Orchard Farms, Bracebridge, Ontario.
 Monique Goettsch, Joanne's Demo, Anaheim, California.
 Norm Boehm, Labatt U.S.A. Inc., Dana Point, California.
 Mike Sullivan, Labatt U.S.A. Inc., Simi Valley, CA.
 Tino Piscitelli, Colombo Prosciutto Corp., Mississauga, Ontario.
 Brian Kilgore, A.M. Studios, Toronto, Ontario.
 Al Matanovik, A.M. Studios, Toronto, Ontario.
 Anne Scott, Sable & Rosenfeld, Toronto, Ontario.
 Rob Grant, King Cole Ducks, Toronto, Ontario.
 Dr. Lynn Gill, A.T. Kearney Company, Los Angeles, CA.
 Brian Harrison, A.T. Kearney, Toronto, Ontario.
 Paul Inglis, A.T. Kearney, Toronto, Ontario.
 Peter Skorochood, Ministry of Transportation, Downsview, Ontario.
 Michael McElhone, International Transportation Systems,
 Mississauga, Ontario.
 Wilma Kustermans, Rock Glen Fruit Farms Ltd., Arkona, Ontario.
 Larry Shuman, Coby's Cookies Inc., Downsview, Ontario.
 Heike Hartwell, Maple Leaf Mills Ltd., Etobicoke, Ontario.
 L.E. Fisher, Abaco International, Irvine, California.
 Chuck Brooker, Jacob's Hold Inc., Paris, Ontario.
 David Cohlmeier, Cookstown Greens, Cookstown, Ontario.
 Paul Friedman, The Greenhouse, Encinitas, California.
 Rex Hadman, Action West Marketing Inc., Tukwila, WA.
 Linda McMahan, Ault Foods Ltd., Winchester, Ontario.
 Stuart & Marie Lambert, Creekside Ranch, Sonoma, California.
 Billy Woolston, John E. Rice Ranch, Sheridan, WY.

Missions:

Incoming Hereford Mission to Toronto, Ontario; September 29 - October 3.

Seminars/Special Project:

A.M. Studios Photoshoot, Western U.S.; April 2 - 6.

Mailings:

Incoming Hereford Mission to Toronto, Ontario scheduled for September 29 - October 3 (4 letters of invitation) on August 24, 1990.

MINISTRY OF INDUSTRY, TRADE AND TECHNOLOGY
STATEMENT OF EXPENDITURES - U. S. OFFICES

FOR THE SIX MONTHS ENDED SEPTEMBER 30, 1990

	New York	Chicago	Los Angeles	Atlanta	Dallas	Boston	TOTAL
SALARIES AND BENEFITS	522,600	249,200	142,900	169,700	242,100	206,600	1,533,100
FOREIGN SERVICE ALLOWANCES							
Salary Equalization Adjustment	16,800	6,200	5,600	2,100	1,900	6,600	39,200
Foreign Service Premium	19,300	10,900	14,200	6,100	6,100	10,400	67,000
Rent Allowance	92,200	29,800	84,100	10,100	8,700	42,400	267,300
Representation Allowance	6,600	3,800	5,000	2,300	2,300	3,800	23,800
Utility Allowance	2,600	4,100	2,800	2,000	3,200	2,600	17,300
Educational Allowance		24,200	7,500				31,700
Incidental Allowance	3,600		6,700			1,200	11,500
Relocation Expenses	51,000	5,400	18,800		16,600	5,000	96,800

TRANSPORTATION & COMMUNICATIONS

Communications	35,700	15,400	14,000	4,800	6,500	12,500	88,900
Mailing	200	1,200	1,300	1,600	700	4,500	9,500
Transportation of Goods	14,700	2,600	1,200	1,600	1,600	3,800	25,500
Staff Travel	29,200	3,200	17,000	3,800	5,300	5,700	68,200
Receptions/Hospitality	94,600	3,800	7,100	4,700	2,600	1,800	114,600
Advertising	5,600	3,700	400		1,900		11,600
Exhibits & Fairs	29,600		46,500		37,700	100	235,500
Publication's Printing	5,800		200	1,200			7,200

RENTAL

Office Equipment	326	1,000		500	1,800	1,000	4,626
Photocopying & Printing		1,800	3,500	600	3,200	2,500	11,600
Physical Assets	432,400	43,400	52,800	27,100	49,200	103,700	768,600

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INTERNATIONAL

MINISTRY OF INDUSTRY, TRADE AND TECHNOLOGY

STATEMENT OF EXPENDITURES - U.S. OFFICES

FOR THE SIX MONTHS ENDED SEPTEMBER 30, 1990

	New York	Chicago	Los Angeles	Atlanta	Dallas	Boston	TOTAL
REPAIRS							
.....							
Building and Land						300	300
Machinery & Equipment	3,500	700	2,100	600	700	1,500	9,100
PRESENTATION & SEMINARS							0
.....							
INSURANCES	2,600	3,800					6,400
.....							
OTHER SERVICES	3,900	10,600	3,100	300	2,400	3,100	23,400
.....							
SUPPLIES AND EQUIPMENT							
.....							
Office Furniture/Equipment	25,300	200	2,800	200	400	1,563	30,463
Office Supplies	13,400	6,400	3,700	1,400	3,600	7,200	35,700
EDP Supplies	600	900		500		1,300	3,300
EDP Equipment	4,400					6,000	10,400
Preparational Items	400	300				100	800
Other Supplies				100			100
Other Equipment							0
TOTAL EXPENDITURE	1,476,926	432,600	443,300	279,000	486,500	435,263	3,553,589

Finance and Administration
October 5, 1990



Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

Telephone
214/388-8071
Fax: 214/991-5159

14901 Quorum Drive
Suite 485
Dallas, Texas 75240

DATE: November 15, 1990

TO: Walter Long
Senior Representative
New York Office

FROM: Peter McDonald
Senior Representative
Dallas Office

RE: **SEMI-ANNUAL JUSTICE DEPARTMENT REPORT**
APRIL 1, 1990 - SEPTEMBER 30, 1990

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

Peter McDonald
Senior Representative

Attachment

DALLAS OFFICE ACTIVITIES
April 1, 1990 - September 30, 1990

Major Activities - April 1990

Total Sales - \$1,395,000
Agents Appointed - 1
Companies Assisted - 95

Highlights:

Our industrial development consultant visited with Bed & Bath and Item Finder (Weatherford, TX) regarding possible licensing agreements with an Ontario manufacturer.

Jerry Conner & Melinda Sumurdy attended a reception for the Governor of Colema Mexico. Several contacts were made who are interested in trade and partnering with Ontario.

The Dallas office will be assisting MIDAS Group with a prospecting trip to Toronto on June 18-22. They will take eight Dallas area representatives and discuss distribution, manufacturing & investment to Ontario manufacturers.

Jerry Conner attended a reception that the Metrocrest Chamber of Commerce held for ten representatives from the City of Markham, Ontario. They were here to investigate a "Strategic Effort" and an agreement with the North Dallas area. The agreement is designed to increase technology exchange between the two communities. Peter McDonald was instrumental in setting this up for the Metrocrest group.

Peter McDonald & Jerry Conner attended a meeting in Lancaster, TX which discussed the "bid list" and procedures for doing business with the Superconducting Super Collider. This is a major project that is developing and can mean a great opportunity for Ontario manufacturers.

Major Activities - May 1990

Total Sales - 0
Agents Appointed - 1
Companies Assisted - 13

Highlights:

Staffed an information booth with the Canadian Federal Government at the Offshore Technology Conference and distributed literature for several Ontario manufacturers.

DALLAS OFFICE ACTIVITIES

April 1, 1990 - September 30, 1990

Page 2

Major Activities - May 1990 - (Cont'd.)

In cooperation with the External Affairs of Canada, the Dallas office sponsored seven Ontario companies to exhibit in the ICA 43rd Annual Conference. In addition, a reception was held which was very successful. Our exhibitors reported about 40 qualified leads and almost \$1 million in anticipated revenue.

Major Activities - June 1990

Total Sales - \$12,066,500

Agents Appointed - 3

Companies Assisted - 39

Three branch plants reported:

Hi-Line Electric Co., Dallas, TX

Williamson-Dickie Mfg. Co./Buckeye Ind., Ft. Worth, TX

Dal-Tile, Dallas, TX

Highlights:

A Utility mission held in Texas where eight Ontario companies visited five major power and lighting companies in Texas. The mission proved to be very successful to all Ontario companies.

Nine Ontario companies participated in the Texas Hospital Association Show held in San Antonio, TX. Companies felt the show gave them an excellent insight into how the Southwest does business and key contacts were made.

In conjunction with the Canadian Consulate in Dallas we participated in the Texas Retail Grocers Show in San Antonio, TX. We recruited three Ontario manufacturers who felt the show was extremely beneficial.

Melinda Sumurdy met with the Executive Assistance to the President of University of Texas Health Science Center. This conglomerate of ten hospitals, all with varying interests, receives more grant money than any other establishment in the world. Continuing efforts will be pursued.

DALLAS OFFICE ACTIVITIES

April 1, 1990 - September 30, 1990

Page 3

Major Activities - June 1990 - (Cont'd.)

Early in June we had a visit by our new Director, Anne Donohoe. A couple of weeks later we got a visit by our Agent General, Joan Sutton-Straus. We enjoyed their visits and certainly look forward to a return engagement.

Major Activities - July 1990

Total Sales - 0
Agents Appointed - 0
Companies Assisted - 19

Highlights:

Two consultants were sent to Toronto for a two week training session period.

Four electronic components/systems suppliers from Ontario participated in a mission to El Paso, TX. They meet with several different manufacturers such as General Instruments, Chloride & Elamex. The Ontario participants were very satisfied with the results from this mission.

The Dallas office sent two Texas State Officials up to Toronto on a CNG Fuel Fact Finding Mission. The State Officials were Cassie Carlson, Director of Travel & Transportation and Lias "Bubba" Steen, Executive Director of Purchasing & General Services Commission for the State of Texas. They found the trip very helpful.

Major Activities - August 1990

Total Sales - 0
Agents Appointed - 1
Companies Assisted - 7

Highlights:

Two consultants were sent to Toronto for a two week training session period.

DALLAS OFFICE ACTIVITIES
April 1, 1990 - September 30, 1990
Page 4

Major Activities - September 1990

Total Sales - \$11,145,465
Agents Appointed - 17
Companies Assisted - 47

Highlights:

An agreement has been finalized between the City of Markham, Ontario and the Metrocrest Chamber of Commerce with implications for trade and investment for each area.

The Dallas office sponsored eight Ontario suppliers of electronic components/systems to the Midcon '90 Expo in Dallas, TX. The show generated lots of good leads and anticipate sales of almost \$2 million within a year.

The Dallas office sponsored eight Ontario companies in the National Association of Convenience Store Show held in Dallas, TX. Resulted in many contacts and anticipate sales of almost \$2 million within a year.

The Texas Industrial Development Council meeting was held in Abilene, TX. Joan Sutton-Straus was the main speaker and had an excellent presentation. Jerry Conner and Peter McDonald attended this meeting and were sponsors for the evening dinner function. This meeting was very successful in many ways.

Staffed an information booth with the Canadian Consulate in Dallas at the Society of Petroleum Engineers in New Orleans, LA. Literature was distributed and Fahramet Steel, an Ontario manufacturer, worked out of our information booth with great success.

The Dallas office assisted Ottawa-Carleton and the Lubbock Board of City Development(Texas) in planning an upcoming mission of five to ten Texas Tech University professors to Ottawa. The visiting educators will meet with Ontario university delegates to discuss technology partnering programs.

Peter McDonald was official appointed Senior Representative of the Dallas office.

UNITED STATES DEPARTMENT OF JUSTICE
REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form OBD-64 - Supplemental Statement):

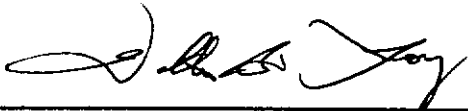
Yes X or No _____

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes _____ or No _____

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)



Signature

November 13, 1990

Date

WALTER G. LONG

Please type or print name of signatory on the line above

DIRECTOR OF BUSINESS DEVELOPMENT

Title