

11 APR 1991

For Six Month Period Ending _____

(Insert date)

Name of Registrant

Registration No.

GOVERNMENT OF ONTARIO, CANADA

2087

Business Address of Registrant

SUITE 2800
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.

N/A

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
JOHN HOPKINSON	COMMERCIAL OFFICER	31/3/91
JAMES GRAY	COMMERCIAL OFFICER	31/3/91

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4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?

Yes No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
N/A				

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.

N/A

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>
N/A		

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>
N/A			

II-FOREIGN PRINCIPAL

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

N/A

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

N/A

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

GOVERNMENT OF ONTARIO, CANADA

III-ACTIVITIES

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

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

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

1. TOURISM - OUR OFFICE PROVIDES TRAVEL COUNSEL, MAPS, DESCRIPTIVE LITERATURE, ETC. TO INDIVIDUALS, TOURIST BUREAUS AND OFFICES.
2. INDUSTRIAL DEVELOPMENT - OUR OFFICES HAVE, DURING THE PAST SIX MONTHS, COUNSELLED NUMEROUS U.S. CORPORATIONS WISHING TO EXPAND PRODUCTION FACILITIES IN THE PROVINCE OF ONTARIO TO SERVE THE CANADIAN MARKET AND OTHER WORLD MARKETS. THIS CONSISTS MAINLY OF SUPPLYING THE NECESSARY DATA REQUIRED FOR ANALYSIS AND FEASIBILITY STUDIES.
3. MARKETING - OUR OFFICES WERE ENGAGED IN THE PROMOTION AND SALE OF ONTARIO MADE PRODUCTS IN THE U.S. MARKET AREAS. MANY ONTARIO BASED COMPANIES WERE ASSISTED IN MAKING CONTACT WITH U.S. BUYERS, MANUFACTURERS, REPRESENTATIVES, AGENTS AND DISTRIBUTORS.

SEE ATTACHED "ACTIVITIES" FOR DETAILS

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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.

N/A

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.

N/A

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 any 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

Date	From Whom	Purpose	Amount
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"STATEMENT OF EXPENDITURE TO FOLLOW REPORT"

(WE ARE REIMBURSED FOR THESE AMOUNTS BY THE GOVERNMENT OF ONTARIO QUEEN'S 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:

Name of foreign principal	Date received	Description of thing of value	Purpose
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N/A

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

15. (a) **DISBURSEMENTS--MONIES**

During this 6 month reporting period, have you

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

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

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

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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"GOVERNMENT OF ONTARIO STATEMENT OF EXPENDITURE TO FOLLOW"

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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N/A

(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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N/A

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

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

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

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

SEE ATTACHMENT TO FOLLOW "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) AS STATED IN MONTHLY DISSEMINATION REPORTS

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

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

21. What language was used in this political propaganda:

- English Other (specify)

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

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

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

VI-EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

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

- Exhibit A° Yes No
Exhibit B° 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 represent 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

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

26. EXHIBIT C

If you have previously filed an Exhibit C¹, state whether any changes therein have occurred during this 6 month reporting period. Yes No

NOT APPLICABLE

If yes, have you filed an amendment to the Exhibit C? Yes No

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes No

NOT APPLICABLE

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)

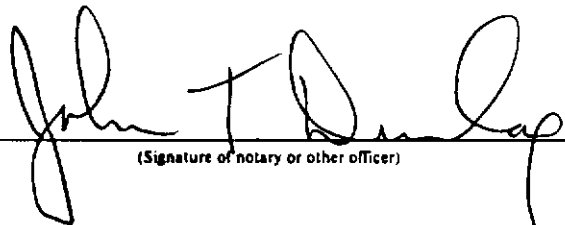
WALTER G. LONG

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 25th day of APRIL, 1991


(Signature of notary or other officer)

¹The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of the registrant 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, New York Department of Justice, Washington, D.C. 20530.)

JOHN T. DANIEL
Qualified in New York County
Certificate filed in New York County
Commission Expires September 21, 1991

ACTIVITIES OF MINISTRY OF INDUSTRY, TRADE
AND TECHNOLOGY
NEW YORK OFFICE

FOR THE MONTHS OF OCTOBER, NOVEMBER & DECEMBER 1990

Trade Shows attended by Ontario House staff:

* Water Pollution Control Federation Trade Show - Washington D.C.	Oct. 7/8	WGL/BS
* Info '90 NYC	Oct 10	JD
* U.S. Army Show Washington D.C.	Oct 15	JG
* Unix Expo Exposition & Conference NYC	Nov 1	WGL/JD
* New Jersey Kitchen & Bath Show Somerset, NJ	Nov 3	WGL
* Venture Capital Conference Columbia Business School, NY	Nov 8	JG/JD
* Hotel/Motel/Restaurant Show - NYC	Nov 10	WGL
* Hotel/Motel/Restaurant Show N.Y.C. luncheon.	Nov 12	WGL/BS
* Mid-Atlantic Plumbing, Heating & Cooling Exposition, Philadelphia, PA	Nov 19	WGL/BS
* Fisheries Reception Canadian Consulate NYC	Nov 15	WGL (Mrs)
* 1990 Fall CPA Computer Show NYC	Nov 20	WGL/JDH

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Trade Shows Continued:

* Superfund '90 Reception Washington D.C.	Nov 26	WGL/JG
* Com Def '90 Trade Show Washington D.C.	Nov 27	WGL/JG
* Superfund '90 Trade Show Washington D.C.	Nov 28	WGL/BS
* NADI 97TH Trade Show - NYC	Dec 10	WGL
* Meeting Canadian Consulate NYC Re: 1991 International Hotel, Motel & Restaurant Show	Dec 4	WGL/BS

Incoming Buyers/Solo Missions: 1

- Defense Industrial Supply
700 Robbins Avenue
Philadelphia, PA 19111
Contacts: Gerry Kling, Mrs. B . Fienstein, Len Gregory

Investment:

Venture Capital Seminar, Halloran House, NYC
October 17, 1990

Ontario House, NY in conjunction with Innovation Ontario sponsored a networking reception and luncheon at the Halloran House in NYC. Innovation Ontario brought down six (6) hi-tech companies seeking second degree funding for these companies' operations. The seminar was attended by at least 45 potential venture capitalists in the NY territory. Although there are no tangible results at the moment, this event has certainly been a breakthrough for us to meet with the local business community in this area.

Investment Retention Program
December 1990 - Ongoing

The objective of this program is to construct a database of Ontario firms with parent companies in the United States and closely monitor the status of their operations

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Investment (Continued)

to help maintain their operations in Ontario. Budget to be allocated is for setting up database and gathering marketing intelligence through various sources (directories, consulting, research, etc.)

For the past 14 months, Ontario House has been providing marketing assistance to Parsons, Brinkerhoff, New York, a large consulting engineering firm, specializing in construction and environmental turn-key projects. As a result, this firm has signed a JV with Gore and Storrie, Toronto to add Canadian expertise to their services.

In November, it was reported to Ontario House that the two firms have won their first joint contract in Niagara Falls, New York. Starting date will be March 1991.

High Technology

Espro, Columbia, MD, manufacturer of environmentally safe biopesticides is in the process of expanding its operations and establishing a manufacturing facility in Sault Ste. Marie. The company is working with MITT & Forestry Canada's Forest Pest Management Institute. The project is still at the negotiating stage. Estimated cost of project is 18 million and estimated no. of employees is 30. Espro has won contracts from the U.S. Forest Services with sales up to 40 million over the next 5 years.

Seminar at Princeton University's Advance Technology Center for Photonics and Optoelectronic Materials sponsored by the Canadian Trade Office in Princeton and cosponsored by Ontario House, NY (Joanne Emslie and John Dorr). The objective was to establish an R&D linkage between Princeton & Ontario's Centre for Excellence in Laser & Lightwave Research at University of Toronto. Visits to the NY Science & Technology Commission & 3 of New Jersey's technology centres are scheduled for Jan/Feb/91.

Other Events

A 2-day conference at the Americas Society, NYC was held last November 14/15 on "Reshaping the North American Partnership for the 1990's." The conference focussed on the political, economic and military issues facing the US/Canada and Mexico in the 1990's.

New JV/LA Prospects this month:

- | | | |
|----|----------------------------------------------------------------------------------------------|--------------|
| 1) | Alisco Ltd., NJ with Pullen Assoc. Toronto
(North American Div) of
Alisco, Switzerland | LIC. Agree. |
| 2) | Bistrionics
Ridgefield, NJ | JV/Licensing |
| 3) | Int'l Environmental Control
NYC | JV/Licensing |

New Greenfield Prospect

Espro, Columbia, Maryland	Greenfield
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Investment Events:

- | | | | |
|---|---------|------------------------------------------------------------------------------|------------------------|
| * | Oct. 17 | Ontario Investment Opportunities
Forum NYC | WGL/JE/JD
IP/DC etc |
| | Oct 18 | Meeting with Canadian Consulate
NYC Re: 1991-92 Business Plan | WGL/JE |
| | Oct 25 | Investment Committee meeting
Canadian Consulate NYC | WGL/JE |
| | Nov 1 | Royal Bank of Canada
Economic Forecast for '1991
Americas Society, NYC | JSE |
| | Nov 6 | Meeting with Canadian Consulate
Buffalo, NY Re: 1991-92
Business Plan | WGL/JE |
| | Dec 5 | Long Island Association
Long Island NY - Breakfast meeting | WGL |

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OTHER ACTIVITIES

Planning Meetings - Toronto	Oct 1-5	WGL
Ontario House Staff Retreat Rensselaerville Institute NY	Oct 11-12	All Staff
Americas Society/Canadian Affairs NYC, H.E.L. Yves Fortier - Guest Speaker	Oct 16	WGL
Financial Women's Association of New York Agent General Guest Speaker	Oct 19	WGL/DS/IP
Reception for Premier & Mrs. Rae	Oct 29	All Staff
Dinner reception for Premier & and Mrs. Rae N.Y.C.	Oct 29	JSS (Mr) WGL (Mrs) DS (Mr)/IP
Breakfast meeting for Premier Rae & Wall Street Financial Executives NYC	Oct 30	JSS/DS/WGL
Luncheon for Premier & Mrs. Rae NYC	Oct 30	All Staff
Royal Bank of Canada Annual Economic briefing	Oct 31	WGL
Reception/Dinner The Canadian Club of New York	Oct 31	WGL (Mrs)
Reception the English Speaking Union of New York	Nov 2	WGL (Mrs)
Americas Society Reception NYC for Christopher Newton Shaw Festival	Nov 5	WGL (Mrs) DS/IP

Luncheon for Shaw Festival Theatre hosted by Ministry of Tourism & Recreation - Philadelphia & "Night must Fall" performance at Annenburg Center.	Nov 7	WGL/IB
The Maple Leaf Ball Canadian Club of New York	Nov 9	WGL (Mrs)
Federal - Provincial meeting Canadian Consulate - NYC	Nov 13	WGL/BG
Reception for the members of the Canadian Society of New York hosted by Mr. & Mrs. Ken Taylor	Nov 13	WGL (Mrs)
Alberta House - New York Reception and Art Exhibition	Nov 15	WGL (Mrs)/JSE
Exhibition of Photographic works NYC by Sylvia Klein from Ottawa	Dec 2	WGL (Mrs)
Presentation by Canadian Brass and Reception at Agent Generals NYC	Dec 10	All staff
Presentation by Canadian Brass & Elmer Iseler singers Carnegie Hall, NYC	Dec 11	WGL (Mrs) JSS (Mr.)
Reception hosted by Canadian Consul & Senior Trade Commissioner, Larchmont, NY	Dec 16	WGL (Mrs)
Canadian Club Christmas reception NYC	Dec 17	WGL (Mrs)
Annual Stikeman Elliot Christmas Reception NYC	Dec 18	WGL (Mrs) /JSE/JSS

ACTIVITIES OF MINISTRY OF INDUSTRY, TRADE
AND TECHNOLOGY
NEW YORK OFFICE

FOR THE MONTHS OF JANUARY, FEBRUARY & MARCH 1991

Trade Shows Attended by Ontario House staff From January
1st to March 31st:

The following events were covered by staff from the office
this reporting cycle:

* New York National Boat Show New York City	Jan 5	WGL
* Garden State Home Remodelling/Home Improvement Expo. Somerset, NJ	Jan 12	WGL
* Computer Graphics Show Javits Center, NYC	Jan 15	JD
* Atlantic City Pool & Spa Show Convention Center, NJ	Jan 17	WGL/BS
* International Air Conditioning, Heating Refrigerating Expo, NYC	Jan 21	WGL
* Comnet Show Washington, D.C.	Jan 28	JD
* Military/Government Computer Expo Arlington, Virginia	Feb 6	WGL/JD
* The Exterior Building Product Show & Remodelling Expo '91, Atlantic City NJ	Feb 9	WGL/BS

- * FOSE '91 - Computer & Information Systems Expo, Washington, D.C. Mar 6 WGL/JD
- * New Jersey Restaurant & Hospitality Expo '91 Somerset, NJ Mar 10 WGL
- * Middle Atlantic Wholesalers Association Atlantic City, NJ Mar 23 WGL/BS

Trade Events:

- * Meeting with Iroquois Gas Transmission Shelton, CT. Jan 10 WGL/JSS
- * Meeting with Canadian Permanent Mission to the United Nations Feb 11 WGL
- * Canada Mode a Joint Fed/Prov Trade NYC see ROPA Feb 24/25 BG
- * Luncheon meeting hosted by the Permanent Mission of Canada to the United Nations, NYC Mar 1 WGL

Investment:

On February 14, MITT in conjunction with the Canadian Consulate, Buffalo and the Royal Bank of Canada, sponsored a Business Opportunities Seminar in Rochester, NY.

The event was well received by more than 65 members of the Rochester Community and good contacts in the area were established. Keynote speakers such as Xerox elaborated on their company's experiences in Canada and spoke highly of Ontario's excellent skilled labor force and sophisticated business infrastructure. In spite of the current downturn of some of Ontario's industrial sectors, Xerox is planning to invest \$10 million into their Toronto operation this year.

The Agent General, Joan Sutton Straus, was the keynote speaker for lunch.

On March 14th, MITT New York participated in the New Jersey Chamber of Commerce's International Business Day which was held in Princeton.

Fifteen countries were represented at this event which was attended by over 150 New Jersey Businessmen.

One on one interviews for potential tech transfer partnerships were held in the afternoon. MITT Toronto's Strategic Alliances provided over 40 profiles of Ontario firms, who are seeking new technologies.

Follow up to leads is currently underway.

Companies:

E.G. & G. Instruments Inc. from Princeton, NJ have expanded their Canadian operation by acquiring Circle Lab Inc. from Oakville. E.G. & G. are manufacturers of medical and scientific instruments which are sold primarily to universities, research labs and centres. Their rationale for buying Circle Lab was to expand their product line to include nuclear medical instruments.

Their entire Canadian operation has moved from Markham to Oakville. The Investment is approx. \$1 million and the retention of 10 jobs from Circle Lab.

Tech Centres:

As one of the "Big Picture" items for the New York office, the investment section has chosen to develop better relationships between the Centres of Excellence in Ontario and the Technology Centres in the New York territory. The objective is to identify potential co- R & D projects and licensing arrangements.

During the past three months, the following Tech Centres have been visited by MITT New York:

New Jersey: Centre for Hazardous Wastes
 Centre for Advanced Materials
 Centre for Plastics Recycling
 Centre for Fiber Optics

New York: Center for Biotechnology

A visit to New York State's Science and Technology Foundation was made in February to obtain a better overview of New York's 12 Tech Centres, University related R & D programs and state funding. New York's international trade and investment initiative, Global New York, sponsored a two day familiarization tour of Long Island's Biotechnology infrastructure.

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Representatives from twelve countries participated in this event to learn more about the opportunities of this emerging industry on Long Island.

MITT New York and Ottawa-Carlton Economic Development Dept. attended this extremely informative event and will pursue several leads acquired throughout the tour.

Follow up with Ontario's centres is currently underway.

Upcoming Events:

Preparations are underway for a match-making mission to ABC (Ass. of Biotechnology Companies) which will be held in Washington this May and was held in Toronto last year.

Metro Toronto and Ottawa-Carlton Eco. Dev. Dept. will be attending with display booths.

Two business opportunities seminars are currently in the planning stage for May and June. They will be held in Northern Virginia and New York.

Investment Events:

- | | | |
|-----------------------------------------------------------------------------------------------------------------------------|--------|----------------|
| * Meeting with The Greater Washington Board of Trade, Washington, D.C. | Feb 6 | WGL/JD |
| * Business Partnership Symposium in Cooperation with Canadian Consulate in Buffalo & the Royal Bank of Canada Rochester, NY | Feb 14 | WGL/JSS
/JE |
| * Meeting with Canadian Embassy Washington D.C. to discuss 1991-92 Programs | Mar 6 | WGL/JD |

Other Events:

- | | | |
|-------------------------------------------------------------------------------------------------|--------|---------|
| * Reception Canadian Club of New York NYC | Jan 8 | WGL/Mrs |
| * Reception at the New York Branch of the English Speaking Union of NYC | Jan 14 | WGL/mrs |
| * New York Chamber of Commerce & Industry Breakfast meeting - Mayor Dinkins guest speaker - NYC | Jan 15 | WGL/ |
| * Reception for Parallel Allegorers Artworks Exhibition - NYC | Jan 18 | WGL/Mrs |

* Reception - The New York Branch of The English Speaking Union of NYC	Jan 22	WGL/Mrs
* Visit to N.J. Tech Centre for Hazardous Wastes, Newark, NJ	Jan 23	JE/JD
* Luncheon sponsored by The City of Toronto - "The City of Festivals" NYC	Jan 24	WGL
* Toronto Symphony Orchestra, Carnegie Hall New York	Jan 25	WGL
* Americas Branch Quarterly meetings Dallas, TX	Jan 27-29	WGL/JSS
* Investment Meeting - Canadian Consulate NYC	Jan 29	JE/BS
* Desrosiers Dance Theater & Reception Hosted by Seagrams, NYC	Jan 29	WGL/Mrs
* Luncheon at Canadian Consul General's Residence for Canada Mode	Feb 6	JE
* Imax Film "The Blue Planet" screening and reception hosted by Ontario House and Lockheed Corporation	Feb 11	WGL/Mrs JSS/Mr JE/BS JD/IB
* Dinner hosted by the Delegate General of Quebec, NYC	Feb 14	WGL/Mrs
* Visit to New York's Science and Technology Foundation, Albany, NY	Feb 15	JE
* Visit to New Jersey Tech Centres for Plastics Recycling, Fiber Optics Advanced Materials, Rutgers University, New Brunswick, NJ	Feb 19	JE/JD
* Budget Briefing by Dept. of Finance at Canadian Consulate General - NYC	Feb 27	WGL
* Annual Meeting & Dinner of the Canadian Club of New York - NYC	Feb 28	WGL/Mrs JSS/Mr
* Annual Dinner - The Canadian Society of New York - NYC	Mar 1	WGL/Mrs
* Reception Federal Office Systems Expo '91 Hosted by the Embassy of Canada Washington, D.C.	Mar 5	WGL

* Investment Seminar - Ernst & Young NYC	Mar 8	JE/BG
* Annual Meeting the Canadian Society of New York - NYC	Mar 13	WGL
* Visit to Long Island, NY Centre for Biotechnology, Brookhaven National Lab State University of NY's Stonybrook.	Mar 25/26	JE
* Reception New York Chamber of Commerce & Industry	Mar 27	WGL/Mrs

CULTURAL ACTIVITIES FOR 3RD QUARTER 1990 - 1991
CONSULTANT: IAN BIRNIE

- October 2 'Touch My Lips', N.Y. Film Fest.
* Promoted press screening of Ontario film.
- October 5 Canadian Films at Independent Feature Film Market.
* co-sponsored reception with Telefilm Canada, OFDC, Quebec House, Canadian Consulate.
* met with U.S. distributors & promoted Ontario film.
- October 19 Nexus at Carnegie Hall
* attended performance
* promoted event to Letterman Show, WNCN radio and others.
- October 27 Alan Belcher at Josh Baer Gallery, Soho.

Major Ontario contemporary artist (Sao Paulo Biennale official Cdn. selection) in a solo New York show.

* attended opening and met with Canadian artists.
* supplied two cases of wine.
- November 05 Christopher Newton Talk
Artistic director of The Shaw Festival on New York visit.

* Co-sponsored talk and reception w/ Americas Society/NY Drama League.
* Developed mailing list of theatre educators, Shaw enthusiasts.
- November 08 Shaw Festival, Philadelphia
* Placed an ad in Playbill program.
* Attended performance of "Night Must Fall."
* Met w/ presenters at Annenberg Theatre Centre.
- November 10 Harry Rasky Film Retrospective at 92nd Street (YMCA)
* co-hosted opening day reception.
* assisted promotion by contributing financially to ads in the Village Voice and N.Y. Observer.
- November 13/17 Stratford Festival at Dartmouth College, NH
* attended "Love for Love" opening.
* met representatives from the Hopkinson Center for the Performing Arts.
- November 16 Orford String Quartet at Carnegie Hall
* attended concert and reception.
* met with U.S. management and public relations staff.
- November 28 Michael Torosian's photos at Americas Society

Ontario photographer - series of portraits of Ontario artists. Canadian publication of a book, designed and hand-crafted by Michael Torosian.

November 28

Continued:

Ontario House Involvement:

- * Sponsored a reception at Americas Society.
- * Promoted Mr. Torosian's unique status as photographer and maker of hand-crafted books.

Sun, December 2

Sylvia Klein at Fourth Street Photo Gallery
Exhibition of Ottawa-based photographer.

Ontario House Involvement:

- * Mailed 250 invitations to general culture list.
- * Supplied 2 cases Ontario wines.
- * Contributed financially toward ad in Gallery Guide.

Thurs, December 6

Fox Lorber Video/Atom Egoyan Films

A promotional reception at the Royalton Hotel to launch the video release of Family Viewing and Speaking Parts

Ontario House Involvement:

- * Attended video launch and met with distributors and retailers.
- * Supply 3 cases of Ontario wine.

Fri, December 7

University of Toronto Alumni Screening

Invitational Screening and Reception of a new film on Robertson Davies by Harry Rasky -- Screening & reception at Alliance Francaise.

Ontario House Involvement:

- * Ontario House mailed 70 invitations to Canadian/Cultural list.
- * Supplied 2 cases of Ontario wine.
- * Attended reception and met with University of Toronto Alumni and administration.

Mon, December 10

Canadian Brass at the Rockefeller Plaza

Free performance around the Christmas Tree.

Ontario House Involvement:

- * Mailed 1,000 invitations to business and gov't contacts.
- * Sponsored a reception.

Tues, December 11

Canadian Brass/Elmer Iseler Singers at Carnegie Hall
Part of a concert tour including Texas, Maine and Florida.

Ontario House Involvement:

- * Invited MITT, MTR clients to the concert.
- * Attended reception and met with music presenters.

December 13, 1990
New York, New York

**CULTURAL ACTIVITIES FOR 4TH QUARTER 1990-1991
CONSULTANT: IAN BIRNIE**

Tues, January 15

Press Lunch for Alan Wilkinson

Ontario House co-hosted with Jewish Museum a lunch following the press preview of the Jacques Lipchitz show.

Sat, January 19

Ontario artists at Museum Holography, NYC

Ontario House co-sponsored an opening reception & underwrote the design of the invitation to the opening.

Fri, January 25

Toronto Symphony at Carnegie Hall

The Agent General held a reception preceding concert for TSO board members. Ontario House invited 20 clients to the performance.

Tues, January 29

Robert Desrosiers at City Centre

Ontario House invited 22 clients to opening night of Ontario's premier dance company. Underwrote travel to NY by 6 dance presenters from South and West U.S.A.

Tues, February 5

Kevin McMillan at the 92nd YMCA, New York

Ontario baritone in his New York solo recital debut performs Schubert's song cycle "Die schone Mullerin."

Ontario House co-hosted a reception following concert.

Monday, February 11

Screening of Imax Film, "Blue Planet" at Museum of Natural History

Invitational screening & reception co-sponsored by Ontario House, IMAX Systems Corp., and Lockheed I.M.S. About 140 corporate guests attended.

Wednesday, Feb 13

Toronto Dance Theatre @ Annenberg Centre, Phila.

Ontario House subsidized travel by dance presenters from Pittsburgh, to the opening night performance.

Saturday, March 23

Ontario and Quebec Photography at 49th St. Parallel Gallery

- * Ontario House co-sponsored travel costs of Ontario photographer Arnaud Maggs to NYC to install work.

Submitted by:

Ian Birnie
Cultural Representative
March 18, 1991

IB/mcl.

AMERICAN COMPANIES VISITED FOR TRADE, INVESTMENT AND
JOINT VENTURE PURPOSES FROM OCTOBER 1/91 - MARCH 31/91

10/19/90

Financial Womens Association of New York
New York, NY
OFFICER: Walter G. Long

11/02/90

Luxemburg Consulate
New York, NY
CONTACT: Mr. Thein
TITLE: Consul General
OFFICER: Walter G. Long

11/07/90

Philadelphia Industrial Development Corp.
Philadelphia, PA
CONTACT: Mr. Aylmer
OFFICER: Walter G. Long

11/08/90

C.E. Jameson & Co. Ltd.
New York, NY
CONTACT: Eric Margolis
TITLE: C.E.O.
OFFICER: Walter G. Long

11/08/90

John Booth & Company
New York, NY
CONTACT: John Booth
OFFICER: Walter G. Long

11/09/90

Edward S. Gordon Company
New York, NY
CONTACT: Mr. Barris
OFFICER: Walter G. Long

11/20/90

Weston Addition Control Management
New York, NY
CONTACT: Rick Weston
OFFICER: Walter G. Long

AMERICAN COMPANIES VISITED FOR TRADE, INVESTMENT AND
JOINT VENTURE PURPOSES FROM OCTOBER 1/91 - MARCH 31/91

12/07/90
Prudential Capital Corporation
New York, NY
CONTACT: Eugene Levert
OFFICER: Walter G. Long

12/07/90
Prudential Capital Corporation
New York, NY
CONTACT: Bruce Thorsen
OFFICER: Walter G. Long

12/11/90
Amrican Mobile Satellite Corp
Washington, D.C.
CONTACT: Brian Pemberton
TITLE: Presient & CEO
OFFICER: Walter G. Long

12/13/90
Bidnet
New York, NY
CONTACT: Stanley Newman
TITLE: President
OFFICER: Walter G. Long

01/07/91
International Road Federation
, NY
CONTACT: Henry Michell
OFFICER: Walter G. Long

01/10/91
Iroquois Gas
Shelton, CT
CONTACT: Bob Reid
OFFICER: Walter G. Long

01/10/91
Warner Babcock Advanced Materials Parners Inc
New Cannan, CT
OFFICER: Walter G. Long

AMERICAN COMPANIES VISITED FOR TRADE, INVESTMENT AND
JOINT VENTURE PURPOSES FROM OCTOBER 1/91 - MARCH 31/91

01/22/91
Price Waterhouse
New York, NY
CONTACT: Paul Goodstar
OFFICER: Walter G. Long

01/22/91
Price Waterhouse
New York, NY
CONTACT: Robert Pols
OFFICER: Walter G. Long

01/31/91
Design Associates
New York, NY
CONTACT: Stephen Snell
OFFICER: Walter G. Long

02/06/91
Washington Board of Trade
Washington, D.C.
CONTACT: Alab Guessser
TITLE: President
OFFICER: Walter G. Long

02/06/91
U.S. Trading & Investment Co.
Washington, D.C.
CONTACT: John Caldwell
TITLE: President
OFFICER: Walter G. Long

03/01/91
UNIDO
New York, NY
CONTACT: Russell Merryfiled
OFFICER: Walter G. Long

03/11/91
NTT America State of New York
New York, NY
CONTACT: Jim Reilly

**JOAN SUTTON STRAUS
REPORT TO THE DEPARTMENT OF JUSTICE
OCTOBER 1ST, 1990 - MARCH 31, 1991**

OCTOBER 1990:

Oct. 1st-3rd: Houston, Texas
Attend International Public Transit
Expo '90

Oct 5th: New York

Speaker at Investment Seminar
co-sponsored by New York Office
and Venture Capital Group

Oct. 11th - 12th: Rensselaerville, New York

Attend seminar with staff of
Ontario House

Oct. 15th-16th: Boston

Attend Venture Capital Mission
and reception given by
Liberty Mutual's re Economic
Impact in the Canadian Division

October 19th: Attend luncheon at
Metropolitan Club for
Financial Women's Association
of New York

October 23-24th: Buffalo -

Attend meeting with the
Royal Bank of Canada

October 29th: Visit to New York by
Premier Bob Rae of
Ontario

November 1990: Vacation

Justice Dept. Report - Page 2

December 1990:

Dec. 3rd: New York

Meeting at Ontario House with
Egin Thein, Consul General of Luxembourg
Re: proposed visit of Luxembourg
businessmen to Ontario 1991.

Dec. 4th: Boston -

Attend Breakfast Presentation of
Electronic Components Suppliers
from Ontario, Canada

Dec. 6-7th: Dallas

Various business meeting with
American Airlines, James Baumel,
Attorney at Jones, Day, Reavis & Pogue,
Tour of Meyerson Symphony Hall

Dec. 10th: New York

Canadian Brass Event at Rockefeller Plaza.
Post performance reception at residence of
Agent General

Dec. 11th: Chicago -

Speech to Illinois Dept. of Commerce
sponsored by the Government of Ontario

Dec. 28th: New York -

Luncheon Meeting with Joan Rosenbaum and
Anne Scher re the Lipschitz Show on loan
to the Jewish Museum from the Art Gallery
of Ontario.

January 1991:

Jan 3rd: New York

Meeting in New York with David Barrows
Director, Ministry of Industry, Trade and Technology

Jan. 4th: Meeting in office with David Malone
Minister, Economic and Social Affairs
Canadian Mission to the United Nations

Luncheon in Board Room of Phillip Morris with
Andrew Whist, Senior Vice President

Jan 7th: Meeting at Ontario House with Henry Michel
Chairman of Parsons Brinckerhoff and
Chairman of International Road Federation,
Walter Long, and various members of IRF about
possibility of Toronto/Ontario bidding for IRF
conference (3000 delegates) in 1997

Jan. 10th: Corporate calls with Walter Long, John Brady,
Gordon Gow to Iroquois Gas Co., and
Warner Babcock Advanced Materials, Inc.

Jan. 11th: Dinner for Mr. and Mrs. Gordon Gow --
Ambassador and Mrs. Kenneth D. Taylor (he is a director
of Iroquois), Mr. and Mrs. Walter Long, Senator Aldo
Aiello (UNDP), Ms Giosetta Capriati.

Jan. 14th: Luncheon meeting with Walter Long, Gordon Gow,
and Henry Michel, Chairman of Parsons Brinckerhoff re
potential cooperative ventures.

Opening of Lipschitz show (on loan from AGO) at Jewish
Museum

Jan. 23rd: Des Rosiers Dance Company performance at Wintergarden.

Jan. 24th: Tourism "City of Festivals" show at the Pierre.
Luncheon, The Americas Society
Cocktails: at residence, W. Long, and Tom Clarke from
Human Resources, Ministry of Industry, Trade and
Technology, Toronto.

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Jan. 25th: Luncheon: The United Nations. Sylvia Ostry speaking on innovation and technology transfer.

Reception for fifty Torontonians and New Yorkers prior to Toronto Symphony performance at Carnegie Hall.
Post concert reception sponsored by Chase Manhattan Bank.

Jan. 26th: Dallas -

Dinner with Texans interested in bringing Toronto Symphony to Dallas.
Performance of Dallas Symphony in new Symphony Hall.

Jan. 27th: Luncheon with Mr. and Mrs. James Baumel, re forming a Texas-Ontario committee for a major cultural event.

Jan. 28th: Agent General's residence, dinner for 25 New Yorkers and officials of Des Rosiers Dance Company, in honor of their opening at City Centre.

Jan. 29th: Luncheon in honor of Zubin Mehta and NY philharmonic.

Opening of Des Rosiers at City Centre.

Post performance reception sponsored by Seagram's

Jan. 30th: Luncheon with Tex McCrary. Discussed among other matters getting an appointment for Premier to meet with Governor Cuomo.

31st: Depart for Toronto.

February 1991

February 5 - 6 - Boston

Meeting with Graham Richards of Ontario Ministry of Agriculture and Food to discuss plans to seek investment in food processing business.

Call on: Talbot's

February 6 - New York

Reception at Maxim's for Botanical Garden Committee.

February 7 - Meeting at American Museum of Natural History to go over arrangements for Imax upcoming event

February 8 - Luncheon meeting with Tiffany executives re their opening in Toronto. (mid November)

February 9 - James Baumel, partner with Jones, Day, Reavis and Pogue in Dallas to residence for drinks.

February 11 - Lunch, Henry Michel, Chairman Parsons Brinckerhoff and Chairman of IRF with Ross Peebles to discuss nature of presentation Ontario should make to selection committee of IRF re World Congress in Toronto or Calgary.

Opening of Blue Planet at Imax Theatre, American Museum of Natural History. Agent General speech re Ontario's technological expertise. Supper at residence for fifty guests after screening.

February 12 - Dinner with Mr. and Mrs. G. Kelman re Russian studies program at Princeton.

February 13 & 14 - Rochester -

Agent General guest speaker at investment seminar luncheon. Also gave interview to Rochester newspaper. Clipping forwarded to Michael Rigby under separate cover.

- February 15 - Lunch with OMAF rep to discuss July Food show plans.
- February 16 - Women's Canadian Club Ball.
- February 19 & 20 - Boston
- Meeting with Dan Gregory, Secretary of Economic Development, State of Massachusetts
- Reception and dinner hosted by Ministry of Tourism to promote Niagara region and Shaw Festival. Agent General guest speaker.
- February 21 New York
- Attend American Friends of Canada event with David Silcox, Deputy Minister of Culture.
- February 23rd Chicago.
- February 24 Lunch with Mr. and Mrs. Wm. McDonough. Mr. McDonough has just been named Chairman of the Latin American division of the world bank.
- February 25 Chicago -
- Calls on - Tribune Company
- February 26 Chicago - calls on:
G.D. Searle and Co.
Imcera
- February 27 Chicago - call on:
Sears
- February 28 New York -
- Attend meeting of the Canadian Club.

March 5 New York

Dinner with Consul General, Hon. Anthony Eyton and Mrs. Eyton, and The Hon. Thomas Hockin, Minister of State, Small Business and Tourism

March 7 Meeting with Ministry of Tourism representatives re Gourmet Magazine lunch, briefing for Agent General on what should be included in speech.

Atlanta.

March 8 - Corporate call on Coca Cola.

Interview with Atlanta Business Magazine.

Departure for Orlando

March 8 - 14 - Orlando.

March 11 - Visit to Epcot Center to see Canada exhibit.

March 12 - Interview with Orlando newspaper.

March 13 - Luncheon speech by Agent General to World Trade Center.

Dinner speech to Canadian American Society

March 15 - Staff lunch at 812 Park Avenue

March 28 - Luncheon in Gourmet dining room. Chef prepared meal from Ontario products for Conde Nast travel writers. Agent General introduced each course, using food as lead in to travel delights of Ontario.

March 28 - Cocktails for board of directors of Companion Life at residence.

March 21 - Lunch with President of Canadian Club.

March 22 - Lunch at Botanical Garden

March 26 - Lunch with Town and Country writer re their November issue on Toronto

Justice Dept. Report - Page 8

- March 27 - Lunch with representative New York Drama League Meeting at the Council on Foreign Relations with Perez de Cuellar, David Rockefeller, Cyrus Vance.
- March 28 - Lunch with Agent General of Saskatchewan



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Ministry of Tourism and Recreation

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(212) 888-3186

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

April 8, 1991

**TOURISM REPORT FOR THE PERIOD UNDER REVIEW
October 1, 1990 through March 31, 1991**

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:

October 1990

Philadelphia, PA: The Ministry participated as a Travel Industry Supplier Exhibitor in the Metropolitan Toronto Travel Trade Marketplace. Travel Agents from the Greater Eastern Pennsylvania region attended to meet a cross-section of Ontario travel suppliers representing attractions and hotels from Toronto.

New York, NY: Amtrak, in cooperation with First Air, Ontario, and The Canadian Consulate General, NY, co-sponsored a travel agent familiarization tour to include Toronto and Ottawa. The guests were travel agency owners or managers known to Amtrak to produce rail tours for their customers. Eighteen travel agents from New Jersey and New York State participated - remaining three nights and four days in Canada.

Towson, MD: The Ministry participated as an exhibitor in the National Association of Senior Travel Planners Trade Shows organized to enable Senior Group Leader Travel Planners to meet a cross-section of travel suppliers who represent attractions, hotels, motels and resorts from the U.S.A. and Canada.

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Tourism Report for the
Period Under Review
10/1/90 - 3/31/91
April 8, 1991
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November 1990

Richmond, VA: The Ministry participated as an exhibitor in the National Association of Senior Travel Planners Trade Shows organized to enable Senior Group Leader Travel Planners to meet a cross-section of travel suppliers who represent attractions, hotels, motels and resorts from the U.S.A. and Canada.

Washington, DC: The Ministry participated in Canada's Call, organized by the Canadian Embassy in Washington, DC. This promotion provides Associations and Meeting Planner Executives with the opportunity to attend a reception at the Canadian Embassy and to meet with a cross-section of Travel Industry Suppliers from Canada. The exhibitors generally represent accommodation services and convention facilities which service the Associations and Meeting Planners market.

December 1990

Niagara Falls, NY: The Ministry was represented at the American Bus Association, Washington, DC, which is held jointly in Niagara Falls, NY, and Niagara Falls, Ontario. This three day marketplace gave motorcoach operators who are members of "ABA" the opportunity to meet travel industry suppliers from the USA and Canada.

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Tourism Report for the
Period Under Review
10/1/90 - 3/31/91
April 8, 1991
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New York, NY: In cooperation with UTL Holidays - Toronto, The Canadian Consulate, NY, and Air Canada, NY, the Ministry organized and sponsored a sightseeing tour of Toronto and Niagara Falls for twenty travel agents visiting Toronto and Niagara Falls from New York. UTL Holidays specializes in theatre tours for the performing arts in Canada.

New York, NY: The Ministry's New York Manager joined eleven motorcoach operators from the United States on a three day visit to Canada's Capital, Ottawa. This took place following the American Bus Association Convention in Niagara Falls, New York.

February 1991

The Ministry attended a luncheon at the offices of Gourmet Magazine attended by ten New York travel journalists. The lunch sponsored by Goumet gave the guests the opportunity to taste Ontario food and wine products as well as to gain new insights on travel opportunities of interest to travel editors from the Conde Nast family of publications.

Melville, Long Island, NY: The Ministry participated as an exhibitor in the National Association of Senior Travel Planners trade shows organized to enable Senior Group Leader Travel Planners to meet a cross-section of travel suppliers who represent attractions, hotels, motels and resorts from the USA and Canada.

Tourism Report for the
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Falls Church, VA: The Ministry participated as an exhibitor in the National Association of Senior Travel Planners trade shows organized to enable Senior Group Leader Travel Planners to meet a cross-section of travel suppliers who represent attractions, hotels, motels and resorts from the USA and Canada.

New York, NY: The Ministry attended the Annual Press Luncheon organized and sponsored by Air Canada, NY, taking place at the Four Seasons, NY. This promotion attracts major media and press journalists from New York, New Jersey and Connecticut.



Thomas J. Britt
Manager
Eastern United States

TJB/do

ONTARIO MINISTRY OF AGRICULTURE AND FOOD

MONTHLY REPORT FOR OCTOBER, 1990

Name: Myra Clement
 Office: New York
 Date: October 26, 1990

Projects	Current Status	Next Steps	Completion Date
Marlborough Fine Foods Expo Audit, Marlborough Mass., Sept. 17-18/90 National Prepared Frozen Foods Feat. Meadowlands, NJ September 25, 1990	Audit Report completed. to NY cancelled. Audit report completed.	No further action. Plans underway to exhibit next year (i.e. last week of 9/91).	Ongoing
Sales Promotion/ Merchandising Program U.S. Store Check Program Boston Solo Show w. Canadian Consulate February 6, 1990 (w. K. Moore)	Discussion paper prepared and presented. Discussion paper prepared and presented. Ontario participation confirmed to 6 Canadian Consulate in Boston. Recruitment list prepared.	Survey 20 top gourmet retailers in the NE U.S. to determine consensus on effective POS materials. Input to be solicited from leading Ontario exporters at a meeting scheduled for mid-January/91. Management package to be finalized. Recruitment letters to be sent.	January 31, 1991 January 31, 1991 November 2, 1990 November 8, 1990
Mission Feb. 28, Mar 1/91 Teaneck, NJ (w. T. Stampfer) Quarterly Meeting Oct. 3-4/90 (w. US Team)	Location confirmed. Fiscal 1991 Plans presented.	Guest lists to be finalized. Invites and Directories to be printed. Exhibitors to be confirmed. Menus to be finalized. Participat program to be finalized. Fiscal 1991 Plans to be finalized.	Ongoing December 3, 1990

Projects	Current Status	Next Steps	Completion Date
<p>U.S. Marketing Kit (w/ Gardner, M. Higa (G... (...))</p>	<p>Agency presented revised copy and layout.</p>	<p>Finalize copy and layout.</p>	<p>Ongoing</p>
<p>Xmas Gourmet Gift Baskets, Ontario House New York</p>	<p>Products confirmed, media lists finalized.</p>	<p>Source products. Send baskets.</p>	<p>October 30, 1990 December 1, 1990</p>
<p>NY State Food Merchants Assoc. Annual Show Atlantic City, NJ October 14, 1990</p>	<p>Audited.</p>	<p>Audit Report to be written.</p>	<p>October 30, 1990</p>
<p>Beverage Media Annual Holiday Mktg. Expo Great Neck, NY October 17, 1990</p>	<p>Attended.</p>	<p>No further action.</p>	<p>January 31, 1991</p>
<p>Store Tours - Queens, New Jersey, Long Island</p>	<p>Stores checked for presence of Ontario products.</p>	<p>Input to be incorporated in Sales Promo Report.</p>	<p>Ongoing</p>
<p>IFPCS, Javits Center July 1991, New York (w. M. Higa & Fed Govt.)</p>	<p>Booth space for Canadian Pavilion selected.</p>	<p>Recruit exhibitors.</p>	<p>Ongoing</p>
<p>Niche Market Seminar Toronto, Jan. 15-17/90 (w. L. Vasarala, G. Cooke)</p>	<p>Program confirmed.</p>	<p>Location to be confirmed. Speakers to be confirmed. Attendees to be recruited.</p>	<p>December 15, 1990 December 15, 1990 December 15, 1990</p>
<p>EP... Taste Show '90, NY 21-22/90 (w/... Koopman)</p>	<p>Interim Report written. Awaiting receipt of invoices paid by OMAF-Toronto.</p>	<p>Final Report to be written</p>	<p>November 15, 1990</p>

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ONTARIO MINISTRY OF AGRICULTURE AND FOOD

MONTHLY REPORT FOR NOVEMBER, 1990

Name: Myra Clement
 Office: New York
 Date: November 28, 1990

Projects	Current Status	Next Steps	Completion Date
Store Tours-NYC & Long Island	10 stores checked for types of POS preferred by store managers.	Data based on 20 stores to be compiled.	January 31, 1991
National Prepared Frozen Foods Fest. Meadowlands NJ, (w. L. Vasaralis) September X, 1990	8 booths requested.	Data being gathered for exhibitor recruitment.	Ongoing
Wine Promotion, Niagara Peninsula (w. M. Higa) September 1991	Project feasibility discussed with industry professionals in NY. Report written and sent to Toronto. 72:4 D 6Z BRV 16.	Wine Council to discuss OMAF findings and determine further action.	November 29, 1990
PMA, Boston October 19-21, 1991 (w. T. Stampfer)	Exhibitor Package received.	Booth location to be confirmed. Exhibitors to be confirmed.	Ongoing
Boston Solo Show Canadian Consulate (w. Moore) February 6, 1991	Recruitment package sent to potential exhibitors.	Confirm total number of exhibitors. Confirm catering & equipment requirements.	December 12, 1990 January 21, 1991
Floral Mission Feb 27-28, Mar 1/91 Teaneck, NJ (w. T. Stampfer)	Location confirmed. Exhibitor recruitment letters sent.	Invitation lists to be finalized. Invitations to be printed.	January 2, 1991 January 28, 1991

Projects	Current Status	Next Steps	Completion Date
<p>U.S. Marketing Kit (Sardner, M. Higa, Cooke)</p>	<p>Insert requirements confirmed.</p>	<p>Print.</p>	<p>March 31, 1991</p>
<p>Xmas Gourmet Gift Baskets, Ontario House New York</p>	<p>Recipient list confirmed. Products sourced. Baskets sourced.</p>	<p>Send baskets.</p>	<p>December 3, 1990</p>
<p>IFPCS, Javits Center July 7-10 1991, New York (w. M. Higa, L. Vasarais, & Fed Govt.)</p>	<p>Booth space for Canadian Pavilion confirmed.</p>	<p>Recruit exhibitors.</p>	<p>Ongoing</p>
<p>Niche Market Seminar Toronto, Jan. 15-17/91 (w. L. Vasarais, G. Cooke)</p>	<p>Program confirmed.</p>	<p>Location to be confirmed. Speakers to be confirmed. Attendees to be recruited.</p>	<p>December 15, 1990 December 15, 1990 December 15, 1990</p>
<p>Quarterly Meeting Toronto, Dec 4-7, 1990</p>	<p>Marketing Plan prepared.</p>	<p>Present.</p>	<p>December 6, 1990</p>

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ONTARIO MINISTRY OF AGRICULTURE AND FOOD

MONTHLY REPORT FOR DECEMBER, 1990

Name: Myra Clement
 Office: New York
 Date: December 17, 1990

Projects	Current Status	Next Steps	Completion Date
Store Tours Boston	10 stores checked for types of POS preferred by store managers.	Data based on 20 stores to be compiled.	January 31, 1991
National Prepared Frozen Foods Fest. Meadowlands NJ, (w. L. Vasaralis) September X, 1991	8 booths requested. Data gathered for exhibitor recruitment.	Recruit exhibitors.	Ongoing
Wine Promotion, Niagara Peninsula (w. M. Higa) September 1991	Project feasibility discussed with industry professionals in NY. Report written and sent to Toronto. APR 29 4:22 PM '91	Wine Council to discuss OMAF findings and determine further action.	January 31, 1991
PMA, Boston October 19-21, 1991 (w. T. Stampfer)	Exhibitor Package received.	Booth location to be confirmed. Exhibitors to be confirmed.	Ongoing
Boston Solo Show Canadian Consulate (w. Moore)	Recruitment package sent to potential exhibitors. 29 exhibitors confirmed.	Hold Briefing Seminar for exhibitors.	Week of Jan. 14/91
Floral Mission Feb 27-28, Mar 1/91 Teaneck, NJ (w. T. Stampfer)	Location confirmed. Exhibitor recruitment letters sent.	Invitation lists to be finalized. Invitations to be printed.	January 2, 1991 January 28, 1991

Projects	Current Status	Next Steps	Completion Date
U Marketing Kit (Bardner, M. Higa, G. Cooke)	Insert requirements confirmed.	Print.	March 31, 1991
Xmas Gourmet Gift Baskets, Ontario House New York	Baskets shipped.	Invoice Agent-General, Ministry of Tourism, and OMAF Trade Development Officers for their proportionate share.	January 31, 1991
IFFCS, Jays Center July 7-10 1991, New York (w. M. Higa, L. Vasarais, & Fed Govt.)	Booth space for Canadian Pavilion confirmed.	Recruit exhibitors.	Ongoing
Niche Market Seminar Toronto, Jan. 15-17/91 (w. L. Vasarais, G. Cooke)	Program confirmed.	Location to be confirmed. Speakers to be confirmed. Attendees to be recruited.	February 9, 1991
Quarterly Meeting Toronto, Dec 4-7, 1990	Marketing plan presented.	Begin implementation.	Ongoing

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Ministry of
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Food

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New York, NY 10022

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NORTHEASTERN QUARTERLY REPORT

January, February, March/1991

Prepared by:

**Myra Clement
OMAF - New York
March 12, 1991**

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A. MAJOR ACTIVITIES COMPLETED

- 1. "Best of Canada" Food and Beverage Show with Canadian Consulate and Quebec Delegation, February 5-7, 1991, Boston, MA (w. K. Moore)

Programme

Day 1: Store tours and exhibitor briefing
 Day 2: Show: 12:00 noon - 8:00 p.m.
 Day 3: Exhibitor debriefing

Participating Companies

34 Ontario food and beverage manufacturers, who combined with 26 companies from Quebec and 16 from other Canadian provinces for the show. (List of Exhibitors attached.)

Attendance

Slightly over 1,000 visitors. Predominantly from metro Boston, with some from as far as New York City and Albany. A preponderance of brokers, some distributors, independent and chain store buyers (although in this category, numbers were down from last year) and press. Perishable food brokers were scarce.

Results

Collectively, Ontario exhibitors project \$1 million in sales over the next 12 months. Several, who had no previous representation in New England, appointed one or more regional brokers.

Future Action

Ontario exhibitors expressed a desire to repeat this type of show on an annual or bi-annual basis.

- 2. Horticulture Mission, February 27, 28 and March 1, 1991, Teaneck, NJ (w. T. Stampfer)

Programme

Day 1: Store tours in afternoon, panel discussion featuring two leading floral retailers during dinner
 Day 2: Trade Reception: 3:00 - 7:30 p.m.
 Day 3: Exhibitor debriefing

Participating Companies

8, of which 7 were already firmly established in the market. (Directory attached.)

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Attendance

160 visitors including virtually every major regional supermarket buyer and wholesaler, coming from New Jersey, New York City and Connecticut.

Results

Projected sales figures have not yet been reported. However, exhibitors expressed unanimous, enthusiastic satisfaction with contacts made.

Future Action

Exhibitors expressed desire to return to this market next year. Since preliminary plans for 1992 called for a show in the Pennsylvania market, the possibility of combining the metro New York and Pennsylvania markets into one show, to be held in central New Jersey, is being considered.

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COMMUNITY RELATIONS

B. ON-GOING ACTIVITIES**1. Media Contact**

- a. Assistance provided in selecting and sourcing Ontario foods and beverages for special "Gourmet" magazine luncheon to be attended by the editors of 15 Conde Nast magazines.
- b. Meeting with Peter Berlinski, Editor, "Restaurant Business News" to explore story ideas re Ontario food service sector.
- c. Meeting with Ann Lerner, Food Editor, Newark Star Ledger, re story ideas for Ontario foods and beverages.
- d. Meetings with K. Gallagher, Advertising Manager, "Modern Grocer," re coverage for Horticulture Trade Reception.

2. Business Development

Initiated meeting between Culinar and Jacquet-U.S.A. for possible purchase and distribution of each other's products in each company's respective country.

3. Research

Creation of wholesaler/retailer list for Halal certified poultry products.

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C. UPCOMING ACTIVITIES

- 1. Niche Marketing Seminar, March 27, 1991 (w. L. Vasarais and Gary Cooke)**

Participant recruitment underway.

- 2. IFT Suppliers Night, April 10, 1991, Suffern, NY (w. L. Vasarais)**

Participant recruitment underway.

- 3.. New England-Dairy-Deli Association "Taste Show", April 16-17, 1991, Boston (W. D. Field)**

5 participating Ontario companies confirmed. (Exhibitor List attached.)

- 4. Incoming Buyers Mission, May 28-29, 1991, Toronto (w. K. Moore)**

Buyer recruitment underway.

- 5. International Fancy Food and Confection Show (IFFCS), July 7-10, 1991, New York City (W. K. Moore and L. Vasarais)**

Participant recruitment and plans for "Ontario Night Gala" underway.

- 6. Continued exploration of Sales Promo/PR Programme.**

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COMMUNITY DEVELOPMENT
'91 APR 29 P4:21

"BEST OF CANADA" EXHIBITORS

1. ALTA GROUP INC.
2. ALORO FOODS INC.
3. BIGROS FOODS INC.
4. BLACK DIAMOND CHEESE
5. CANADIAN PIZZA CRUST
6. CELTRADE CANADA
7. COLOMBO PROSCIUTTO CORPORATION
8. COLONIAL COOKIES
9. CULINAR FOODS INC.
10. DERLEA BRAND FOODS INC.
11. EUROPEAN NOODLES INC.
12. FAIRLEE FRUIT JUICE LTD.
13. FERNBROOK SPRINGS BOTTLED WATER COMPANY
14. GOURMET BAKER INC.
15. GRAND VIEW FARMS
16. IMPERIAL FLAVOURS INC.
17. KASSELER FOOD PRODUCTS INC.
18. LE CANARD
19. LINSEY FOODS
20. MLG ENTERPRISES LIMITED
21. OAKRUN FARM BAKERY LTD.
22. OETKER LIMITED
23. OMSTEAD FOODS LTD.
24. PINTELLE
25. PRIMERA FOODS INC.
26. RUDOLPH'S SPECIALTY BAKERIES LTD.
27. SHOAL LAKE/MILLE LACS WILD RICE CO
28. SIENA FOODS
29. SUMMERSWEET PATES
30. SUN FOODS INC.
31. SWEET RIPE DRINKS INC.
32. THYME AND TRUFFLES INC.
33. TRADITION FINE FOODS LTD.
34. VAN VOOREN GAME RANCH INC.
35. W & H VOORTMAN LTD.

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& FIS.
OTTAWA, ONT.

NEDDA EXHIBITORS, APRIL 15, 16, 17, 1991

COMPANY

- 1. BAGELSNAX**
- 2. PATTY PALACE**
- 3. SUMMERSWEET FINE FOODS, LTD.**
- 4. SUN FOODS INC.**
- 5. THE GOURMET BAKER**

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GENERAL INVESTIGATIVE DIVISION

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NEDDA EXHIBITORS
APRIL 15, 16, 17, 1991



Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

Telephone
404-956-1981
Fax:
404-955-5699

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

March 26, 1991

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

Dear Walter,

Enclosed is our Semi Annual Justice Department Report covering
Trade and Industrial Development activities of the Atlanta office .

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.

91 MAR 29 14:22

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DEPT. OF JUSTICE



Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

Telephone
404-956-1981
Fax:
404-955-5699

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

SEMI ANNUAL JUSTICE DEPARTMENT REPORT

ATLANTA ACTIVITY

ACTIVITY SCHEDULE

A group of aerospace/electronics buyers from Florida visited Toronto under our incoming buyers program.

Attended World Energy Show - Atlanta

Attended Carolina Trade Fair - Greenville

S.E.T.A. - Southeastern Telecom Assn. show took place in Miami this year. Four Ontario manufacturers exhibited among a total of seven Canadian companies.

Biotech Survey - Attended Ernst & Young's 15th annual survey of business and financial issues in the biotechnology industry at Inforum in Atlanta.

Attended Governor's Conference on International Competitiveness.

Participated in Power Gen '90 with Feds. 20 Ontario companies attended show.

INDUSTRIAL

Participated in international seminar in Albany, GA with consulate and State of Georgia.

BOM held in Birmingham, AL and reception.

Met with Tennessee Technology Foundation, University of Tennessee and Knoxville Chamber of Commerce.

Hosted reception for International Science Centers in Orlando on behalf of Agent General.

ACTIVITY: Corporate Planning/Administration

MONTHLY REPORT

Travel Trade and Convention Services
For the Period Ending: _____

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none">• To provide input into the Branch Marketing and Human Resources Plans• To develop and implement the office operations and Human Resources Plan• To co-ordinate and communicate international marketing/operations plans• To seek potential corporate activities in international offices• To administer international budgets• To produce an office International Monthly Report for Head Office• To provide coordination for Deputy Minister International Relations Task Group & Corporate Activities ie. Premier's/Minister's Missions.	11/30/90	Completed Nov. 1990 Monthly Activity Report	Rezny

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Marketing Planning</u> Canadian Consulate Offices Chicago Minneapolis Dallas Cincinnati	4	4	.5				Continued communications with each respective office to develop winter & spring 1991 and promotional activities; trade shows, group leaders presentations, fam tours and marketplaces. Dan Dipert Group Leaders/Travel show Louisville Travel Trade Market-place J & D Travel Shows King Ranch Promotion AAA IL/IN Advertising Developing Spring AAA Group Leaders presentations.
Air Canada Chicago Air Toronto	4	2	.25				
Ontario Ministry of Tourism Focus Groups	2	6	.75				

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Travel Trade Sales</u> Personal Sales Calls Mayflower Tours Capitol Tours Peoria Charter Tours Group Travel Designers	6	32	4				
Participated at CCG Cincinnati Mktplc. for the Travel Trade	4	16	2				
Key and Maintenance Account telephone research and sales development	20	24	3				
Account telephone and written communications followup in setting up appts.	4	16	2				

Majority of tour operators have not completed printing of 1991 tour catalog, which will delay submitting forecast report until at least Feb. 1991.

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>New Product Development</u> Mayflower Artistic Tours AAA IL/IN Moccasin Trails Group Travel Designers Odyssey Travel Service							"See Ongoing Priorities " Page

MONTHLY REPORT

ACTIVITY: To Increase Travel Trade Sales in Group and Independent Travellers from International Markets to Ontario

International Travel Trade
For Period Ending: 31/1/91

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets 	<p>Ongoing</p> <p>Ongoing</p> <p>" "</p> <p>" "</p> <p>" "</p>	<p>Completed Key Account profiles, verifying 1990 actual tours and projected forecasts for 1991 tour season. All detail handwritten; will be recorded in computer system when we receive from head office.</p> <p>Continued working with student employee in updating maintenance accounts and a total of additional 67 operators have been identified. Note; this information will be placed in a computer system for future maintenance account mailing and updates.</p> <p>Considering Group Leaders Presentations with Allied Tour and Travel for March or April 1991.</p> <p>Spoke with Kraft Tours about possible cost share with new Ontario product to develop direct consumer mailing.</p> <p>Telephone communication all Key Accounts reference new regulations regarding GST.</p> <p>Met with MTI to develop Reservations Managers Ontario Travel Information Program</p>	<p>Rezny</p> <p>Rezny</p> <p>" "</p> <p>" "</p> <p>" "</p>

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Increase Travel Trade Sales in Group and Independent Travellers from International Markets to Ontario

International Travel Trade
For the Period Ending: _____

OFFICE: _____

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product Organization of International Marketplaces for Ontario suppliers to participate in that follow guidelines for participation. Emphasis will be placed on Investment Markets in the U.S. and overseas (eg. world travel market, Rendez-vous Canada, Atelier, California Marketplaces) Other activities 	<p>Pending " " Completed Pending Pending</p>	<p>All arrangements completed for March 1991 Windsor Toronto Group Leaders Fam Tour with Group Travel Designers</p> <p>Confirmed with Mayflower Tour April 30/May 4, 1991 Stratford/N-O-L Group Leaders Fam Tour and all arrangements and itinerary to be completed.</p> <p>Due to the outbreak of war in the Middle East, the Air Canada/IVI Travel Toronto Fam Tour was cancelled.</p> <p>MTCVA/Air Canada Toronto Fam Tour Jan. 24-28, 1991. A total of 18 tour operators/group agents participated. J. Wegeman accompanied group.</p> <p>Developing with Capitol Tours new Ontario tour with Windsor C&VB African American Heritage Tour along with group leaders product presentations and fam tour; however no dates selected as to date.</p> <p>Continued to discuss with Fancy Free Tours new product development and fall group leaders fam tour</p>	<p>Rezny Rezny Wegeman Rezny Rezny</p>
<p><u>New Initiatives</u></p>			

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Develop New Product in Relation to Marketing Plan and Tourism Strategy in Ontario to be Introduced in International Markets

International Travel Trade
For Period Ending: _____

OFFICE: _____

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> To encourage Wholesalers and Tour Operators to include new product their packages. To communicate new product information to the travel trade. To provide seminars (with partners) to selected elements of the tourism industry. To engage in cost-sharing and related promotional activities with partners in the development of new/revised products and tours to Ontario. 	<p>Pending Pending Completed Pending Completed</p>	<p>Second meeting with managers of Moccasin Trails and Pan-Angling Travel Service in the promotion of Ontario Indian owned and managed outpost camps and lodges. Presently completing cost sharing application for promotions.</p> <p>Cost sharing promotional programs with Capitol Tours and Fancy Free Holidays in new tour development</p> <p>Mayflower Tours developed new "Curtain Call" tour for '91 5 departures scheduled.</p> <p>Developing new Toronto tour with AAA/IL/IN</p> <p>Developing Toronto shopping/theatre packages with Odyssey Travel Service and Air Canada</p> <p>Cost sharing with Air Canada, Canadian Airlines, CCG-Chicago, Quebec Tourism; Canada travel presentation at monthly Chicago Women in Travel meeting. Attendance: 92 retail agents, tour operators and group agents.</p>	<p>Rezny Rezny Rezny Weggeman Weggeman</p>
<p><u>New Initiatives</u></p>	<p>Completed</p>	<p>Developed with Fun Tours new Rail Program across Canada with overnight in Toronto</p>	<p>Rezny</p>

Comments/Early Warning/Unexpected Activity

ACTIVITY:

To Encourage all Forms of Media and Public Relations to Produce Editorial Compatible with MTR Marketing Objectives and Strategy.

MONTHLY REPORT

International Travel Trade
For Period Ending: _____

OFFICE: _____

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<u>Ongoing Priorities</u>	Completed	Cancelled AAA/IL/IN T.V. Toronto promotional program as the lack of other advertisers had a negative effect. This lack of advertisers was due to war in the Middle East.	Rezny
• Advertising	Pending	Confirmed on definite basis with Fishing Facts and Chicago Tribune staff June 28-July 8, 1991 dates for visit to new native Indian owned and managed outpost camps. Details discussed with Tracey Arial and complete itinerary is being developed by Chicago office.	Rezny
• Public Relations	Pending	Receiving direct mail reply cards for Ski mailing Arrangements being made for Patricia Armstrong, Travel Writer, Chicago Metro News to participate on Group Travel Designers March Toronto/Windsor Fam tour.	Wegeman Rezny
• M.O.S.T.	Pending	Lucia Mauro, Assistant Editor, Travel Age MidAmerica visit for Toronto/King Ranch article. Dates are being arranged, in addition to itinerary.	Rezny Wegeman
<u>New Initiatives</u>	Pending	John Spehn, Outdoor Editor Chicago Sun Times: Date confirmation and itinerary details to be completed.	Rezny
	Completed	Set up radio interview appointments for B. Winkelman Participated on Public Relation/MOST, at All Canada Fishing Show visiting 25-35 Ontario Lodge Owners	Rezny
	Completed	Worked at Ontario Outdoor Adventure Show Booth with Ont. head office staff January 4-5-6, 1991. Met with Lisa Chase, Assoc. Editor, Outside Magazine to discuss upcoming June Canada feature.	Wegeman
Comments/Early Warning/Unexpected Activity	Pending	Developing with Air Canada Spring 1991 media luncheon	Rezny

MARCH

- 5 Monthly federal-provincial meeting of all Canadian reps and Consular officials. Held at Consulate.
- "Canada-California: A Natural Partnership for the International Communications Market." Guest speaker: Harold Greenberg, president of Astral Inc. Luncheon co-hosted by Academy of Canadian Cinema & Television and Canada California Chamber of Commerce. Held at Beverly Hills Hotel.
- Meeting with Bob Greven, Ministry of Energy.
- 6 Board meeting of the Canada-California Chamber of Commerce.
- 8 Luncheon with Rhonda Bryant, publicist at Columbia Pictures.
- 9 Reception at Costa Mesa Westin for business/entertainment contacts, including Mitch Ackerman, Vice President, Television, Walt Disney Pictures and Television. Performance of the Cirque du Soleil.
- 12 L.A. World Affairs Council luncheon featuring speaker William Pfaff, author and political journalist. Topic: "A Reconsideration of Nationalism." At The Biltmore.
- Reception for Industrial Developers Association of Canada. At Sheraton Grande.
- 13 Tour of McDonnell Douglas with IDAC contingent.
- 14 Town Hall luncheon. Speaker: David Gergen, editor of U.S. News & World Report. At the Biltmore.
- Conference call meeting with Americas Branch reps.
- 15 Meeting with Saul Warshaw and Harvey Farr of Ruder Finn.
- L.A. World affairs Council luncheon. Speaker: Jesse Jackson. At Century Plaza.
- 18 Luncheon with Stan Draenos, Challenges magazine correspondent.
- International Trade and Investment reception. Red Lion Hotel, Costa Mesa.
- 10 WESTEC convention.

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MARCH, CONT.

- 21 Luncheon with Al Mair, president of Attic Records.**
- 24 Reception at Consulate Residence to honor Canadian
nominees for the Academy Awards.**

OCTOBER 1990 - MARCH 1991

Trade Shows/Exhibits:

Oregon Food Industries Convention, Eugene, OR; October 18-21.
Western National Livestock Show, Denver, CO; January 7-20.
United Fresh Fruit and Vegetable Show, Anaheim, CA; February 5.
U.S. Horse and Rider Expo, Pasadena, CA; February 10.
Southern California Institute of Food Technologists Regional
Supplier's Night, Pasadena, CA; February 12.
Sea Fare International Expo, Long Beach, CA; February 12-14.
Fancy Food and Confection Show, San Diego, CA; March 3-5.
Natural Products Expo West, Anaheim, CA; March 23-25.

Contacts:

Donna Moravec, Oregon Food Industries Inc., Salem, OR.
Cloyce Smith, Pioneer Brokerage, Vancouver, WA.
Murray Preece, Ontario Maine Anjou Association, Cannington,
Ontario.
Jim McKague, Ontario Limousin Association, Wroxeter, Ontario.
Beth McKay, Ontario hereford Association, Langton, Ontario.
Suzanne De Rochie, Ontario Angus Association, Apple Hill, Ontario.
Rick Rickard, Ontario Shorthorn Club, Uxbridge, Ontario.
Sylvia Jackson, Salers Ontario, Springfield Ontario.
Keith Black, Ontario Charolais Association, Forester's Falls,
Ontario.
James Hayes, Ontario Simmental Association, Ailsa Craig, Ontario.
Dave McNevan, Ontario Blonde d'Aquaine Association, Cambellcroft,
Ontario.
Michael McElhone, Interamerican Transportation Systems Inc.,
Mississauga, 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.
Eric Ling, L.P. & P. Marketing (Small Fry Snack Foods), Calgary,
Alberta.
Kleis Hansen, ITML, Inc., Brantford, Ontario.
Mr. Younan, Fairlee Juices, Fullerton, CA.
Randy Speight, A.J.'s Fine Foods Ltd., Scottsdale, AZ.
Tammy Fisher, A.J.'s Fine Foods Ltd., Scottsdale, AZ.
Rick Tamer, Q-Fresh, Carefree, AZ.
Jay Larson, Q-Fresh, Carefree, AZ.
Cary Maving, Big Bear Markets, San Diego, CA.

Contacts: (continued)

Carol Gauthier, Canadian Thoroughbred Horse Society, Rexdale, Ontario.
Bob Topley, Topley Thoroughbred Services, Brampton, Ontario.
Robert Bray, Ph.D., W.K. Kellogg Arabian Horse Center, Pomona, CA.
Eugene Cheng, Delta Tour and Travel Services, Los Angeles, CA.
Stacy Kibrick, Mrs. Gooch's General Office, Sherman Oaks, CA.
Alfons Bach, Bigros Foods, Gloucester, Ontario.
Dallon Chow, Pastariso Products Inc., Scarborough, Ontario.
Julianna Chow, Pastariso Products Inc., Scarborough, Ontario.
Joseph Chow, Pastariso Products Inc., Scarborough, Ontario.
Kenneth Woodruff, Pastariso Products Inc., Scarborough, Ontario.
Harry Ha, Sun Foods Inc., Toronto, Ontario.
Peter Stewart, Heartland Foods Ltd., Ingersoll, Ontario.
Paul Kramer, Heartland Foods Ltd., Ingersoll, Ontario.
Bev Worth, Rudolph's Specialty Bakeries, Toronto, Ontario.
Elena Quistini, European Noodles, North York, Ontario.
Orlando Quistini, European Noodles, North York, Ontario.

Missions:

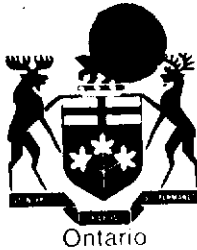
None scheduled during this period.

Seminars/Special Project:

Western States Update and Transportation Seminar, Toronto, Ontario;
October 24.
Niche Marketing Seminar, Toronto, Ontario; March 27.
Horse Industry Study and Reconnaissance, Los Angeles, CA; March 21.

Mailings:

All mailings were done by the Toronto Head Office for recruitment of Trade Show participants and/or Seminar attendees.



Government
of Ontario
Canada
April 5, 1991

Ministry of
Industry, Trade
and Technology

Telephone
312-782-8688
Fax:
312-782-5381

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

**MEMORANDUM TO: Sylvia King
New York Office**

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

SUBJECT: JUSTICE DEPT. REPORT

=====
We attach our semi-annual report. Thanks for your efforts
on our behalf.

Regards,

Bruce Wilson

A handwritten signature in cursive script that reads "Bruce".

RECEIVED

**ONTARIO MINISTRY OF AGRICULTURE & FOOD
MONTHLY REPORT**

NAME: THOMAS J. BRUSH
OFFICE: CHICAGO - CENTRAL REGION
DATE: MARCH 1991

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
B.E. Convention 3/5/91 Chicago	Presentation to Ontario Bakery Engineers	Interest in Business Development Unit by Weston passed on to Rick Forin.	Completed RECEIVED APR 11 1991
Specialty Food Trade Mission 3/19-21/91 St. Louis	Participation by 19 Ontario Companies. Voortman No-Show. Over 100 Attendees from all segments of St. Louis market.	Submit Final Report	April 5, 1991
I.F.T. Suppliers Night 4/10/91 Suffrin, N.Y.	Invitations sent to Ontario Companies. Proposal & Budget submitted to management, and approved. Transportation reserved.	Confirm luncheon site and guest speaker.	April 30, 1991
R.B.A. Convention 4/13-16/91 Minneapolis, MN	4 booths space confirmed - 4 Ontario Companies confirmed - 6 Booths/Displays contracted Lodging & Transportation confirmed Show Directory submitted Booth signs ordered.	Contract furniture/carpeting/cleaning/electrical.	April 30, 1991

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
F.M.I. Convention 5/5-8/91 Chicago, IL	Finalizing booth design Show Directory listing submitted 9 Ontario Companies confirmed Hotel registration completed	Finalize services for booth Send direct mail	May, 1991
I.F.T. Convention 5/91 Dallas, TX	Proposal & Budget Submitted & Approved by management. Invitations sent to client group Booth design proposal in transit Direct mail piece in development Lodging confirmed	Submit services forms for convention Finalize booth design Develop direct mail list Approve direct mail piece.	Through June 1991
Super Floral Show 6/20-22/91	Proposal & Budget submitted to management Booth paid in full	Arrange booth and furniture rental Send invitations to client group	Through June 1991

UPCOMING EVENTS - June/July/August

JUNE

I.F.T. Convention, Dallas, TX
Super Floral Show, Kansas City
Mid-Year Planning Meeting, Toronto

JULY

Region Reconnaissance

AUGUST

Region Reconnaissance

**ONTARIO MINISTRY OF AGRICULTURE & FOOD
MONTHLY REPORT**

**NAME: THOMAS J. BRUSH
OFFICE: CHICAGO - CENTRAL REGION
DATE: FEBRUARY 1991**

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
Business Dev. 2/4/91	Presentation made by Grahame Richards & Rick Fortin to Bruce Wilson & Cathy Dickson, MTTT Chicago	Involvement on request basis	Ongoing
Boston Solo Show 2/6/91	Attended show for informational purposes	None	Completed
Specialty Foods Trade Mission 3/91 St. Louis	Participation by 21 Ontario companies confirmed. Toronto briefing 2/12. Invitation mailing implemented 2/18. Advertising in Missouri Grocers completed 2/18.	Print pamphlets highlighting companies and products. Contact dinner briefing speakers.	3/91
Industrial Food Sales Seminar 2/20/91	3 speakers. Approx. 30 people representing 20 companies attended.	Send evaluation forms. Submit Final Report. Send invitations regarding shows available.	Through March 1991
I.F.T. Suppliers Night 4/91 New	Sent booth request form for 4 booths. Finalize proposal & budget.	Submit proposal & budget to management. Send invitations to Ontario companies. Reserve transportation & lodging.	Through March 1991

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
R.B.A. Convention 4/91 Minn.	Sent hotel registrations forms. Sent invitations to client group.	Confirm companies. Contract furniture & plant rental. Confirm lodging. Submit show directory listing.	Through March 1991
F.M.I. Convention 5/91 Chicago	Requested quote from Andrews-Bartlett. Received I & D & Drayage quote from Dimension Works. Invitations sent to client group. Show manual received.	Finalize booth design. Confirm client companies interested. Submit show directory listing.	Through March 1991
I.F.T. Convention, 6/91 Dallas	Convention discussed at Industrial Sales Seminar. Convention manual received.	Submit proposal & budget to management. Review booth design. Send invitations to client group.	Through March 1991
Super Floral Show 6/91 Kansas City	Booth space confirmed.	Submit proposal & budget to management. Send payment for balance of booth charges. Arrange for booth & furniture rental.	Through March 1991

UPCOMING EVENTS - April/May/June

APRIL

I.F.T. Suppliers Night, New York
R.B.A. Convention, Minnesota
I.F.T. Suppliers Night, St. Louis
Briefing - F.M.I. Convention

MAY

F.M.I. Convention, Chicago
Quarterly Meeting
N.R.A. Convention
Briefing - I.F.T. Convention, Dallas
Briefing - Super Floral Show, Kansas City

JUNE

I.F.T. Convention, Dallas
Super Floral Show, Kansas City
Mid-Year Planning Meeting

**ONTARIO MINISTRY OF AGRICULTURE & FOOD
MONTHLY REPORT**

NAME: THOMAS J. BRUSH
OFFICE: CHICAGO - CENTRAL REGION
DATE: JANUARY, 1991

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
<p>● National Western Rodeo Show & Rodeo Denver, CO</p>	<p>Attended show to prepare to participate in 1992.</p>	<p>None</p>	<p>Completed</p>
<p>Food Ingredient Program</p>	<p>Invited speakers, est. topics developed program, invitations sent to client companies.</p>	<p>Make travel arrangements, review speaker topic outlines.</p>	<p>February 1991</p>
<p>Specialty Foods Trade Mission 3/91 St. Louis</p>	<p>Participation by 18 Ontario companies confirmed. St. Louis contact list est. & implemented names to computer.</p>	<p>Debriefing of client companies. Send invitations. Print pamphlets highlighting Ontario companies & products. Contact Missouri Assoc. for additional names & solicit support.</p>	<p>Through February 1991</p>
<p>R.B.A. Convention 4/91 Minneapolis</p>	<p>Reserved booth space. Reserved Skyline exhibit, contracted I & D Service, and made shipping arrangements. Finalizing proposal and budget.</p>	<p>Submit proposal & budget to management. Send invitation to Ontario companies. Contract furniture rental. Confirm lodging.</p>	<p>Through February 1991</p>
<p>I.F.T. Suppliers ● Booth 4/91 New</p>	<p>Contacted organizers. Waiting for exhibitor perspective.</p>	<p>Submit PR for 4 booths Confirm participation Send invitations to Ontario companies.</p>	<p>Through February 1991</p>

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
FMI Convention 5/91. Chicago	Discussed booth design & pricing w/ Andrews-Bartlett, discussed design changes w/ Dimension Works. Rec'vd. redesign	Send invitations to Ontario companies. Finalize booth design & I&D co.	Through February 1991
I.F.T. Convention 6/91 Dallas	Booth space reserved, payment for space submitted.	Submit proposal & budget for mgmnt. approval. Convention handbook avail. Mid- Feb. Approve booth design.	Feb. 1991 March 1991
Super Floral Show 6/91 Kansas City	Reserved booth space	Contact show mgmnt. to confirm space. Arrange for booth & furniture rental. Submit proposal & budget for mgmnt. approval.	Through February 1991

UPCOMING EVENTS - February/March/April

FEBRUARY

Boston Solo Show
Industrial Sales Seminar - Toronto
P.R.O.F.I.T. I - Detroit
Briefing - St. Louis Mission

MARCH

St. Louis Trade Mission
Quarterly Meeting
Briefing - IFT Suppliers Night
Briefing - RBA Convention

APRIL

Retail Bakers Assoc. Convention
I.F.T. Suppliers Night
Briefing - FMI Convention

**ONTARIO MINISTRY OF AGRICULTURE & FOOD
MONTHLY REPORT**

NAME: THOMAS J. BRUSH
OFFICE: CHICAGO - CENTRAL REGION
DATE: DECEMBER, 1990

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
Annual Meeting	Presented 1991/92 Marketing Plan	Awaiting Approval	March 1991
Food Ingredient Program	Met w/ I.F.T. & Sirovec/O'Connell Reps to set date	Confirm date, make travel arrangements	February 1991
Specialty Foods Trade Mission 2/91 St. Louis	Signed contract w/ Stouffer Hotel Sent Budget estimate & St. Louis Market information to Toronto	Send invitations to St. Louis Principals Contact Rep for for Missouri Grocers Assoc.	February 1991
FMI Convention 5/91 Chicago	Sent balance of exhibit pymnt Contacted Andrews-Bartlett for booth quote reviewed Dimension Works booth design w/ OMAF Staff	Review quote w/ Andrew-Bartlett Discuss design changes w/ Dimension Works Contact potential exhibitors	Through Feb. 1991
I.F.T. Regional 6/91 Dallas, TX	Reserved booth space	Send PR to Toronto for approval Send payment to IFT Arrange for booth	January 4, 1991 February 1991

UPCOMING EVENTS - January/February/March

JANUARY

Western National Livestock Show
Briefing Industrial Sales Seminar Speakers
Territory Reconnaissance

FEBRUARY

Boston Solo Show
Industrial Sales Seminar - Toronto
Profit 1 - Detroit
Briefing - St. Louis Mission

MARCH

St. Louis Trade Mission
Quarterly Meeting
Briefing - IFT Suppliers Night
Briefing - RBA Convention

**ONTARIO MINISTRY OF AGRICULTURE & FOOD
MONTHLY REPORT**

NAME: THOMAS J. BRUSH
OFFICE: CHICAGO - CENTRAL REGION
DATE: NOVEMBER, 1990

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
Ingredients Program Royal Winter Fair, 11/06/90 Toronto, Ontario	Met w/ Slack Brown Communications on 11/02 Met w/ U.S. Ingredients on 11/05 to discuss speaker possibilities at 02/91 Seminar Audited Show	Establish topics, extend speaker invitation Follow-up through phone, early 12/90 Complete Audit Report	February 1991 February 1991 Week of 12/10/90
Grocery Showcase Canada 11/06/90 Toronto, Ontario	Audited Show	Complete Audit Report	Week of 12/10/90
I.F.T. Regional Suppliers Night 11/07/90, Chicago, IL	Audited Show, met w/ I.F.T. Personnel to obtain booth space for Dallas Show 06/91	Complete Audit Report	Week of 12/10/90
IL Dept. of Agriculture	Audited Seminar	Complete Audit Report	Week of 12/07
Packaging/Label- 11/19/90 Northbrook, IL	Met w/ Lipson Alport Glass & Assoc to learn their services	Stay in contact, forward names to M. Angus	Week of 12/03/90
Marketing/Adv. 11/27/90 Northfield, IL	Met w/ Kurtzman/Slavin/Linda to learn their services	Forward information to pertinent commodity officers	Week of 12/03/90

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
Specialty Foods Trade Mission 291 St. Louis, MO.	Recon hotels 11/27-28 for 291 Mission	Sign contracts, forward information to M. Higa	Week of 12/03/90
FMI Convention 1991 Chicago, IL	Met w/ Dimension Works 11/29/90 to view booth Design Plans	Review of OMAF staff in Toronto	Week of 12/03/90

UPCOMING EVENTS - DECEMBER/JANUARY/FEBRUARY

DECEMBER

Meeting with Loblaws regarding President's Choice
Annual Planning Meeting
National Food Brokers Assoc. Convention & Expo Audit
Briefing - F.M.I.
Territory Reconnaissance Meeting with Putman
Publishing

JANUARY

Western National Livestock Show
Briefing - St. Louis Mission
Briefing - Ingredients Seminar Speakers
Territory Reconnaissance

FEBRUARY

Specialty Foods Trade Mission - St. Louis, MO.
Ingredients Industry Seminar - Toronto

ONTARIO MINISTRY OF AGRICULTURE & FOOD

MONTHLY REPORT

Page 1 of 1

NAME - Thomas J. Brush

OFFICE - Chicago

DATE - October 31, 1990

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION DATE
Quarterly meeting 10/2-4/90 Toronto, Ontario	Completed review of 91- 92 Marketing Plan.	Finalize 1991-92 Marketing Plan for Dec. 91 Meeting	APR 19/1990
World Dairy Expo Madison, WI 10/05/90	Audited Show	Complete Audit Rpt.	10/20/90
FMI Convention May 1991 Chicago, IL	Audited Ambassador West Hotel for sleep- ing rooms.	Signed Agreement	05/91
Food Ingredients Program	Met w/ Slack Brown Comm. on 10/12 to discuss speaker possibilities at 2/91 seminar. Contact N.Y. IFT Region	Second meeting sche- duled 11/2/90 Registration Forms to be mailed 12/90	02/91
Orman New Products Ft. Lauderdale, FL 10/21-24/90	Audited conference	Complete report for OMAF presentation in December	11/16/90
Inter Bev' 90 Chicago, IL 10/29-30/90	Audited convention/seminars	Complete audit report	11/9/90

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Travel Trade Sales</u>							
Co-sponsored with CCG-Dallas and Dan Dipert Tours Canada Travel Presentation; participated at consumer/retail travel agents and group leader travel show	42	24	3				Group leaders travel presentation on Canada for Dan Dipert Tours 42 group leaders in attendance plus staff of Dan Dipert Tours
Key Account communication	32	48	3				Telephone contact with all 32 key accounts to update them on new GST requirements for rebates.
Maintenance Account research		16	2				Additional 64 maintenance acct: files updated
Sales Calls: Fort Wayne, IN, Cincinnati, OH and Louisville, KY. Retail agent travel presentation and reception; set up appointments	8	2	.25				Developed by Air Toronto: Travel presentation attendance 200 guests
Set up Key Account sales appts.		4	.5				

RECEIVED
DEPT. OF TOURS
APR 29 24:25 '91

MONTHLY REPORT:
FOR THE PERIOD ENDING:

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>New Product Development</u> Sales calls PanAnngling Mayflower Tours L & L Travel Croswell Tours AAA Royal Tours Toby Tours Shockey Tours	8	32	4				Ft. Wayne, Cincinnati, Louisville; plus Saturday travel trade presentation
Air Toronto Group Leaders, operator /wholesaler and retail agents promo Maintenance account updates and future tour development	2 64	2 16	.25 2				

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Meetings/Incentives/Conventions</u> Met with Ross Ament to discuss Blue Jays/White Sox reverse market-place for Spring/Summer 1991 for local MC & IT contacts.		2	.25				J. Weggeman

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE :

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Ontario Suppliers Visits</u> Industry Consulting Bruce Pinkerton Holiday Inn Toronto Met with Ontario Suppliers while attending MTCVA marketplaces during Fam tour January 24-28, 1991	1	2	.25				Reviewed key accounts for future sales development Discussed Chicago office territory and focus of responsibilities
	43	4	.5				

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Industry Committees</u> Association of Official Tourist Offices monthly meeting Chicago Women in Travel		2	.25				J. Weggeman: Met with Air Canada, Canadian Airline, CCG- Chicago and Quebec office to discuss Canada travel present- ation on Jan. 29, 1991 to mem- bership which consists of retail agents, operators/wholesalers.
		8	1				

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>other</u> Miscellaneous Completed Monthly activity report Consumer Telephone inquiries Completed report for Ingrid Brand All Canada Fishing Show		4 2 8	.5 .25 1				new coop promotion program for key accounts

MONTHLY REPORT

ACTIVITY: To Increase Travel Trade Sales in Group and Independent Travellers from International Markets to Ontario

International Travel Trade
For Period Ending: Feb/91

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets 	<p>Pending</p>	<p>Developing with Tri-State Tours special tour itinerary to London, Ontario for Illinois Farm Group. 2 motorcoach tours for June, 1991. Working with London and Kitchener C & VB.</p> <p>Developing with Cartan Tour new Toronto FIT auto package will cost share in development of new brochure. Also communicated with IL/IN AAA reference promoting this Drive Program via their 27 retail travel agencies; waiting for AAA approval on this program.</p>	<p>Rezny</p>

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Increase Travel Trade Sales in Group and Independent Travellers from International Markets to Ontario

International Travel Trade
For the Period Ending: _____

OFFICE: _____

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> • To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product • Organization of International Marketplaces for Ontario suppliers to participate in that follow guidelines for participation. Emphasis will be placed on Investment Markets in the U.S. and overseas (eg. world travel market, Rendez-vous Canada, Atelier, California Marketplaces) • Other activities <p><u>New Initiatives</u></p>	<p>Pending</p> <p>Pending</p> <p>Pending</p>	<p>Continued development fo Group Travel Designers, Windsor Toronto Group Leaders Fam Tour for March 14-17, 1991.</p> <p>Continued development and communication with Ontario suppliers for "Curtain Call" fam tour to Stratford/Shaw theatres for April, 1991 group leaders fam tour.</p> <p>Capitol Tours unable to develop group leaders Fam tour in March, 1991 and we will contine to pursue for April or May group leaders fam Windsor African American Heritage Tour.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p><u>New Initiatives</u></p>			

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Develop New Product in Relation to Marketing Plan and Tourism Strategy in Ontario to be Introduced in International Markets

International Travel Trade
For Period Ending: _____

OFFICE: _____

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<u>Ongoing Priorities</u> <ul style="list-style-type: none"> • To encourage Wholesalers and Tour Operators to include new product their packages. • To communicate new product information to the travel trade. • To provide seminars (with partners) to selected elements of the tourism industry. • To engage in cost-sharing and related promotional activities with partners in the development of new/revised products and tours to Ontario. 	<p>Pending</p> <p>Pending</p> <p>Pending</p>	<p>Completed all arrangements and approved cost sharing promotional program with Moccasin Trails for Ontario Indian owned and managed outpost camps and lodges.</p> <p>Completed arrangements and approval of cost share promotional program with PanAngling Travel Service with Reserve A-Resort and Moccasin Trails.</p> <p>Summer or Fall 1991 fam tours with Fancy Free Holidays/Capital Tours/AAA Royal Tours/Moore Fun Tours/Shockey Tours and Crosswell Tours. Further details to follow.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<u>New Initiatives</u>	<p>Pending</p> <p>Pending</p>	<p>Confirmed with Air Canada (Chicago) retail travel agents promotion - expected attendance 60 major Chicago owners and managers.</p> <p>Developing with American Express (Dallas Texas) Summer '91</p>	<p>Rezny</p> <p>Rezny</p>

Comments/Early Warning/Unexpected Activity Pending

Niagara Falls Travel Agents Fam tour.
Developing with Allied Tours and Travel group leaders Ontario
Travel presentation for April

MONTHLY REPORT

ACTIVITY: To Encourage all Forms of Media and Public Relations to Produce Editorial Compatible with MTR Marketing Objectives and Strategy.

International Travel Trade For Period Ending: _____

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<u>Ongoing Priorities</u>			
• Advertising	Pending	Confirmed with Patricia Armstrong, Travel Editor and Diane Johnson, Food Editor, the Chicago Metro News for upcoming Group Travel Designers March group leaders fam.	Rezny
• Public Relations	Pending	Fishing Facts Magazine/Chicago Tribune MOST Program being developed for July, 1991. North Central Ontario, Native Indian owned and managed lodges and outposts.	Rezny
• M.O.S.T.	Completed	Air Canada/Sunset Foods promotion of Stratford Theatre program.	Rezny
	Pending	Confirmed all arrangements to develop with Air Canada Chicago Media Canada Travel Presentation Luncheon 4/5/91	Rezny
	Pending	Direct mail reply card processing for Avid Angling, Ski mailers.	Wegeman
<u>New Initiatives</u>	Pending	Developing Stratford Theater MOST Program with Roy Leon-WGN Radio/AAA Magazine for Summer, 1991 pending date confirmation.	Rezny

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: Corporate Planning/Administration

Travel Trade and Convention Services
For the Period Ending: _____

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> • To provide input into the Branch Marketing and Human Resources Plans • To develop and implement the office operations and Human Resources Plan • To co-ordinate and communicate international marketing/operations plans • To seek potential corporate activities in international offices • To administer international budgets • To produce an office International Monthly Report for Head Office • To provide coordination for Deputy Minister International Relations Task Group & Corporate Activities ie. Premier's/Minister's Missions. 	<p>3/4/91 Completed Completed Completed</p>	<p>Completed Monthly Activity Report Completed 1991/92 Chicago Office Marketing Plan Completed Marketing Plan Presentation for MTR Division Managers Presentation Completed Market overview presentation, presented to Ont. suppliers.</p>	<p>Rezny Rezny Rezny Rezny</p>

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Meetings with Head office</u> MTR Marketing Meetings, plus meeting and presentations with MTR Division Managers and Ont. suppliers.		40	5				

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Marketing Planning</u> Canadian Consulate Offices Chicago Minneapolis Dallas Detroit Air Canada - Chicago	6	6	.75				Continued communications with each respective office in developing summer and fall promotional activities, trade shows, fam tours and market-places.

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTRACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Travel Trade Sales</u> Participated at Dallas CCG, Travel Trade Marketplaces as Exhibitor and Speaker. 2/18/91 to 2/22/91 • San Antonio • Dallas • Austin • Houston Developing with Allied Tour and Travel Kansas City Retail Travel Agents Ont. Travel presentation.	400	40	5		91 MAR 29 14:21		A total of 22 Canadian suppliers participated at each marketplace which had an average of 110 travel agents in attendance. Full report to follow. Developing on cost share basis with CCG Chicago group leaders presentation.
		2	.25				

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<p><u>New Product Development</u></p> <p>Continued communications with the following operators in developing new tour product and group leaders fam tours</p> <ul style="list-style-type: none"> • AAA/Royal Tours • Crosswell Tours • Shockey Tours • Fancy Free Holidays • Moore Fun Tours • Allied Tour and Travel 	5	20	2.5				<p>Developing new tour destinations for Fall '91 and '92 tour season.</p>

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Meetings/Incentives/Conventions</u> Participated at MTCVA annual Chicago luncheon presentation	30	4	.50				

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Industry Committees</u> Association of Official Tourist Offices monthly meeting		2	.25			Rec DEPT OF ORIGINAL DIVISION '91 MAR 29 P4:23	

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Other</u> Miscellaneous • Completed monthly activity report • Completed 1991/92 MTR Marketing plan • Completed marketing plan presentation for MTR Division Managers • Completed Market overview for ONT. suppliers presentation • Follow up on consumer and retail agents telephone information requests • Follow up correspondance to operators							
		4	.5				
		16	2				
		2	.25				
		2	.25				
		8	1				
		16	2				

MONTHLY REPORT

ACTIVITY: To Increase Travel Trade Sales in Group and Independent Travellers from International Markets to Ontario

International Travel Trade
For Period Ending: OCT/90

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets 	<p>Completed</p> <p>Ongoing</p> <p>Pending</p> <p>Pending</p> <p>Pending</p> <p>Pending</p>	<p>Artistic Tours new cost-share advertising & promotion that was sent to all 12 Travel Associations-to be presented at NTA for consideration.</p> <p>Continued to monitor key and secondary accounts via personal sales calls and telephone regarding 1990 departures and new 1991 tour development. Communicated with 18 accounts.</p> <p>AAA/IL/IN television advertising promotion confirmed all partners for cost-share, pending cost share application from UTL Tours, Toronto.</p> <p>Developing with Moccasin Trails, Ltd. (wholesaler) cost-share in printing of new 1991 travel brochures on behalf of Ontario Native Indian owned and managed outposts.</p> <p>Established communications with Mira Friedlander, Toronto Arts Speciality, in an effort to develop with U.S. operators future Toronto Tours.</p> <p>Developing with Mike Jackson, "Mike Jackson Outdoors", Radio Outdoor show and Fishing Editor Beacon Newspapers Wilderness fishing packages to be promoted via his radio show, direct mail and newspaper articles.</p> <p>Developing with Mayflower Tours new 1991 Theater tour stratford/Shaw for 5 departures-must complete cost-share application.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p>

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Increase Travel Trade Sales in Group and Independent Travellers from International Markets to Ontario

International Travel Trade
For the Period Ending: _____

OFFICE: _____

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> • To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product • Organization of International Marketplaces for Ontario suppliers to participate in that follow guidelines for participation. Emphasis will be placed on Investment Markets in the U.S. and overseas (eg. world travel market, Rendez-vous Canada, Atelier, California Marketplaces) • Other activities 	<p>10-21-90</p> <p>Pending</p> <p>Pending</p> <p>Pending</p>	<p>Complete AAA/IL/IN motorcoach division group leaders fam tour: London/Tor/N. Falls/Windsor w/36 group leaders. All arrangements and tour were perfect. Escort Rezny</p> <p>Continued to develop with Group Travel Designers, March, 1991, Kent/Windsor/Tor group leaders fam tour-to date 18 pax</p> <p>All arrangements confirmed with King Ranch for Air Canada Neiman Marcus retail travel agents fam tour. J. Weggeman escort.</p> <p>Continued communications with MTCVA re: Spring 1991 J&D Expo Travel Shows.</p> <p>Continued communications Mayflower Tours-2 group leaders Spring 1991 Toronts/Sault Ste. Marie fam tours</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny/Weggeman</p> <p>Rezny</p>
<p><u>New Initiatives</u></p>			

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Develop New Product in Relation to Marketing Plan and Tourism Strategy in Ontario to be Introduced in International Markets

International Travel Trade
For Period Ending: _____

OFFICE: _____

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> To encourage Wholesalers and Tour Operators to include new product their packages. To communicate new product information to the travel trade. To provide seminars (with partners) to selected elements of the tourism industry. To engage in cost-sharing and related promotional activities with partners in the development of new/revised products and tours to Ontario. 	<p>10-31-90 10-3-90 Pending 11-1-90</p>	<p>AAA IL/IN all supplier information completed regarding proposed Royal Canadian Rail Tour. All arrangements completed to cost-share printing and postage for Golden Frontier 1991 Ontario religious tours Artistic tours pending decision on new tour development to SWOTA/Thunder Bay for 1991 Peoria Charter Tours, Group Leaders dinner, new 1991 Tour Canada Presentation -42 guests in attendance. New custom designed tours to be developed as the result of promotion Van Galder Tours group leaders presentation cancelled due to lack of guest attendance Completed communications with Hobson Travel in presenting St. Lawrence cruise for new tour in 1991. New promotional program, Mike Jackson Outdoors/working with Moccasin Trails</p>	<p>Rezny Rezny Rezny Rezny Rezny Rezny/Weggeman Rezny</p>
<p><u>New Initiatives</u></p>	<p>Pending Pending</p>	<p>Mayflower Tours: New Stratford/N-O-L tours for 1991 Presley Tours: group leaders presentations (2) for Nov. 28-29</p>	<p>Rezny Rezny</p>

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Encourage all Forms of Media and Public Relations to Produce Editorial Compatible with MTR Marketing Objectives and Strategy.

International Travel Trade
For Period Ending: _____

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<u>Ongoing Priorities</u>			
• Advertising	Pending	Was informed at Marketing Meeting that proposed advertising promotional program with Fishing Facts Magazine has been approved and further communications will continue in developing this program.	Rezny
• Public Relations	Pending	All cost-sharing partners confirmed regarding AAA/IL/IN TV advertising/promotional program	Rezny
• M.O.S.T.	Completed 10-15-90	MOST program completed Niagara Wine Region Tour by Bob Bradford, Editor Wine & Spirits Magazine—all arrangements were excellent.	Rezny
<u>New Initiatives</u>	Pending	MOST Mike Jackson/Mike Jackson Outdoors to package fishing destinations(Group/FTT) to visit lodges Spring 1991	Rezny

Comments/Early Warning/Unexpected Activity

Travel Trade and Convention Services
For the Period Ending: _____

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> • To provide input into the Branch Marketing and Human Resources Plans • To develop and implement the office operations and Human Resources Plan • To co-ordinate and communicate international marketing/operations plans • To seek potential corporate activities in international offices • To administer international budgets • To produce an office International Monthly Report for Head Office • To provide coordination for Deputy Minister International Relations Task Group & Corporate Activities ie. Premier's/Minister's Missions. 	<p>11/5/90</p>	<p>Completed Oct. 1990 Monthly Activity Report</p>	<p>Rezny</p>

Comments/Early Warning/Unexpected Activity

RECEIVED
DEPT OF JUSTICE
APR 29 1991

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Marketing Planning</u>							
Canadian Consulate Offices	2	2	.25		4	.5	Continued communications with each respective office to develop Winter 90/Spring 91 sales and promotional activities; trade shows, group leaders presentations, marketplaces and fam tours
Chicago Minneapolis Dallas Cincinnati	3	4	.5		8	1	
Air Canada Chicago	3	2	.25		6	.75	
Toronto MTR supplier Marketing Mtg.	10	20	2.5		20	2.5	MTR marketing presentation to 450 plus Ontario suppliers

MONTHLY REPORT:
FOR THE PERIOD ENDING:

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Travel Trade Sales</u>							
AAA IL/IN Group Leaders Fam Tour London/Tor/N.Falls/Windsor	36	68	5				Escorted Toronto/N.Falls Group Leaders Fam Tour
Personal Sales Calls	2	4	.5				
Mayflower Tours							
Munsen's Discovery Tour	1	2	.25				
Peoria Charter Tours	3	8	1				
(Group Leaders Dinner Present.)							
Pleasure Break Tours	1	2	.25				
Key and Maintenance Account Telephone Research/Sales Development and follow up written report	16	12	1.5				

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>New Product Development</u> Mayflower Tours Artistic Tours Mike Jackson Outdoors AAA IL/IN Peoria Charter Tours SEE TRAVEL TRADE SALES PAGE					RECEIVED APR 29 4 23 PM '91 NATIONAL TRAVEL TRADE SALES OFFICE		SEE "ONGOING PRIORITIES" PAGE

MONTHLY REPORT:
FOR THE PERIOD ENDING:

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Meetings/Incentives/Conventions</u> Participated at Canada Night with CCC-Chicago, Quebec, Alberta, and other suppliers October 10 - IT&ME	2	6	.75		14	1.75	Rezny/Weggeman

MONTHLY REPORT:
FOR THE PERIOD ENDING:

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
Other							
Miscellaneous							
Monthly Activity Report		4	.5				
Consumer Telephone Inquiries		4	.5				
Paperwork regarding account corresp. P.R. requests/sales reports/ Office construction and move to new location in office		16	2				
		16	2				

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.				YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS		
<u>Meetings/Incentives/Conventions</u> No Activity								

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Ontario Suppliers Visits</u> Industry Consulting Delta Chelsea Hotel - Toronto	3	2	.25				

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Industry Committees</u> Association of Official Tourist Offices Chicago Women in Travel	2	4	.5				Monthly luncheon meeting and dev. of December 1990 Travel Trade Reception. Monthly meeting and planning for Jan. 29 Canada night.
	4	4	.5				

MONTHLY REPORT:
FOR THE PERIOD ENDING:

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.				YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS		
<u>Other</u>								
Miscellaneous								
Monthly Activity Report		4	.5					
Consumer Telephone Inquiries		4	.5					
Paperwork regarding account corresp. P.R. requests/sales reports/		16	2					
Office construction and move to new location in office		16	2					
Developing Fam Tour itinerary		8	1					

MONTHLY REPORT

ACTIVITY: To Increase Travel Trade Sales in Group and Independent Travellers from International Markets to Ontario

International Travel Trade
For Period Ending: December _____

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets 	<p>Ongoing</p> <p>Pending</p> <p>Pending</p> <p>Completed</p>	<p>Working with part-time employee, communicated with a total of 107 maintenance accounts to verify if account is still in business, number of tours to Ontario in 1990, and if tours are planned for 1991. New employee contacts were added to file. An additional 37 accounts were determined to be out of business or travel agencies not qualifying to be a maintenance account. Communicated via personal sales calls and telephone with 16 additional Key Accounts in completing 1990 actual tour statistics and 1991 forecasts. AAA IL/IN television advertising promotion program - developing with Viekers and Benson Advertising Film - AAA and Toronto Theare Tours developing FIT Packages. Personal meeting Moccasin Trails (wholesaler) and Pan Angling Travel Service (Retail Agent) which agreed to promote Ontario fishing programs. Toronto Arts Specialty Tours completing FIT program with AAA IN/IN Travel Agency.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p>

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Increase Travel Trade Sales in Group and Independent Travellers from International Markets to Ontario

International Travel Trade
For the Period Ending: December

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> • To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product • Organization of International Marketplaces for Ontario suppliers to participate in that follow guidelines for participation. Emphasis will be placed on Investment Markets in the U.S. and overseas (eg. world travel market, Rendez-vous Canada, Atelier, California Marketplaces) • Other activities 	<p>Pending Completed Pending Pending Pending</p>	<p>Completed all itinerary arrangements with Toronto hotels/Windsor C&B on behalf of Group Travel Designers, March 91 group leaders FAM Tour. All communications completed with Toronto C&VB re:spring J&D Expo Travel Shows; Chicago/Milwaukee. Met with Mayflower Tours and agreed to conduct Spring 1991 Ontario Groupleaders FAM Tour. Destinations to be determined. Additional arrangements completed with Air Canada/IVI travel for additional 10 travel agents to participate from Cleveland office on 1/18/91 Toronto FAM TOUR. Completed with Group Travel Designers an itinerary for Toronto/Windsor and forwarded to OMTTR for approval Working with Air Canada and MTCVA for January 24-27, 1991 Toronto/N.Falls Fam tour to recruit interested wholesalers and group travel agents to go on fam.</p>	<p>Rezny Rezny Rezny Rezny Rezny/Weggeman</p>
<p><u>New Initiatives</u></p>			

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Develop New Product in Relation to Marketing Plan and Tourism Strategy in Ontario to be Introduced in International Markets

International Travel Trade
For Period Ending: December _____

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> • To encourage Wholesalers and Tour Operators to include new product their packages. • To communicate new product information to the travel trade. • To provide seminars (with partners) to selected elements of the tourism industry. • To engage in cost-sharing and related promotional activities with partners in the development of new/revisted products and tours to Ontario. 	<p>Completed</p> <p>Completed</p> <p>Pending</p> <p>Pending</p> <p>Pending</p>	<p>Production and mailing distribution of King Ranch Promotional newsletter (see copy attached) with Odyssey Travel and Air Canada. Pending second mailing utilizing Ontario tour shell for travel agents pending rates from King Ranch. Key Account Artistic Tours was taken over (hostile takeover) by Wisconsin Motorcoach which resulted in the cancellation of a new proposed tour program to SWOTA and Thunder Bay. The new management will not develop or publish group tours in 1991.</p> <p>Met with Managers of Moccasin Trails and Panangling Travel which has agreed to promote Ontario Native Indian owned and managed lodges and outposts for 1991. Also discussed cost sharing with each in promoting programs with brochure and direct mail pieces.</p> <p>Met with Mayflower Tours, completed cost share application regarding new tours and sent to OMTA for approval. Capitol Tours, developing new Ontario tour product, working with Windsor C & VB on African-American Heritage Tour. Forwarded cost share application.</p> <p>Fancy Free Tours discussed in detail our cost share program and agreed with development of new tours to support group leaders presentations and Fall 1991 fam tour.</p> <p>AAA IL/IN new Toronto tour for 1991 tour season.</p>	<p>Weggeman</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p><u>New Initiatives</u></p>	<p>Pending</p>		<p>Rezny</p>

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Encourage all Forms of Media and Public Relations to Produce Editorial Compatible with MTR Marketing Objectives and Strategy.

International Travel Trade
For Period Ending: December

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> • Advertising • Public Relations • M.O.S.T. 	<p>Pending Pending Pending 12-3-90 12-9-90 Pending</p>	<p>See Ongoing Priorities section AAA IL/IN T.V. ad program</p> <p>Fishing Facts Magazine, as the result of Ontario advt. discussing with Spence Petros, Editor, future Ontario fishing locations. Discussed the possibility of celebrity guest Mark Bortz, Chicago Bears and John Husar, Outdoor Writer, Chicago Tribune for potential July 1991 date. Communicated with John Spehr, Outdoor Editor, Chicago Sun Times and discussed future Ontario MOST visit. Stated he would be pleased to once again visit with us.</p> <p>Article on King Ranch featured in Travel directory for one week on Prodigy online system in Al Borcover's column</p> <p>Air Canada/Odyssey Travel Service packages to King Ranch article appeared in Chicago Tribune Travel Section (Sun.) Lucia Mauro, Asst. Editor, TravelAge MidAmerica, will be visiting the King Ranch and Toronto in February or March.</p>	<p>Rezny Rezny Rezny Weggeman Weggeman Weggeman</p>
<p><u>New Initiatives</u></p>			

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT:
FOR THE PERIOD ENDING; December

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Marketing Planning</u> Canadian Consulate Offices Chicago Minneapolis Dallas Air Canada Chicago Marketing Meeting pre ABA annual convention	6	4	.5				Developing winter and spring 1991 promotional activities; trades shows, group leaders presentations, fam tours, and marketplaces Continued communications re: King Ranch program and IVI fam Met with John Cole/Harry French reviewing convention accounts.
	2	2	.25				

MONTHLY REPORT:
FOR THE PERIOD ENDING; December

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>U.S. Advertising</u> AAA IL/IN marketing and promotional Meeting to review 1991 winter advt. program	4	4	.5				

MONTHLY REPORT:
FOR THE PERIOD ENDING: December

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Publications</u> - design - production - newsletter Key Account Direct Mailing	3	4	.5				Direct mailing to key accounts featuring Toronto Blue Jay 1991 schedule and ticket info. Note: Received 3 inquiries for further information in developing series of tours.

MONTHLY REPORT:
FOR THE PERIOD ENDING: December

OFFICE :

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Travel Trade Sales</u>							
Participated at Annual ABA convention Dec. 2-4, 1990	28	24	3				
Key account research and sales development and record updates (Actual departures and 1991 forecasts)	12	24	3				
Maintenance account research and file updates	144*	40	5				
Supplier and account contacts in developing Group Travel Designers and IVI/Air Canada Toronto Fam Tours	8	8	1				
King Ranch Direct Mail piece with Odyssey Travel Service/Air Canada	7	8	1				

*Note: Additional time devoted to training part-time employee in telephone account research and follow-up reporting forms. A total of 144 maintenance account have been up-dated.

MONTHLY REPORT:
FOR THE PERIOD ENDING: December

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>New Product Development</u> Personal Sales Calls • Panangling Travel • AAA IL/IN • Mayflower Tours • Fancy Free Tours	8	16	2				

MONTHLY REPORT:
FOR THE PERIOD ENDING; December

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Meetings/Incentives/Conventions</u> No Activity							RECEIVED SEP 29 09 00 AM '91 FEDERAL BUREAU OF INVESTIGATION RECEIVED
							'91 APR 29 P 4:23 FEDERAL BUREAU OF INVESTIGATION RECEIVED

MONTHLY REPORT:
FOR THE PERIOD ENDING: December

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Ontario Suppliers Visits</u> Industry Consulting Jim Kayfes, Manager Moccasin Trails, Ltd.		4	.5				Meeting with Jim Chapralis, Pres Panangling Travel Service and staffs developing promotional programs.

MONTHLY REPORT:
FOR THE PERIOD ENDING: December

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Industry Committees</u> Association of Official Tourist Offices annual travel trade/media Product Development Reception Chicago Women in Travel	22 5	4 4	.5 .5				Contact made with Travel Editor of Chicago Metro News - Chicago's largest black weekly - to be a guest on the Group Travel Designers March 1991 Windsor/YYZ fam. Meeting with Canadian Suppliers to discuss program for Jan. meeting "Canada Night".

MONTHLY REPORT:
FOR THE PERIOD ENDING; December

OFFICE :

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Other</u> Miscellaneous Monthly activity report Consumer telephone inquiries		4 4	.5 .5				

MONTHLY REPORT:
FOR THE PERIOD ENDING; December

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Marketing Planning</u> Canadian Consulate Offices Chicago Minneapolis Dallas	4	4	.5				CCG supplier presentation for Adventure Show Developing winter and spring 1991 promotional activities; trades shows, group leaders presentations, fam tours, and marketplaces Continued communications re: King Ranch program and IVI fam and CWIT promotion. Confirmed Louisville group leaders/retail agents/motor-coach operator presentation and reception
Air Canada Chicago	4	4	.5				
Air Toronto	3	4	.5				

MONTHLY REPORT

ACTIVITY: To Develop New Product in Relation to Marketing Plan and Tourism Strategy in Ontario to be Introduced in International Markets

International Travel Trade
For Period Ending: Nov/90

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> To encourage Wholesalers and Tour Operators to include new product their packages. To communicate new product information to the travel trade. To provide seminars (with partners) to selected elements of the tourism industry. To engage in cost-sharing and related promotional activities with partners in the development of new/revised products and tours to Ontario. 	<p>Pending Pending Pending</p>	<p>Pleasure Break: King Ranch Promotion program Making arrangements with CCG-Cinn to participate at Nov. 15, 1990 Louisville Travel Trade Completed United Airlines Toronto Retail Travel Agents Fam tour-20 Agents</p>	<p>Rezny Rezny Fam</p>
<p><u>New Initiatives</u></p>			

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Increase Travel Trade Sales in Group and Independent Travellers from International Markets to Ontario

International Travel Trade
For Period Ending: _____

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets 	<p>Ongoing</p> <p>Pending</p> <p>Pending</p>	<p>Continued to monitor key and secondary accounts via personal sales calls and telephone regarding 1990 departures and new 1991 tour development. Communicated with 22 accounts. Note; confirming 1990 tours, however majority of accounts have not published 1991 tour catalog yet for forecasting 1991 tours.</p> <p>AAA/IL/IN television advertising promotion program on hold as the result of UTL Tours decision not to publish a package "Toronto Alive" brochure due to the hotel price cutting by Toronto hoteliers and UTL's prices not being as competitive. Discussing this problem with AAA and we are trying to develop packages through AAA.</p> <p>Developing with Moccasin Trails(Wholesaler) and PanAngling Travel Service (Retail Agent) exclusive fishing programs. Still pending cost-share application from Moccasin Trails.</p> <p>Toronto Arts Specialty Tours, pending presentation to AAA IL/IN for FIT sales through 27 Retail Agencies</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p>

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Increase Travel Trade Sales in Group and Independent Travellers from International Markets to Ontario

International Travel Trade
For the Period Ending: _____

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> • To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product • Organization of International Marketplaces for Ontario suppliers to participate in that follow guidelines for participation. Emphasis will be placed on Investment Markets in the U.S. and overseas (eg. world travel market, Rendez-vous Canada, Atelier, California Marketplaces) • Other activities 	<p>Pending</p> <p>Completed</p> <p>Pending</p> <p>Pending</p>	<p>Continued to develop with Group Travel Designers March '91 Windsor/Toronto Fam Tour 36 Group Leaders have confirmed and a complete itinerary is being developed.</p> <p>Air Canada/King Ranch, Neiman Marcus retail travel agents Fam Tour. 17 guests participated from Neiman Marcus and all arrangements were very successful. Jennifer Wegeman, Escort. In store promotions cost sharing with Air Canada/Neiman to be determined.</p> <p>Continued communications with MTCVA re: Spring 1991 J & D Expo Travel Shows; Chicago/Milwaukee.</p> <p>Continued to meet with Mayflower Tours in developing new theatre tours (Stratford/Shaw) and cost-sharing in promoting same. Also discussing two group leader fam tours to Toronto & Sault Ste. Marie. No firm commitments made as to date.</p>	<p>Rezny</p> <p>Wegeman/Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p><u>New Initiatives</u></p>	<p>Pending</p>	<p>Developing with Air Canada Chicago IVI Travel Agency Toronto Fam tour for Jan 18-20, 1991. Ten key personnel to be extended invitations.</p>	<p>Rezny</p>

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Develop New Product in Relation to Marketing Plan and Tourism Strategy in Ontario to be Introduced in International Markets

International Travel Trade
For Period Ending: _____

OFFICE: _____

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> To encourage Wholesalers and Tour Operators to include new product their packages. To communicate new product information to the travel trade. To provide seminars (with partners) to selected elements of the tourism industry. To engage in cost-sharing and related promotional activities with partners in the development of new/revised products and tours to Ontario. 	<p>Pending</p> <p>Pending</p> <p>11/15/90</p> <p>Completed</p> <p>Pending</p> <p>Cancelled</p>	<p>Developing with Odyssey Travel Service production of newsletter to promote King Ranch with Air Canada.</p> <p>Artistic Tours pending decision on new tour development with SWOTA/Thunder Bay for 1991. Proposed new tours have been submitted by Artistic Tours and waiting on responses from each Ontario Travel Association.</p> <p>Developing with Moccasin Trails/PanAngling Travel Service exclusive sales of Ontario Native Indian owned and managed lodges for 1991 season.</p> <p>Participated with CCG Tourism, Cincinnati. Air Toronto in retail travel agents marketplace in Louisville, KY</p> <p>63 retail agents attended marketplace/reception dinner</p> <p>All communications completed with Moccasin Trails/Mike Jackson Outdoors regarding new FIT fishing packages. Note: Moccasin Trails to develop same program with Pan Angling on exclusive basis and not work with Mike Jackson outdoors in 1991, will develop program in 1992.</p> <p>Continued to meet with Mayflower Tours in developing new Stratford/Shaw Theatre tours for 1991 season.</p> <p>Presley Tours staff resigned and no one to organize travel presentations.</p>	<p>Wegeman</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p><u>New Initiatives</u></p>		<p>Arrangements being developed with CCG Tourism Dallas to participate with Dan Dipert Tours in developing a group leaders Canadian Tours presentation and participation at annual Trade Show.</p>	<p>Rezny</p>

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT

ACTIVITY: To Encourage all Forms of Media and Public Relations to Produce Editorial Compatible with MTR Marketing Objectives and Strategy.

International Travel Trade
For Period Ending: _____

OFFICE: _____

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<u>Ongoing Priorities</u> <ul style="list-style-type: none"> • Advertising • Public Relations • M.O.S.T. 	<p align="center">Pending</p> <p align="center">Pending</p> <p align="center">Pending</p>	<p>Fishing Facts Magazine Advertising and Promotion Program Discussing with Spence Petros future locations in ON that he would visit to do feature stories.</p> <p>AAA IL/IN television advertising promotion on hold as the result of UTL Tours decision not to publish brochure "Toronto Alive" presently discussing with AAA possible FIT packages.</p> <p>Discussing with Al Borcover, Travel Editor, Chicago Tribune Travel section, King Ranch Health and Fitness Spa and he will be doing a feature story on PRODIGY, an online computer network reaching 500,000 subscribers.</p>	<p align="center">Rezny</p> <p align="center">Rezny</p> <p align="center">Weggeman</p>
<u>New Initiatives</u>	<p align="center">Pending</p>	<p>Working with Lucia Mauro, Asst. Editor, TravelAge Mid America regarding King Ranch feature in travel agent publication.</p>	<p align="center">Weggeman</p>

Comments/Early Warning/Unexpected Activity



Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

Telephone
214/386-8071
Fax: 214/991-5189

14901 Quorum Drive
Suite 485
Dallas, Texas 75240

DATE: March 31, 1991

TO: Walter Long
Senior Representative
New York Office

FROM: Peter McDonald
Senior Representative
Dallas Office

RE: SEMI-ANNUAL JUSTICE DEPARTMENT REPORT
OCTOBER 1, 1990 - MARCH 31, 1991

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

Peter McDonald
Senior Representative

Attachment

91 APR 29 P 4:22

RECEIVED
DEPT. OF JUSTICE
COMMUNICATIONS SECTION

DALLAS OFFICE ACTIVITIES

October 1, 1990 - March 31, 1991

Major Activities - October 1990

Total Sales - \$606,200
Agents Appointed - 7
Companies Assisted - 53

Highlights:

We participated in APTA (Urban Transportation Show), which was held in Houston, Texas. There were 29 Ontario manufacturers who exhibited in this show. The potential in sales is over millions, with Houston, Dallas, Oklahoma City & San Antonio reviewing requirements on long term projects. The Ontario manufacturers were very pleased with this show.

Dallas office did a mailing to over 1,500 business in the Southwest area. We sent them the Ontario Report and introduced our office to them. The results were very positive and three good business contacts were made which will result in one retention project and two sales.

The Dallas office assisted Ontario manufacturers in exhibiting at the Instrumentation Society Association Show (ISA) held in New Orleans, Louisiana.

Peter McDonald spoke at the Texas Association of Business's Annual meeting which was held in Dallas.

The Dallas office held a business opportunity mission in Houston, Texas. Jerry Conner and Melinda Sumurdy meet with Houston area manufacturers who were interested in Joint Venture and/or Licensing Agreements with Ontario. Only half of the Houston area manufacturers were invited since it is such a huge area to cover. Our office will hit Houston again to cover the rest.

Major Activities - November 1990

Total Sales - \$50,000
Agents Appointed - 1
Companies Assisted - 34

DALLAS OFFICE ACTIVITIES

October 1, 1990 - March 31, 1991

Page 2

Major Activities - November 1990 - (Cont'd.)**Highlights:**

There was an Aerospace/Defense Mission held in the Houston area. Ontario suppliers of Aerospace/Defense products were invited to visit with several companies in the Houston area that deal with Aerospace/Defense industry.

A business opportunity mission was held in New Orleans, Louisiana. Jerry Conner and Peter McDonald meet with New Orleans manufacturers who showed interest in Joint Ventures and/or Licensing Agreements with Ontario.

In conjunction with the Canadian Consulate General, we held our first teleconferencing program in Houston, Texas. The teleconferencing call was held between eight Ontario manufacturers of Bio Technology and appropriate Houston based Bio Technology firms. This will result in 4 or 5 Joint Ventures. This proved to be very successful.

Staffed an information booth with the Canadian Federal Government at the International Workboat Show held in New Orleans, Louisiana. We distributed literature for several Ontario manufacturers.

Major Activities - December 1990

Total Sales - \$450,000
Agents Appointed - 1
Companies Assisted - 13

Highlights:

Jerry Conner and Peter McDonald went to Wichita, Kansas to hold a business opportunity mission. They meet with Wichita manufacturers who are interested in dealing with Ontario manufacturers in Joint Ventures and/or Licensing Agreements.

DALLAS OFFICE ACTIVITIES
October 1, 1990 - March 31, 1991
Page 3

Major Activities - January 1991

Total Sales - 0
Agents Appointed - 0
Companies Assisted - 44

Highlights :

A consultant spent three days with the Dallas office bring us up-to-date on the Superconducting Super Collider project. The information will be passed along to Ontario manufacturers who are interested in bidding.

The end of January the Dallas office was the host for the Senior Representative Quarterly Meeting.

Major Activities - February 1991

Total Sales - \$1,487,348
Agents Appointed - 7
Companies Assisted - 23

Highlights:

An Aerospace/Defense mission was held in the North Texas area. Nine Ontario manufacturers who participated had the opportunity to meet with top North Texas Aerospace/Defense manufacturers. The mission proved to be very successful.

We participated in the Government Technology Conference (GTC) held in Austin, Texas. The conference was about technology transfer. Jerry Conner & Melinda Sumurdy spoke with people & hand out literature on Ontario companies interested in doing technology transfer in the Southwest.

The Dallas office hit the Houston area with another business opportunity mission. This covered all the other companies that were not contacted in the early business opportunity mission. Jerry Conner and Peter McDonald meet with Houston area manufacturers who are interested in Joint Ventures and/or Licensing Agreements with Ontario manufacturers.

DALLAS OFFICE ACTIVITIES

October 1, 1990 - March 31, 1991

Page 4

Major Activities - March 1991

Total Sales - \$26,631,400

Agents Appointed - 2

Companies Assisted - 6

**1 Licensing Agreement - Groco Specialty Coatings Co.
Dallas, Texas**

Highlights:

Dallas office held a business opportunity mission in Oklahoma City, Oklahoma. Ron Burks from the Ministry of Agriculture & Food in the Dallas office came along with Peter McDonald & Jerry Conner to meet with Oklahoma City area manufacturers. Ron picked up some good leads at this mission. We talked with Oklahoma City manufacturers interested in doing business with Ontario.

The Dallas office held a business opportunity mission in Austin, Texas. Jerry Conner and Peter McDonald met with Austin manufacturers interested in doing business in Ontario.



Government of Ontario Canada

Ministry of Industry, Trade and Technology

700 South Flower Street, Suite 1420
Los Angeles, California
U.S.A. 90017
(213) 622-4302
FAX (213) 623-4695

March 25, 1991

[Handwritten signature]

Memorandum To: Walter Long
Senior Representative
MITT - New York

From: Ray McCague
Senior Representative
MITT - Los Angeles

Subject: SEMI ANNUAL JUSTICE REPORT
OCTOBER 1, 1991 - MARCH 25, 1991

GOVERNMENT OF ONTARIO
MAR 28 1991
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STAFF CHANGES

LOS ANGELES

One change during this period:

Mae Gnan Wong absent on Maternity Leave Jan 25 - April 30
replaced temporarily by Carolyn McLuskie.

Catherine Chapman resigned from her position on March 15, 1991.

Unchanged Office Staff

- Julia Bass
- Ray McCague
- Floyd Simpkins
- Robin Jepsen
- Gurpal Khaira
- Gary Cooke
- Maria Montano
- Jacquelyn Light
- Holly Gauthier
- Wendy Ruiz

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JUSTICE REPORT

MINISTRY OF INDUSTRY, TRADE & TECHNOLOGY

OCTOBER 1990

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

CSS Laboratories Inc.	Irvine, CA
Carl's Jr. International	Anaheim, CA
Software Solutions	Fresno, CA
Apple Computers	Cupertino, CA
Southern Calif. Air Quality District	Los Angeles, CA
Kaiser Aluminum	Oakland, CA
Advanced Logic Research	Irvine, CA
American Business Ventures	Long Beach, CA
Universal Cellular	Anaheim, CA

The following agents were appointed to sell Ontario manufactured goods.

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

Building Industry Show	Los Angeles, CA
SAE Aerotech	Long Beach, CA
SEMA	Las Vegas, CA
EIA Defence Forecast	San Diego, CA
TCA	San Diego, CA

NOVEMBER 1990

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

APM Industries	Irvine, CA
Origin Medsystems	San Mateo, CA
Panel Components Corporation	Santa Rosa, CA
Fleetwood Enterprises	Riverside, CA
Tekelec TA	Calabasas, CA
Amtec Communications	San Bernardino, CA

Vision Sports
Bechtel Inc.
Advanced Compression technology, Inc.

Santa Ana, CA
San Francisco, CA
Westlake Village, CA

The following agents were appointed to sell Ontario manufactured goods.

Aerospec Associates
Darco
Stuart Fullerton & Associates

Woodland Hills, CA
Burbank, CA
Walnut Creek, CA

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

Wescon '90

Anaheim, CA

DECEMBER 1990

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

Panel Components
VDH Engineering
Exar Corporation
Thompson Pipe & Steel Co.
Diodes Incorporated

Santa Rosa, CA
Northridge, CA
San Jose, CA
Denver, CO
Chatsworth, CA

The following agents were appointed to sell Ontario manufactured goods.

Sy & Nancy Brenner
(appointed to 7 Ontario principals)

Los Angeles, CA

JANUARY 1991

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

Oracle Software	Redwood City, CA
Zicom	Vista, CA
Brandella Corporation	Long Beach, CA
Quick Reaction	Gilroy, CA

The following were appointed to sell Ontario manufactured goods:

Shachat	Los Angeles, CA
Velco Engineering	Canoga Park, CA

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

Composites in Manufacturing	Anaheim, CA
Consumer Electronics Show	Las Vegas, NV
AFCEA West	San Diego, CA
Heli Expo '91	Anaheim, CA
ATE	Anaheim, CA
Medical Design Conference	Anaheim, CA
Electric West	Anaheim, CA

FEBRUARY 1991

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

Miss Elliette Inc.	Los Angeles, CA
Loral Instrumentation	San Diego, CA
IEE	Agoura, CA

The following agents were appointed to sell Ontario manufactured goods.

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

PAS
LA Jewellery Show

Anaheim, CA
Los Angeles, CA

MARCH 1991

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

Iotron Inc.
Covercraft Industries
First Interstate Bank
RIMtech
Kingston Pacific Corporation
Calstar Associates
CMS Enhancements
Price Waterhouse

Newport Beach, CA
Vista, CA
Los Angeles, CA
Pasadena, CA
Newport Beach, CA
Irvine, CA
Irvine, CA
Los Angeles, CA

The following agents were appointed to sell Ontario manufactured goods.

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

WESTEC '91

Los Angeles, CA

OMTR DEPARTMENT OF JUSTICE

OCTOBER 1990 - MARCH 1991

OCTOBER 1990:

- Gray Line tours of Seattle utilized 30,000 87A-420 tour shells for Toronto city package brochure for distribution to client base in CA, WA, OR, ID
- Shape Magazine visited Toronto under M.O.S.T. program - King Ranch to feature in June 1991 edition
- Ontario Tourism participated with booth space in the Travel Marketplaces as follows:

Portland	619	attendees
Vancouver	632	"
Seattle	899	"
Denver	1,197	"
Salt Lake City	299	"
- Talbot Tours, San Jose took 30 group leaders to Toronto to feature in tour product. The Ministry participated financially

NOVEMBER:

- Great Western Travel, Pasadena took 15 group leaders to Toronto, Kingston and Ottawa. New tour developed for 1991 with 3 nts Toronto, 2 nts Ottawa. The Ministry participated financially
- Ontario Tourism in conjunction with Thai Airways, Seattle held a promotion to 320 travel trade in Seattle. Niagara's Imax film was used and literature distributed to those in attendance.
- The Manager was a registered delegate at NTA in Montreal for appointments with 42 tour operators

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NOVEMBER (continued)

- 5,000 87A-420 tour shells shipped to Skyline Tours/Evergreen, Bellevue, WA for new tour product.
- Ontario Tourism participated in The Travel Marketplace in San Diego November 26: Attendees: 955 travel trade

DECEMBER:

- Ontario Tourism seminar/presentation to Air Canada, L.A. sales staff and key industry personnel

JANUARY 1991:

- Ontario Tourism organized 6 marketplaces in No. & So. California for a total of 592 travel industry personnel in conjunction with Quebec Tourism January 14-17:
- Ontario Tourism participated with booth space in a Resorts Promotion to MC&IT and travel agents in L.A. on January 24: Attendees: 125

FEBRUARY:

- Ontario Tourism literature was used as a sales aid at a Bridal Fair in Bellevue, WA February 1 & 2 in conjunction with Thai Airways, Seattle
- Ontario Tourism organized a Japanese tour operators "Winter Festivals" fam to Ontario Feb 5-10 w/18 participants from Vancouver, B.C. and San Francisco
- 6,000 87A-420 tour shells utilized by North American Travel Specialists of NSW, Australia for Ontario tour product

- FEBRUARY (continued)
- The Manager was interviewed on KABC Radio Station for a "Canada Show" following Lasley/Harryman's M.O.S.T. visit in September
- MARCH:
- Ontario Tourism participated financially in Escape Tours, Seattle's product-testing tour to Toronto/Niagara Falls March 21-24 w/22 participants - Manager escorted
 - Skyline Tours/Evergreen, Bellevue, WA conducted a product-testing tour to Toronto/Niagara Falls for 32 key GSA's March 28-31

MITT SENIOR AGENT DEPARTMENT OF JUSTICE

OCTOBER 1990 - MARCH 1991

OCTOBER

- 4 **Artexpo CAL 1990, one of the largest international art expositions in the world. Held at the L.A. Convention Center. The show hosts over 600 exhibitors from more than 25 countries around the globe.**

- 15-17 **Visit of Derek Burney, Ambassador to US. Events included:**

- 15 **Congressman Jim Bates' Seventh Annual High Technology Conference, San Diego**

- 16 **South Coast Air Quality Management District - Clean Air & New Technology Conference, Los Angeles**

- 16 **Co-hosted reception for Ontario's fashion designer Robin Kay at the Mondriaan Hotel, West Hollywood**

- 16 **Cirque de Soleil performance, Ambassador in attendance, Santa Monica.**

- 17 **Breakfast with academics USC/UCLA regarding Canadian Studies.**

- 17 **Senior Agent presented speech at the South Coast Air Quality Management District Press Conference and introduction of the Hydrogen fuel car.**

- 17 **CCCC/Town Hall luncheon. Guest speaker Ambassador Burney, topic "Challenges for the Future: Canada's Agenda", Biltmore Hotel, Los Angeles.**

- 19 **UTDC Bi-level car on display at Union Station. Press and local government officials invited.**

- 22 **Luncheon/seminar with Dianne Feinstein, Democratic Candidate for Governor of California, hosted by City Town Hall of California.**

- 22 **Public hearing of the US Environmental Protection Agency, Hyatt Hotel.**

- 24 **Luncheon meeting with Tom Rhodes, Director, Santa**

Monica Museum of Art.

26 Seminar: US & Mexico: A partnership for growth, Sheraton Grande Hotel.

26 "Healing the Planet" speakers' reception held at the Canadian Consul's residence.

OCTOBER

27 "Heal the Planet Symposium" on the environment, held at the Santa Monica Civic Auditorium.

27 Canada Maple Leaf Ball & Awards Banquet. Honorees Harry Lepape, Chairman, President & CEO, Pacific Interstate Company, and Keith Morrison, Anchor, KNBC News, Hyatt Hotel, Beverly Hills.

28 Women in Film Festival, showcasing the work of women directors, producers and writers, a venue for creative women who have achieved prominence in their field. Two Canadian films included.

NOVEMBER

6 Federal/Provincial meeting at the Canadian Consulate - Los Angeles.

6 OFDC luncheon meeting introducing the new opportunities open to U.S. producers for co-ventures with Ontario companies. Master of Ceremonies: Robert Cooper, Sr. V.P. HBO Pictures, Keynote speakers: Robert Lantos, Chairman & CEO of Alliance Communications Corporation and Terry Botwick, VP, Original Programming, The Family Channel. Held at the Regent Beverly Wilshire Hotel, Beverly Hills.

7 Los Angeles Arts Council's Second Annual Los Angeles Honors Luncheon celebrating work of LAAC which continues to develop and sustain programs that enrich the City's cultural life ie. music, visual arts, theatre and cinema arts, dance and literature held at the Beverly Hilton Hotel, Beverly Hills.

7 Dinner seminar "Magic and Menace-Hollywood and the World", hosted by the Los Angeles World Affairs Council, guest speaker Jack Valenti, President of the Motion Picture Association of America.

8 Seminar hosted by the Canada California Chamber of Commerce, "The New Canadian Goods and Services Tax".

8 Seminar and luncheon, "Changes in the U.S. Export

Policy", hosted by the Los Angeles Area Chamber of Commerce, guest speaker Quincy M. Krosby, Assistant Secretary, Bureau of Export Administration U.S. Department of Commerce.

9 Seminar - 42nd Annual Business Outlook Conference held by the Los Angeles Area Chamber of Commerce.

NOVEMBER

12 Dinner at the Consul General's residence with Mr. Michael Phillips, Asst. Deputy Minister, U.S. Relations and Mr. Allan Stewart, Director General, U.S. Trade, Tourism & Investment Development.

15 "Blue Planet" Los Angeles Press Screening/Reception at the IMAX Theatre held at the National Air & Space Museum, Los Angeles

16 Seminar and luncheon, "The Last Best Chance of This Century...." hosted by the Los Angeles World Affairs Council, guest speaker the Honorable William E. Brock, former U.S. Trade Representative and U.S. Secretary of Labor, U.S. Senator & Congressman, and National Chairman of the Republican Party, held at the Biltmore - Los Angeles.

17 Meeting with disabled regarding the accessibility of the Can Car with Bob Furniss at the Westside Centre for Disabled at 12901 Venice Blvd., Los Angeles

20 Briefing on ECO EXPO - The National Marketplace for the Environment. Eco Expo is a series of large scale consumer trade shows which will feature exhibits of environmentally sound products and services to be held in Los Angeles.

20 Reception held at the Consul General's residence to welcome Mr. Matt Fischer, Consul and Senior Investment Advisor and Mr. Doug Paterson, Consul & Trade Commissioner. The Honourable Loren E. Chester, Mayor of Lindsay in attendance.

28 Meetings at the Los Angeles County Transportation Commission with Mr. Bob Furniss, UTDC and Bryon Nordberg, UTDC.

30 The son of the late Soviet Premier Nikita Khrushchev, Mr. Sergei Nikitovich Khrushchev luncheon hosted by the L.A. World Affairs Council held at the Biltmore Hotel.

DECEMBER

- 3 Briefing Meeting with Brian Casey, Canadian Consulate - Santa Clara regarding the Jabil, Apple presentation.
- 3 Presentation to Apple Co. and Jabil Circuits Inc. regarding plans to invest in Canada and qualify under the Federal Government's Rationalization Program. In attendance: Investment Canada, Department of External Affairs, Senior Apple & Jabil Executives and representatives from each of the four provinces represented in California (Alberta, B.C., Ontario, Quebec). Ontario/Windsor participants: Julia Bass, Ray McCague, Floyd Simpkins, John Millson - Mayor of Windsor, Paul Bondy - Economic Development Commissioner, Windsor-Essex, Mike Peters - Development Officer, Windsor-Essex. Meeting held in Cupertino, California.
- 3 Meeting with Arthur Schmidt & James Caplin regarding film production in Ontario.
- 4 "Asian-Pacific Business & Culture in the 90s: What California can learn from Canada's experience." Guest speaker the Honourable David See-Chai Lam, Lieutenant-Governor of British Columbia. Hosted by the Canadian American Chamber of Commerce of Northern California, San Francisco.
- 5 Canada California Chamber of Commerce - Board of Directors Meeting.
- 5 Los Angeles World Affairs Council dinner and reception. The Los Angeles Times speakers included Dan Fisher, editor of the World Report, award-winning Times Washington bureau chief Jack Nelson, editor Alvin Shuster and executive vice-president Shelby Coffey.
- 6 Federal/Provincial Meeting held at the Canadian Consulate - Los Angeles.

- 6 Seminar, "Art in L.A. - What Issues Must we Face?", hosted by Town Hall of California. Issues addressed: 1) Sources of funding and future support; 2) Impact of the economy and competition of funds; 3) Multi-culturalism. Guest Speaker Harold M. Williams, President & CEO of the J. Paul Getty Trust.

DECEMBER

- 7 Los Angeles Art Expo, Los Angeles Convention Centre. Met with Evelyn Aimis & Jane Corkin Galleries. Both galleries displayed their works at the Expo.
- 8 Canadian Society Christmas Party at the Consul General's residence.
- 12 "Exports, Air Cargo and the Southern California Economy" hosted by Air Canada's Vice President of Cargo, Geoff Bridges, to announce a major improvement in Air Canada cargo service between Toronto and Los Angeles. Held at Checkers Hotel, Los Angeles.
- 13 Meeting with Bernie Rothman, Chairman, L.A. Branch of the Canadian Academy, re planning of joint events.

JANUARY 1991

- 3 Meeting with Saul Warshaw and Harvey Farr, representatives of Ruder Finn.**
- Luncheon with Dianna Rienstra, Director of Communications for the NDP Caucus.**
- 4 Meeting with assistant Mae Gnan Wong and her replacement during maternity leave, Carolyn McLuskie, to discuss office procedure and planning.**
- 8 Monthly federal-provincial meeting of all Canadian reps and Consular officials. Held at Consulate.**
- 11 Telecommunications in Tomorrow's World - speaker the Honorable Alfred C. Sikes, Chairman, Federal Communications Commission. Sikes said that in response to requests by more than 25 separate companies and cable firms, the FCC will make available some of the airwaves allocated to the military, but will continue to regulate the airwaves as a scarce resource. Hosted by Town Hall of California at the Biltmore Hotel.**
- 14 Senior Agent gave speech at Tourism Marketplace luncheon for travel packagers, including many Japanese. Hosted by Ontario Tourism and Quebec Tourism. The New Otani Hotel.**
- Evening media reception hosted by Ontario Tourism and Quebec Tourism. Speeches by Quebec Tourism Minister Andre Vallerand and Senior Agent. Held at Four Seasons Hotel, The Ballroom.**
- 15 Town Hall-sponsored luncheon at Sheraton Grande with speaker Gore Vidal, novelist and social critic.**
- 16 Meeting at Consulate with U.S. State Department security officials and Los Angeles Police Department rep for briefing on security procedures during Gulf war.**
- Met with John Kazanjian of McMillan Binch to discuss issues re upcoming conference on international law.**

JANUARY, CONT.

- 17 **Organizing Conference for Business & Labor on State Health Insurance and The Canadian Health Care System. Co-conference with Canadian Studies Program at California State University. Conference goal was to stimulate California business and labor organizations to decide on a basic approach to state health insurance and to work for its adoption in 1991. Pasadena Hilton Hotel. Met with John Garamendi, Insurance Commissioner for California, re auto insurance issues.**
- 18 **Canadian-American Issues Conference: panels on environmental, linguistic and health issues. Sponsored by California State University. Speakers included Daniel Drache, York University.**
- Luncheon with Clifford Lincoln, former Quebec cabinet minister, courtesy of Conference.**
- 18-19 **Third Annual International Law Weekend. Sponsored by California Bar Association and American Society of International Law. Topics: Foreign investment in the U.S. and the Canada-U.S. Free Trade Agreement. Hotel Sofitel.**
- 21 **Meeting with Gordon Farr and Wolfgang Richter to discuss goals and objectives of Canada California Chamber of Commerce, and liaison with Canadian Academy of Film and Television.**
- 22 **Meeting with Ruder Finn representatives Saul Warshaw and Harvey Farr to discuss communications audit.**
- Luncheon with Ortech representatives Paul Elder and Jacob Leidner and MITT commercial officer Gurpal Khaira at Disneyland Hotel.**
- 24 **Luncheon seminar on GST for L.A. business executives. Organized by Consulate. Speaker: Brian Shackleton, Revenue Canada, Ottawa. Held at the Sheraton Grande.**

JANUARY, CONT.

- 23-26 **Getty Arts/Technology Conference, an operating entity of the J. Paul Getty Trust, third national invitational conference in Los Angeles. Theme: "Future Tense: Arts Education and Technology." Sponsored in cooperation with 30 national education, arts and arts education organizations. Ontario was particularly featured. Ontario Ministry of Education and Toronto Board of Education speakers delivered address at general session entitled "Partnerships for Educational Technology". Dr. Martin Lamb delivered special presentation entitled "Software for Arts Education, Menulay World Premiere." Friday night entertainment was "The Gates of Troy", a multi-media interactive video game using Canadian technology.**
- 25 **Met with Ron Kraft of UNISYS CANADA, manufacturer of ICON, the computer hardware used in Ontario schools and the principal platform for Dr. Martin Lamb's software.**
- 27-29 **MITT Americas Branch quarterly meeting in Dallas.**
- 30 **Canada-California Chamber of Commerce annual general meeting and reception, held at Consulate Residence.**

FEBRUARY

- 4 **Town Hall luncheon at Biltmore. Topic: The Gulf Crisis. Speakers: former ambassador Robert G. Neumann, director of Middle East Studies at the Center for Strategic and International Studies, Washington, D.C.; Middle East specialist Dr. Judith Kipper and Dr. Afaf Lutfi al-Sayyid Marsot, professor of Middle East history, UCLA.**
- 5 **Monthly federal-provincial meeting of all Canadian reps and Consular officials. Held at Canadian Consulate.**
- Luncheon with Mark Taper Forum's development director Christine Fiedler and Ann Wareham, assistant to artistic director Gordon Davidson, re promotion of Ontario theatre in L.A.**
- 6 **Meeting of the Canadian Academy of Cinema and Television, Los Angeles Chapter, re membership drive and promotional activities.**
- 7 **Town Hall. Topic: Public Relations in the '90s. Speaker: Henry C. Rogers, Chairman, Rogers & Cowan, Inc.**
- 9 **Exhibit of art of Ed Ruscha at MOCA.**
- 12 **Luncheon with Cynthia Coulter, PR consultant and fellow board member of Canada-California Chamber of Commerce.**
- Meeting with Harvey Farr of Ruder-Finn.**
- 13 **Luncheon meeting hosted by National Bank of Canada. Speaker: Marcel Côté, consultant and former political campaign strategist, Sheraton Grande, re Quebec and Canada constitutional issues.**
- 15 **Opening of Blue Line subway station at 7th and Flower. (Subway cars contain seats and fittings by OTACO of Orillia.)**
- 17 **Hosted brunch for Canadian and American writers and cultural contacts (including Morley Torgov, Aviva Layton, Rubin Carson, Bernard Rothman, etc.).**
- 19 **Performance of Ottawa Ballet in San Diego. Provided financial assistance for reception.**
- 21 **Monthly meeting with management group of Los Angeles office.**

FEBRUARY, CONT.

25 **Luncheon with Saul Warshaw of Ruder Finn.**

Reception and screening of "Les Noces de Papier", new film by Michel Brault. Hosted by Academy of Canadian Cinema and Television's L.A. Chapter.

27 **Town Hall. Speaker Allen Neuharth, publisher of U.S.A. Today.**

Dinner with Jill Finsten, Art Consultant, Getty Museum.

28 - **American Film Market -- accompanied Helga**
MAR 8 **Stephenson, Executive Director of the Toronto**
Film Festival, to meet Ontario companies
represented.

MONTHLY REPORT

ACTIVITY: Corporate Planning/Administration

Travel Trade and Convention Services
For the Period Ending: _____

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> • To provide input into the Branch Marketing and Human Resources Plans • To develop and implement the office operations and Human Resources Plan • To co-ordinate and communicate international marketing/operations plans • To seek potential corporate activities in international offices • To administer international budgets • To produce an office International Monthly Report for Head Office • To provide coordination for Deputy Minister International Relations Task Group & Corporate Activities ie. Premier's/Minister's Missions. 	<p>1/30/91</p>	<p>Completed monthly activity report</p>	<p>Rezny</p>

Comments/Early Warning/Unexpected Activity

MONTHLY REPORT:
FOR THE PERIOD ENDING:

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.		YEAR TO DATE				REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>Meetings with Head of Post</u> Office meeting regarding new network computer system hook-up with all of MITT		2	.25				

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>U.S. Advertising</u> Cancelled AAA/IL/IN T.V. advertising promotion Handling direct mail replies for OMTA Advt. & Promotion section; Ski Mailing Postage	6 3	4 2	.5 .25				Cancelled promotion - all partners advised. See Advt. Section of this report

MONTHLY REPORT:
FOR THE PERIOD ENDING;

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE				REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS		
<u>U.S. Public Relations Promotions</u> Meeting with Tracey Arial/Nancy Field/Babe Winkelman re: MOST program and Winkelman promotional visit to Chicago	4	8	1					

MONTHLY REPORT:
FOR THE PERIOD ENDING:

OFFICE:

ONGOING ACTIVITIES	# OF CONTACTS THIS MTH.			YEAR TO DATE			REMARKS
	CONTACTS REQUESTS	NO. OF HOURS	PERSON DAYS	CONTACTS	NO. OF HOURS	PERSON DAYS	
<u>U.S. Public Relations Promotions</u> Meeting with Tracey Arial/Nancy Field/Babe Winkelman re: MOST program and Winkelman promotional visit to Chicago	4	8	1				RECEIVED DEPT. OF JUSTICE COMMUNAL DIV. '91 APR 29 P 4:24 RECEIVED COMMUNAL DIV.



Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

Telephone
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Prudential Centre
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U.S.A. 02199

**JUSTICE DEPARTMENT REPORT
BOSTON OFFICE ACTIVITY
October 1990 through March 1991**

OCTOBER 1990

Major Activities:

As has been stated in past reports, the Boston Office is trying to become more involved in making presentations and widening the knowledge of our services in New England. To that end, two presentations were made to local groups this month. The first was made by Senior Representative, John Brady, on October 9 to the Western Massachusetts International Trade Association in Springfield. The second was made by Technology Transfer Consultant, Joyce Stephens, on October 22 to Rhode Island's Bryant College workshop on "International Business through Technology Exchange".

As was the case last year, the Boston office staged a Venture Capital Seminar in Boston on October 16 with the assistance of Joan Straus, the Agent General, and Innovation Ontario. 70 representatives from the New England venture capital community attended.

On October 29 - 30, the Boston Office and the Canadian Consulate jointly sponsored a Construction Briefing and Tour held in conjunction with a Construction Contractors Conference in Boston focusing on the downtown Boston Expressway Reconstruction Project. The briefing also focused on the massive Boston Harbor Clean-Up Project and Third Harbor Tunnel Project. Six Ontario companies attended.

Retention and expansion visits were made this month to two large Boston firms by John Brady, Joan Straus, and Representative, Terry Gain. These firms were Polaroid Corporation and Data General Corporation. John Brady and Terry Gain also met with the Ottawa computer software firm of Cognos, whose United States headquarters is in the Boston area.

Joyce Stephens hosted a visit from Ortech, the former Ontario Research Foundation, to the Boston area. The purpose of this visit was to market their contract research facilities.

NOVEMBER 1990

Major Activities:

This month was started off by five New England firms participating in a Telecommunications Matchmaker visit to Ottawa on November 7 - 8. The purpose of this visit was to expose the New England firms to Ontario's telecommunications expertise and to promote strategic alliances between the two regions.

Six Ontario firms participated in an Electrical Utilities Supplier Mission on November 1. Meetings were held with four local utility firms, including Boston Edison. In addition, product presentations were made to local agents and distributors.

The Boston Office has begun a market assessment on the New England telecommunications market. This project, undertaken by a local Northeastern University coop student, under the project supervision of Commercial Officer, Catharine Arnston, will evaluate technology trends, market demands, channels, and key industry contacts. It will be available to Ontario firms in mid-January and should be an excellent guide to market entry and expansion.

On a cultural note, the Stratford Festival Touring Company visited Dartmouth College in Hanover, New Hampshire during the week of November 13 -17. The Boston Office, with the assistance of the Agent General, hosted a dinner theater evening in conjunction with the visit for New Hampshire business and government contacts, plus participants from Burlington, Vermont and Boston.

DECEMBER 1990

Major Activities:

The Boston Office staged an Electronics Components Mission to the Boston area on December 3 - 6. Some 140 Boston buyers and manufacturers' representatives attended a breakfast presentation with 13 Ontario companies spotlighted. Visits were also made to corporate buyers at Hamilton Standard, a billion dollar subsidiary of United Technologies in Connecticut, and Bull HN Business Systems in the Boston area. Mission was organized and led by Catharine Arnston.

We have previously noted a continued interest on the part of business services to become established in Ontario. One new completion is registered this month. The management consulting firm of Bain and Company, Boston, opened a Toronto facility on December 15. The initial investment looks to be \$ 150,000 and should employ 20 at the start.

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SECTION

JANUARY 1991

Major Activities:

The year started off with two trade shows the Boston Office participated in. Six Ontario firms were present at the New England Construction Expo in space organized by the Canadian Consulate. Our Commercial Officer, John Rodolico, was of considerable assistance to the Ontario firms. John Rodolico also assisted eight Ontario firms involved in the Northeastern Lumbermen's Show on January 11. Even though the construction/building products market opportunities have cooled off in New England as a result of the recession, all Ontario firms found the shows productive and useful.

The Boston Office displayed an information booth at the Water Pollution Control Association Show in Boston, January 27 - 29. Twelve Ontario companies sent literature to be displayed.

FEBRUARY 1991

Major Activities:

Senior corporate calls were made by John Brady, Joan Straus, Gordon Gow and Walter Long on Bob Reid, President of Iroquois Gas Transmission System of Shelton, Connecticut. Iroquois is building a 370 mile gas pipeline from Iroquois Ontario to New England and Long Island. Other calls were made by Joan Straus, John Brady, Terry Gain and Catharine Arnston on the CEO and senior Staff of high-end fashion retailer, Talbots.

Joan Straus and John Brady opened relations with the new Massachusetts Governor, William Weld, administration by meeting this month with Dan Gregory, Secretary of Economic Affairs.

Ortech International have with the assistance of the Boston Office gained a \$ 100,000 product development agreement with Bard Vascular Systems Ltd. in Boston area with the prospect of more contract research assignments to come.

MARCH 1991

Major Activities:

The Boston Office staged a Computer Software Mission to the Boston area on March 12-14. A product presentation breakfast was held to showcase the 19 Ontario firms participating and had some 175 attendees. Corporate calls were subsequently made on Digital Equipment Corporation, IBM, and Wang. Event organizer, Catharine Arnston, felt event was very successful. A side benefit for the firms involved was exposure to other adjacent US markets as the New

York and Chicago offices sent representatives.

Later in the month, March 27, another successful event was held. A joint Strategic Alliance Seminar in Telecommunications was offered in conjunction with the Canadian Consulate and the Quebec Delegation in Boston. Six Ontario firms and four Quebec firms made presentations to over 70 attendees including representatives from Digital Equipment Corporation, Wang, Raytheon, some of the strongest venture capital firms and several interesting local fast growth infotech companies.

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 CRM-154, formerly Form OBD-64 - Supplemental Statement):

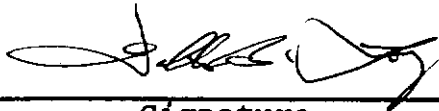
Yes X or No _____

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

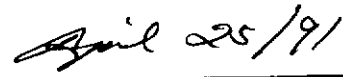
2. Do you disseminate any material in connection with your registration:

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



Date

WALTER G. LONG

Please type or print name of signatory on the line above

DIRECTOR, BUSINESS DEVELOPMENT

Title

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REGISTRATION UNIT
CRIMINAL DIVISION

91 APR 29 P4:21

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DEPT. OF JUSTICE
CRIMINAL DIVISION