

For Six Month Period Ending **11 APR 1992**  
(Insert date)

Name of Registrant

Registration No.

GOVERNMENT OF ONTARIO, CANADA

2087

Business Address of Registrant

I-REGISTRANT

SUITE 2800  
800 THIRD AVENUE  
NEW YORK, NY 10022

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

- |                       |                              |  |
|-----------------------|------------------------------|--|
| (1) Residence address | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (2) Citizenship       | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (3) Occupation        | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |

(b) If an organization:

- |                          |                              |                             |
|--------------------------|------------------------------|-----------------------------|
| (1) Name                 | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Branch offices       | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

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	SEE ATTACHED ITEM # 3	Position	Date Connection Ended
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4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?  
Yes  No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
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>
SEE ATTACHED ITEM #6		

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>
SEE ATTACHED ITEM #7			

## II--FOREIGN PRINCIPAL

(PAGE 3)

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

If yes, furnish the following information:

*Name of foreign principal*

*Date of Termination*

N/A

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

If yes, furnish following information:

*Name and address of foreign principal*

*Date acquired*

N/A

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

**GOVERNMENT OF ONTARIO, CANADA**

## III--ACTIVITIES

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

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

**SEE ATTACHED ITEM #11**

<sup>1</sup>The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).  
A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>2</sup> as defined below?

Yes  No

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

**SEE ATTACHED ITEM #12**

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**

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

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

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

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

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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**"STATEMENT OF EXPENDITURE IS ATTACHED"**

**(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 value<sup>4</sup> other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes  No

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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**N/A**

<sup>3</sup>A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 2014(e).  
<sup>4</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS—MONIES**

During this 6 month reporting period, have you

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

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

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

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value<sup>5</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes  No

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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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 value<sup>5</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes  No

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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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**

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

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

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

**SEE ATTACHMENT ITEM #15 EXPENDITURE REPORT**

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<sup>6</sup> Yes  No  **N/A**
- Exhibit B<sup>7</sup> Yes  No

If no, please attach the required exhibit.

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

**N/A**

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

If no, please attach the required amendment. **N/A**

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

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

26. EXHIBIT C

If you have previously filed an Exhibit C<sup>8</sup>, state whether any changes therein have occurred during this 6 month reporting period. Yes  No

N/A

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

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

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

N/A

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

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



CARLTON A. MASTERS

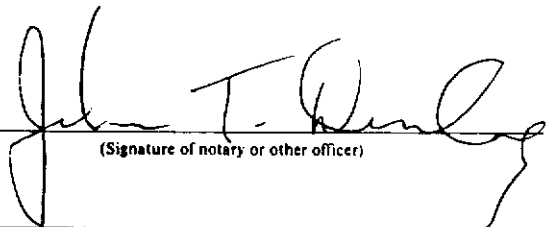
AGENT GENERAL TO THE U.S.

FOR THE PROVINCE OF ONTARIO

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

this 11<sup>th</sup> day of MAY, 1992

JOHN T. DUNLAP  
Notary Public, State of New York  
No. 31-4908177  
Qualified in New York County  
Certificate filed in New York County  
Commission Expires Sept. 21, 1993

  
(Signature of notary or other officer)

<sup>8</sup>The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)



**ITEM 1**

**U.S. Department of Justice Semi Annual Report**

**Reporting Period October 1, 1991 - March 31, 1992**

**Name of Registrant**

**Government of Ontario, Canada**

**Business Address of Registrant**

**Suite 2800  
800 Third Avenue  
New York, NY 10022**

**Registration Number: 2087**

**ITEM 2**

**N/A**

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**ITEM 3**

<b>NAME</b>	<b>POSITION</b>	<b>DATE CONNECTION ENDED</b>
<b>Joanne Emslie</b>	<b>Representative (New York)</b>	<b>November 15, 1991</b>
<b>Walter G. Long</b>	<b>Senior Representative (New York)</b>	<b>January 6, 1992</b>

**ITEM 6**

<b>NAME</b>	<b>POSITION</b>	<b>DATE CONNECTION ENDED</b>
Dana Ottman	Tourism Assistant (New York)	November 1, 1991

ITEM 7

NAME	RESIDENCE	CITIZENSHIP	POSITION	DATE ASSUMED
Paul W. Wachtler	492 Island Road Ramsey, NJ 07446	U.S.	Commercial Officer (New York)	December 2 1991

**ITEM 7**

**Paul W. Wachtler (New York)**

**Represents the Government of Ontario, through the Ministry of Industry, Trade and Technology at the New York office - To cover the N.Y. territory.**

**Trade Development Consultant - For Biotechnology & Health Care**

**Develop trade and investment opportunities for Ontario based companies the Biotechnology - Health Care Industries. Promote U.S. investment opportunities in Ontario . Work is accomplished through joint venture arrangements, licensing agreements and technology transfers. Provide trade counsel to individuals, companies and other market contacts.**

**ITEM 11**

**NEW YORK OFFICE**

**A. States Covered by this Office**

(New York, New Jersey, Pennsylvania, Delaware, Virginia,  
West Virginia, Maryland & Washington D.C.)

**B. MINISTRY OF INDUSTRY, TRADE & TECHNOLOGY**

This ministry on behalf of the Ontario Government participated and visited the following trade related shows and seminars during this reporting cycle:

October 1	:	National Print & Marketing Buyers Show - NYC
October 1-10	:	WPCF - NYC
October 18	:	Designers Saturday - NYC
October 19	:	Fashion Boutique Show - NYC
October 21-22	:	Environment Expo - Edison, NJ
October 23	:	Central N.Y. Industrial Product Exhibit - Syracuse, NY
October 31	:	Unix Expo - NYC
October	:	Washington Tech Expo - Falls Church, VA
November 2	:	New Jersey Kitchen & Bath Show - Somerset, NJ
November 3-5	:	Iron & Steel Show - Pittsburgh, PA
November 9-10	:	International Hotel, Motel & Restaurant Show - NYC
November 12	:	Eastern Analytical Expo - Somerset, NJ
November 12-13	:	American Israel Chamber of Commerce Investment Conference, NYC
November 13	:	Lower Great Lakes Recycling & Waste Expo - Buffalo, NY
November 13-14	:	Unicom - Washington D.C.
November 20-21	:	League of Municipalities - Atlantic City, NJ
November 23	:	Atlantic City Souvenir & Gift Show - NJ
November 2-3	:	Hazardous Materials Control Superfund '91 - Washington D.C.
December 12	:	1991 Chemical Show - NYC - Pittsburgh, PA
January 14	:	Boat Show - Javits Center, New York City
January 27	:	Pool & Spa Show - Atlantic City, NJ
January 27-31	:	COMNET Show - Washington D.C.
January 28-30	:	Computer Graphics Show - New York City
January 29-30	:	N.Y. Waste Management Conference - New York City
February 4-6	:	Building Materials Assoc. Atlantic City, NJ
February 13	:	Executive Breakfast - Infotech Environmental & Health Care - Long Island, NY
February 23	:	Canada Mode - New York City
February 20-25	:	American Academy of Orthopaedic Surgeons Conference - Washington D.C.
February 24-26	:	American Defense Preparation Association Conference & Expo, Alexandria, VA

## Ministry of Industry, Trade & Technology Continued.....

March 3	:	Atlantic Builders Show, NJ
March 5	:	Canadian Consulate Biotechnology Round Table New York City
March 11	:	Manufacturing Housing Show - Harrisburg, PA
March 12	:	Government Technology Conference Board Meeting Albany, NY
March 16	:	International Beauty Show - Javits Center, New York City
March 18	:	Remodelers Show - Somerset, NJ

### **C: MINISTRY OF AGRICULTURE & FOOD**

Identifies suitable markets and opportunities, for Ontario agriculture and food products within the territory.

October 20-22	:	Product Marketing Association (PMA) - Boston, MA
February 4-6	:	Canadian Food & Beverage Expo - Boston, MA

### **D. MINISTRY OF TOURISM & RECREATION**

This ministry participated and attended the following tourism promotional events:

October 4	:	Participant at the National Association of Senior Travel Planners - Langhorne, Pennsylvania
October 10	:	Reception presentation made at Rihga Royal Hotel - NYC
October 16	:	Reception presentation made at Canadian Embassy - Washington D.C.
October 28-30	:	Travel Trade Annual Convention - The National Tour Association - Cleveland Ohio
November 9-12	:	Participant at the International Hotel/Motel Show - NYC
November 21	:	The National Association of Senior Travel Planners - Baltimore, MD
November 22	:	The National Association of Senior Travel Planners - Hershey, PA
December 2-4	:	Travel Trade National Convention - The American Bus Association - Nashville, Tennessee
February 24-28	:	Travel Trade Exhibitor - All Canada Product Launch West Palm Beach, Clearwater, Orlando, Florida

### **E. MINISTRY OF CULTURE AND COMMUNICATION**

The Ministry of Culture and Communication for the Province of Ontario was involved in the promotion of the following cultural activities for the development of cultural relations within our territory.

#### 1. Culture:

October 30	:	CMJ Conference - NYC - Major convention for college music radio stations
November 2	:	Tafelmusik - at 92nd St. Y., NYC - Toronto based baroque orchestra on tour

## Culture continued.....

November 5	:	David MacFarlane - Americas Society, NYC - Ontario writer to read from "Come From Away"
November 6	:	"Masala" - NYC - Film feature by Ontario director Srinivas Krishna
November 12	:	Toronto Dance Theater - NYC - Toronto contemporary dance company
November 23	:	Christopher Dewdney at the Ear Inn - NYC - Ontario poet performs at leading NY poetry club
December 11	:	Ben Heppner at Metropolitan Opera - NYC - Ontario tenor in Met debut as the lead in Mozart's "Idomeneo"
December 16	:	Michael Ondaatje at 92nd St. Y - NYC - Ontario author to read from latest book
December 18	:	Canadian Classical Showcase at Steinway Hall - NYC - Showcase during Association of Performing Presenter's Annual Conference - NYC
January 11	:	Cronenberg Retrospective at Museum of the Moving Image - NYC
January 12	:	Robertson Davies Reading - 92nd Street Y - NYC
January 24-25	:	Toronto Dance Theater in Palm Springs FL
January 28	:	Co-production Film Seminar at Americas Society - NYC
February 7	:	Scott St. John - Violinist solo recital - Alice Tully Hall - NYC
February 7	:	L'Opera Francals (Elora Singers) at Florence Gould Hall - NYC
February 19-21	:	MTCVA - Visiting Theater Junket - NYC
February 20	:	University of Toronto Chorus at Alice Tully Hall - NYC
March 7	:	Metropolitan Opera Ball Salute to Canada - NYC
March 11	:	Polka Dogs at Cottonwood Cafe - NYC
March 16-April 4	:	Canadian's Children's Theater Festival at LaGuardia College, NY
March 18	:	C.O.C. Press Brunch - Harry Somers Opera - NYC
March 28	:	Ontario Films at Santa Barbara Film Festival - California

## 2. Communications:

### 2a. Media Relations

Editorial meetings were arranged with the following:

October 17	:	International Herald Tribune - Lawrence Mallom
October 22	:	Wall Street Journal - NYC - David Frum
January 10	:	Financial Post - NYC - Eric Reguly
January	:	Atlanta Business Chronicle - Jackie Bueno - GA
January 29	:	Journal of Commerce - NYC - Charles Thurston
February 3	:	Washington Times - Washington D.C. - Tod Lindberg

Meetings/Contacts arranged with regional media to support Ontario trade activities

September 28	:	Government Technology Conference - Albany, NY
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Articles on Agent General resulting from activities

October 29	:	Journal of Commerce - NYC
November 21	:	Staten Island Advance - NYC

**2b. Documentation**

"The Ontario Report" published quarterly is distributed to business, financial, political and academic leaders and to the media. Two copies are registered with the Justice Department - Registration Unit.

**F. PUBLIC AFFAIRS - EDUCATION**

The purpose of this office is to promote the image of the Province of Ontario. Broaden the Agent General's network of business, government, community and education leaders.

General introductions to:

October 10	:	McMillan, Rather, Bennett & Rigano, P.C. - Environmental Issues - NYC
October 15	:	Association of Minority Enterprises of NY
October 16	:	N.Y.C. Partnership - NYC
October 17	:	Inter-Racial Council for Business Opportunity - NYC
October 17	:	U.S. Dept of Commerce - NYC
October 18	:	Office of Economic & Financial Service, The City of NY
October 21	:	Office for Latino Affairs - City Hall - NY
October 22	:	The Port Authority of NY & NJ - NYC
October 22	:	The Uptown Chamber of Commerce - NYC
October 29	:	NYC Alliance for International Business - NYC
October 29	:	Granite Broadcasting Corp - NYC
October 30	:	Matlyn-Stofel Foods Inc. - NYC
November 13	:	North General Hospital - NYC
November 13	:	Essence Magazine - NYC
November 20	:	Ford Foundation - NYC

**G. OFFICE OF THE AGENT GENERAL**

The role of the Agent General's office is to promote business, cultural, education and tourism relationships between Ontario and the United States.

Meetings were held with:

October 2	:	Ontario Labor Federation - Washington D.C.
October 3	:	Jamaica Consulate - NYC
October 9	:	Office of Asian Affairs - NYC
October 10	:	Chinese Garment Manufacturing Association - NYC
October 16	:	Attended Americas Society NAFTA (North American Free Trade Agreement) - N.Y.C.
October 18	:	Ecuador Trade Mission - NYC
October 19	:	Board members of the National Conference of Artists
October 22	:	The Uptown Chamber - NYC
October 24	:	Bank of Montreal - NYC
October 26	:	A T & T - NYC
October 28	:	Seminar on Empowerment; "Policy of Politics" - NYC
October 29	:	Executive & General Counsel - United Negro Fund - NYC
October 30	:	Royal Bank of Canada - NYC
October 30	:	Matlyn-Stofel - NYC
October 31	:	Manufacturers Hanover Bank

**Office of the Agent General Continued.....**

November 4 : Paul, Weiss, Rifkind - NYC  
November 5 : Reception for Edgar Bronfman - NYC  
November 7 : Americas Society - Panel on Canada - NYC  
November 7 : American-African Institute Awards - NYC  
November 12 : U.S. Trust Yvonne Tropp - NYC  
November 13 : Overseas Press Club - NYC  
November 14 : National Minority Business Council - NYC  
November 18 : Meeting with Governor of N.Y. staff - Albany - Ontario/New York MOU (Memo of Understanding)  
  
November 22 : Corporate calls and attendance at ACSUS (Association of Canadian U.S. studies with Ontario)  
  
November 23 : Canadian Studies Program - Boston, MA  
November 26 : North General Hospital - NYC  
December 3 : Meeting with C.I.B.C. - NYC  
December 10 : Lehman Brothers - NYC  
December 13 : Bank of Nova Scotia - NYC  
December 10 : Session by Lehman Brothers - NYC  
December 12 : Jamaican Chamber of Commerce - NYC  
December 17 : New York Job Authority - NYC  
December 13 : Corporate calls - Cleveland, Ohio  
January 3 : Lt. Governor - State of New York  
January 16 : The Foundation for Education Exchange between U.S. and Canada - NYC  
January 25 : Mayor, City of Los Angeles - CA  
January 27 : Women's Economic Round Table - NYC  
January 29 : New York Bar Association Conference "International Division" - NYC  
February 15 : N.Y. Black & Puerto Rican Legislators Caucus - Albany, NY  
February 26 : Lehman Brothers - NYC  
March 2 : Utility Mission - Newark, NJ  
March 3 : Governor's Forum on Critical Technologies for 21st Century - NYC  
March 3 : Screening - "Clearcut" Museum of Modern Art - NYC  
March 4 : Meeting with North General Hospital - NYC  
March 4 : Canadian Consul General - NYC  
March 4 : Opera Performance - Steinway Hall NYC  
March 5 : Canadian Mission U.N. - NYC  
March 5 : Americas Society - NYC  
March 9 : Institute for Italian/American Experience - NYC  
March 10 : Harlem School of Arts - NYC  
March 10 : The recording Industry Association of America - Washington D.C.  
March 11 : Canadian Embassy - Washington D.C.  
March 17 : MITT - Chicago, IL

ITEM 12

NEW YORK

DATE	PLACE OF DELIVERY	TYPE	NAME OF SPEAKER	SUBJECT
10.10.91	New York City Travel Industry	Speech	Carlton A. Masters	Tourism in Ontario
20.11.91	Staten Island School Children Educational	Speech	Carlton A. Masters	Acid Rain
22.01.92	Long Island Business Community	Speech	Carlton A. Masters	Promoting Ontario
20.02.92	New York City Cultural/Educational	Welcome Address	Carlton A. Masters	Robert Pritchard - Toronto University
02.03.92	Newark, NJ Business Community	Speech	Carlton A. Masters	Sourcing U.S. Distributors
12.03.92	New York City Travel Industry	Speech	Carlton A. Masters	Tourism Annual "Dateline" Canada Conference

**NEW YORK**

**EXPENSES INCURRED**

<b>Rent and Maintenance</b>	<b>\$396,636</b>
<b>Communications</b>	<b>\$ 31,440</b>
<b>Salaries</b>	<b>\$550,047</b>
<b>Representation Expenses</b>	<b>\$ 24,721</b>
<b>Travel Expenses</b>	<b>\$ 87,823</b>



Government  
of Ontario  
Canada

Ministry of  
Industry, Trade  
and Technology

333 South Grand Avenue, Suite 620  
Los Angeles, California  
U.S.A. 90071  
Telephone: (213) 621-2070  
Facsimile: (213) 621-2624

March 31, 1992

Memorandum To: Sylvia King  
MITT - New York

From: Holly Gauthier  
MITT - Los Angeles

Subject: SEMI ANNUAL JUSTICE REPORT  
OCTOBER 1, 1991 - MARCH 31, 1992

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**STAFF CHANGES**

**LOS ANGELES**

There was two staff changes  
this period.

<b>New Employees</b>	11/18/91	Cheryl Kelly - Secretary - MITT Investment
	16/3/92	Susannah Hom - Secretary - OMAF

**Unchanged Office Staff**

Mae Gnan Wong  
Robin Jepsen  
Gary Cooke  
Maria Montano  
Jacquelyn Light  
Holly Gauthier  
Wendy Ruiz  
Julia Bass  
Ray McCague  
Sheri Determan  
Michael Clarkson  
Ross Spalding

**JUSTICE REPORT**

**MINISTRY OF INDUSTRY, TRADE & TECHNOLOGY**

**OCTOBER 1991**

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

Powerlink	Portland, OR
Rib-Roof Inc.	Rialto, CA
Insi Corporation	Tempe, CA
Newport Electronics	Santa Ana, CA

The following agents were appointed to sell Ontario manufactured goods.

Charles Lawson Control Francisco & Associates	Rowland Heights, CA Mountainview, CA
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To assist Ontario manufacturers with exports the following trade shows were visited.

Northcon	Portland, Oregon
IBEX Show	San Francisco, CA
HIDA	Las Vegas, NV
ISA '91	Anaheim, CA
Comdex	Las Vegas, NV
Interop	San Jose, CA

**NOVEMBER 1991**

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

The following agents were appointed to sell Ontario manufactured goods.

Ergotech	Los Alamitos, CA
Senah	Campbell, CA
Ramsgate	Irvine, CA

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

Wescon	San Francisco, CA
SEMA	Las Vega, NV
HAZMAT	Long Beach, CA

### DECEMBER 1991

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

Semflex	Mesa, AZ
Lewes Electric	Phoenix, AZ
Phoenix Digital	Scottsdale, AZ
Aztec Industries	Mesa, AZ
INSI Corp	Tempe, AZ
Unidynamics	Goodyear, AZ

The following agents were appointed to sell Ontario manufactured goods.

Lab Choice	Torrance, CA
Micro-Bio Products	Tempe, AZ
Utah Transit	Salt Lake City, UT
Saguaro Sales	Phoenix, AZ
H & W Distributors	Seattle, WA
Qualcom	San Diego, CA

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

NASA Technology 2001	San Francisco, CA
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**JANUARY 1992**

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

Ball Systems Engineering	San Diego, CA
UNISYS Corp	San Jose, CA
BG International	San Francisco, CA

The following agents were appointed to sell Ontario manufactured goods.

Vic Guilmette	Saratoga, CA
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To assist Ontario manufacturers with exports the following trade shows were visited.

AFCEA	San Diego, CA
IDRC	Palm Desert, Ca

**FEBRUARY 1992**

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

Lombard Mangement Group	Santa Fe Springs, CA
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The following agents were appointed to sell Ontario manufactured goods.

Catherine Nasont	Pomona, CA
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To assist Ontario manufacturers with exports the following trade shows were visited.

Nepcon	Anaheim, CA
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**MARCH 1992**

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

Science Applications Corp	San Diego, CA
Lunar Industries	San Diego, CA
Kiss International	San Diego, CA
Staefa Control System	San Diego, CA
Del Mar Avonics	Irvine, CA
Tectron Engineering	Irvine, CA
Marinetics Corp.	Costa Mesa, Ca
Ketema - Rodan Division	Anaheim, CA

The following agents were appointed to sell Ontario manufactured goods.

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

California Medical Association	Anaheim, CA
WESTEC	Los Angeles, CA

# OMTR DEPARTMENT OF JUSTICE REPORT

## OCTOBER 1991 - MARCH 1992

- October 1-3 Mr Robert Fried on assignment for TOURS & RESORTS visited Toronto under the M.O.S.T. program for a featured article on the city, its ethnicity and Skydome - article to be published.
- October 8-9 Alaska Airlines inaugural flight to Toronto to launch 2 daily non-stop flights to Toronto. A total of 27 travel industry personnel for Toronto city tour. The Ministry covered the cost of ground transportation.
- October 15-16 Ontario participated with booth space in The Travel Marketplaces:  
Los Angeles = 400 travel agents  
Woodland Hills = 550 travel agents
- October 27-31 The Manager was a registered delegate at NTA and met with 31 tour operators from this marketing territory.
- October 28-30 Clement Tours & Travel, San Francisco fam tour for 13 sales staff to Toronto and Niagara Falls in conjunction with Air Canada and CP Hotels. The Ministry covered the cost of ground transportation.
- October 27-  
November 4 Mr Don Freeman, San Diego Union visited Toronto, Kingston and Ottawa under the M.O.S.T program. A total of 4 articles have been published for an ad value of \$72,381.00.
- November 4,7,  
12 & 13 Ontario participated with booth space in The Travel Marketplaces:  
  
Portland = 507; Seattle = 636;  
Beverly Hills = 331; Long Beach = 220

- November 8-10 In conjunction with Tourism Canada, Seattle 3 travel agents to Toronto & S.W. Ontario for African-American Heritage Tour organized by H.O.
- November 11-23 The Manager was in Toronto for meetings with H.O. and other U.S. offices to discuss Operational Plans for 1992/93.
- November 18-22 Ontario participated in The Travel Marketplaces: Sacramento=372; Silicon Valley=321; Oakland=318; San Francisco=517; Santa Rosa=126
- December 3-4 Appointments with 6 tour operators plus Air Canada, CP Hotels and Tourism Canada in San Francisco to discuss tour product development.
- 1992
- January 2-7 Ontario participated in Anaheim Sports & Recreational Vehicle Show with representatives from the Ministry's North Bay, St Ste Marie and Toronto offices who also visited the L.A. office.
- January 12-15 The Manager was a registered delegate at the Japan Sports Summit, a seminar on how to promote and package destinations to the Japanese. A total of 66 delegates and 21 speakers, primarily key Japanese wholesaler/tour operators.
- January 27-30 Ontario participated with booth space in 4 Canada marketplaces in San Diego, Newport Beach, Woodland Hills and Los Angeles. A total of 50 exhibitors (4 Ontario companies) and 644 travel agents in attendance.
- January Articles published as a result of travel media under the M.O.S.T. program; Blockbuster Magazine (\$40,000); San Diego Union (\$5,500); TravelAge West (\$5,337.00).

January cont'd Assistance also with the provision of 35mm colour slides to magazines and film companies; 2,000 tour shells to Delights Travel Service.

February 10-14 Ontario's participation in Canada on Wheels in northern California organized by Tourism Canada: San Francisco=176; Rohnert Park=107; Sacramento=206; Concord=135; San Jose=192 travel agents.

February 17-19 The Manager attended "Prospect Ontario" in Toronto with 11 key account inbound receptive tour operators from this marketing territory.

March 10-11 Ontario participated in M,C&IT Shows in Portland (89 attendees); Seattle (67 attendees). Also had appointments with 9 key accounts.

March 17-18 Ontario seminar to Monterey Travellerians (80 CTC's) and Canada Marketplace to 85 key travel agencies in Monterey Peninsula.

March 26 A joint corporate promotion at the IMAX Theater in Los Angeles utilizing "Niagara: Miracles, Myths & Magic". The invitees were key clients from the 3 Ministries (MITT, MTR, OMAF); total attendance = 200+.

March 27-29 The Ministry financially participated in Air Canada/American Express fam tour for 24 key agents to Toronto and Niagara Falls.

Justice Report

MINISTRY OF AGRICULTURE & FOOD

OCTOBER 1991 - MARCH 1992

Trade Shows/Exhibits:

**CALIFORNIA GROCERS ASSN.                      Reno, Nevada                      October 12 - 14**

**Contacts:**

**FAIRLEE FRUIT JUICE LTD - Rexdale, Ontario**

John Dimitropoulos

Nino Younan

Nike Millett

**SHOPSY'S FOODS UNOX MEATS CANADA - Weston, Ontario**

Geoff Silva

Jack Grady

Tommy Hardin

Kelly Hardin

**KISKO PRODUCTS - Markham, Ontario**

Leslie Josephs

Mark Josephs

**LABATT BREWING CO. LTD. - Toronto, Ontario**

Ronald Cortez

Steve Uzelac

Norm Boehm

**OREGON FOOD INDUSTRIES                      Eugene, Oregon                      October 17 - 20**

**NATIONAL FOOD BROKERS EXPO                      San Francisco, CA                      December 7 - 9**

**WINE TECH    Oakland, CA    January 15 - 17**

**SEA FARE EXPO    Seattle, WA    February 12 - 14**

**Contacts:**

**PACIFIC NATIONAL GROUP - Vancouver, BC**

Scott Despot

**PATUREL'S SEAFOOD, LTD. - New Brunswick, CANADA**

James Bateman

Bernard Leblanc

John Bragg

**NATIONAL WESTERN STOCK SHOW                      Denver, CO    January 7 - 19**

**Contacts:**

**ONTARIO ANGUS ASSOCIATION - Apple Hill, Ontario**

Suzanne DeRochie

**ONTARIO BLONDE D'AQUATINE ASSOCIATION - Cambellcroft, Ontario**

Dave Walker

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ONTARIO CHAROLAIS ASSOCIATION - Forester Falls, Ontario  
Keith Black  
ONTARIO HEREFORD ASSOCIATION - Langton, Ontario  
John Slaght  
ONTARIO LIMOUSIN ASSOCIATION - Wroxeter, Ontario  
Jim McKague  
ONTARIO MAINE ANJOU ASSOCIATION - Cannington, Ontario  
Sylvia Landry  
SALERS ONTARIO - Springfield, Ontario  
Nancy Straton  
ONTARIO SHORTHORN CLUB - Uxbridge, Ontario  
Joyce Brown  
ONTARIO SIMMENTAL ASSOCIATION - Ailsa Craig, Ontario  
Denise McLachlan  
CANADIAN BELGIAN ASSOCIATION - Schomberg, Ontario  
Barb Meyers

**NATIONAL FOOD DISTRIBUTORS      Phoenix, Arizona      Jan. 31 - Feb. 2**

**Contacts:**

BIGROS FOODS - Gloucester, Ontario  
Alfons Bach  
RUDOLPH'S SPECIALTY BAKERIES - Toronto, Ontario  
Bev Worth  
FAIRLEE FRUIT JUICE - Rexdale, Ontario  
Nino Younan

**SOLO CANADIAN FOOD SHOW      Seattle, WA      February 5**

**Contacts:**

BANNER PACKING LTD. - Toronto, Ontario  
Peter Flaxman  
FAIRLEE FRUIT JUICE - Rexdale, Ontario  
John Dimitropoulos  
KISKO PRODUCTS - Markham, Ontario  
Leslie Josephs  
MAPLE ORCHARD FARMS - Bracebridge, Ontario  
David Knappett  
NEILSON LIMITED - Toronto, Ontario  
Howard Bateman  
NUSTEF FOODS LTD. - Mississauga, Ontario  
Ces Nucci  
SHOAL LAKE WILD RICE LTD - Keewatin, Ontario  
Ben Ratiski  
STONE COUNTY SPECIALITIES - Don Mills, Ontario  
Syd Wayne  
SUN FOODS - Toronto, Ontario  
Harry Ha

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**INT'L FANCY FOOD & CONFECTION San Francisco, CA March 1 - 3**

**Contacts:**

SUMMERSWEET FINE FOODS - Richmond Hill, Ontario  
Steven Muchnik  
STONE COUNTY SPECIALITIES - Don Mills, Ontario  
Sydney Wayne

**SOUTHERN COUNTIES FOODSERVICE San Diego, CA March 8 - 9**

**Contacts:**

DAIRY FRESH PRODUCTS - Ontario, CA  
Cliff Tatro  
MISSION FOODS CORPORATION - Los Angeles, CA  
Herbert S. Bowden

**ARIZONA IN-STORE PROMOTION Arizona March 15 - 31**

**Contacts:**

ABCO MARKETS - Phoenix, Arizona  
Les Knox  
AULT COMPANY FOODS LTD - Etobicoke, Ontario  
Cam Emmons  
CHRISTIE BROWN & CO. - Etobicoke, Ontario  
Jim A. Harold  
CULINAR - Toronto, Ontario  
Harry Warnaar  
DARE FOODS LTD - Kitchener, Ontario  
Michael Thompson  
LABATT BREWING CO. LTD - Dana Point, CA  
Norman Boehm  
LINSEY FOODS LTD - Scarborough, Ontario  
Ed Firth  
MAPLE LEAF MILLS - Aitkin, Minnesota  
Chris Ratuski  
MAPLE ORCHARD FARMS - Bracebridge, Ontario  
David Knappett  
MARTLET IMPORTING CO. INC - Upland, CA  
Ron Bergoon  
RUDOLPH'S SPECIALTY BAKERIES - Toronto, Ontario  
George Paech  
SABLE & ROSENFELD FOODS - Toronto, Ontario  
Myra Sable  
SHOAL LAKE WILD RICE LTD. - Keewatin, Ontario  
Ben Ratuski  
SIENA FOODS LTD. - Toronto, Ontario  
Peter Meyer  
STONE COUNTY SPECIALTIES - Don Mills, Ontario  
Sydney Wayne  
SUMMERSWEET FINE FOODS - Richmond Hill, Ontario  
Steven Muchnik

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RETAIL BAKERS ASSOCIATION

Anaheim, CA

March 26

Contacts:

L & M BAKERS SUPPLY - Downsview, Ontario  
Sheba Grinhaus

DOUGH DELIGHT - Concord, Ontario  
Douglas Fleck

KISCO MANUFACTURING - Missississauga, Ontario  
Svend Kuhr

BAKELS - Litte Rock, Arkansas  
Kevin O' Reilly

Missions:

No Missions were scheduled during this time period.

Seminars/Special Projects:

IMAX PREMIERE OF "NIAGARA"

Los Angeles, CA

March 26

Mailings:

For Imax premiere of "Niagara" promotion: 80 invitations to local retailers, wholesalers, distributors and foodservice institutions.

**EVENTS OCTOBER 1991**

**Sept. 27 -  
October 3**

- APTA Conference, Toronto.**
- 8** Federal - provincial meeting hosted by British Columbia, Irvine, Orange County.
- National Ballet of Canada performance and reception at the Orange County Performing Arts Center in Costa Mesa. Orange County corporate leaders were invited as a trade promotion, co-hosted by the Ontario, Quebec, B.C. provincial offices along with the Canadian Consulate.
- 10** Rapid Transit District (RTD) meeting re unification.
- P.M. - Screening, "Meeting Venus" sponsored by BAFTA.
- 11** SCRRA Meeting re selection of operator for commuter rail system. Decision deferred.
- 13** Canadian Society Thanksgiving Dinner.
- 16** Luncheon hosted by Town Hall of California. Guest speaker: Mary Robinson, President of the Republic of Ireland.
- David Laventhol, Publisher of the Los Angeles Times & President of Timers Mirror, on "Behind the Year's Biggest Headlines" at the Biltmore Hotel, sponsored by Town Hall of California.
- P.M. - Business after Hours sponsored by the Los Angeles Area Chamber of Commerce held at Museum of Contemporary Art.
- 17** Afternoon meeting with Prof. Stephen Cohen, Berkeley Round Table on the International Economy, U.C. Berkeley.
- Canadian Matrix Series: Tony Urquhart Drawings & Sculpture exhibition at the Meridian Gallery, San Francisco. (Office provided assistance in organization of event).
- 19** International Art Critics Association sponsors a reading at the Ace Gallery, Beverly Hills.
- 21** CCCC Board of Directors Meeting re events planning. First meeting attended by new Quebec Delegee, Marcel Gilbert.

**OCTOBER EVENTS CONT'D**

- 22 Los Angeles World Affairs Council meeting with the Honourable Gavril K. Popov, Mayor of Moscow, in Century City.
- 23 Dinner, Arlene Sarner, screenwriter.
- 24 Lunch Robert Scheer, L.A. Times re Canadian political situation.
- P.M. - Hosted reception for Ricardo Sternberg, visiting poet from U of T, at poetry reading, UCLA.
- 27 "New Transportation For A New Century" Conference at Universal City. Sponsored by Los Angeles County Transportation Commission and California State Assembly Transportation Committee.
- 28 Transportation Conference at Universal City.
- P.M. Salon Canada - presentation by Native Canadian artist, Art Thompson. Held at the Consul General's residence. First official function hosted by new Consul General Reginald Dorrett.
- 29 Lunch meeting with Gwen Borrins regarding employment openings.
- 30 Luncheon meeting hosted by CCCC. Guest speaker: Thomas Stone, President, The Transportation Group, Inc. (TGI) U.S. subsidiary of Bombardier, Inc. held in Newport Beach.
- P.M. Attend Instrumentation Society of America trade show at the Anaheim Convention Center. Organized by Sheri Determan, MITT - L.A. Eleven Ontario exhibitors participated.

## EVENTS NOVEMBER

- 1 Reception at the Santa Monica Fred Segal " A Better Ecology". Opening of boutique by Robin Kay of Toronto (natural cotten clothing).
- 3 Dinner: Rubin Carson, Los Angeles Magazine. Screening of TV Movie "Deception - A Mother's Secret" written by Toronto screenwriter Sandy Stern.
- 4 A.M. - MITT staff meeting.  
  
Lunch meeting with Robert Scheer, L.A. Times and Narda Zachini, Editor, Orange County Edition re Canadian political situation.  
  
P.M. - Screening "Black Robe" sponsored by Alliance at Twentieth Century Fox Studios.
- 5 Federal-Provincial monthly meeting.
- 6 "The Changing Face of North America: Free Trade & Beyond". Guest speaker the Honorable Edward N. Ney, U.S. Ambassador to Canada.  
  
Reception, "L.A. Master Planner" (a publication which lists L.A. events for the year).
- 7 Welcome reception for new Consul General Reg Dorrett.
- 8 SCRRRA Groundbreaking ceremony for new commuter rail line. Included display showing UTDC rail cars and GM Diesel locomotive, representatives of both companies in attendance. Followed by meeting of SCRRRA to decide on selection of operator for the system. Decision deferred.  
  
43rd Annual Business Outlook Conference featuring: Jack Anderson columnist; Jack Valenti, President & CEO of the Motion Picture Association of America; Dr. Barry Asmus, Senior Economist for the National Center for Policy Analysis sponsored by the LAAC held at the Westin Bonaventure Hotel, Los Angeles.
- 9 Dinner, Martyn Burke.
- 9 - 10 Visit of Suanne Kelman, Globe & Mail.
- 12 Reception - Lieutenant Governor of Nevada.
- 13 Chamber of Commerce Board of Directors meeting.

13 Adweek reception & screening of award winning commercials.

14 Ecotech Conference, Monterey.

15 Dinner, Debra Scott.

16 Annual Maple Leaf Ball & Silent Auction.

18 Lunch meeting hosted by Town Hall. Guest speaker Cokie Roberts, Senior News Analyst National Public Radio on "Congress and Politics" at the Biltmore Hotel.

Meeting with Rodney Punt, City of Los Angeles Cultural Affairs Department to discuss proposed cultural exchanges between L.A. & Toronto,

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27

A.M. - Post Manager's meeting.

P.M. - Television interview at Diamond Tyme  
Communications at Century Cable, Los Angeles.

28

U.S. Thanksgiving.

## DECEMBER'S EVENTS

- 2 Sixth Annual Consular Corps Ball. Remarks by the Chairman, Los Angeles County Board of Supervisors, Chairman, Economic Development Corporation Los Angeles.
- 3 Federal/provincial meeting held in our office.  
Lunch: Reg Dorrett, Consul General.  
Evening: Peter Sussman, Atlantis Films, re setting up office in L.A.
- 4 Joint LACTC/SCRTD Meeting. Reorganization plan for merger of LACTC and SCRTD. Both organizations submitted their recommendations.
- 6 Luncheon held at CG's residence by Consul General Reg Dorrett and Joan Pennefather, Government Film Commissioner & Chairperson of the National Film Board to mark the 50th Anniversary of English Animation & the 25th Anniversary of French Animation at the National Film Board.  
P.M. -The National Film Board of Canada's Animation Festival. Held at the Academy of Motion Picture Arts & Sciences.
- 7 Dinner, Shirley Weinraub.
- 9 A.M. - MITT staff meeting.  
P.M. - Chamber of Commerce Board of Directors meeting held at our premises.
- 10 British Academy of Films & Television Arts (BAFTA) in association with Tri-Star Pictures hosted the reception and screening of the film "Hook".
- 12 A.M. - "RX for California's Health Care Crisis" seminar. Guest speaker Walter Zelman, Ph.D. Special Deputy, Health Insurance, California Department of Insurance.  
P.M. - 29th Annual Economic Development luncheon sponsored by the LAACC. Guest speaker, Bruce McNall, Owner, Los Angeles Kings and Toronto Argonauts.

**December cont'd**

- 13            **SCRRA Meeting: discussion of plans for commuter rail.**
- P.M. - guest of Narda Zacchino, L.A. Times, at Screening of movie "JFK".**
- 14            **Christmas Party at home of John Phillips (Manatt Phelps Rotherberg & Phillips) and Linda Douglass.**
- 15            **Staff Christmas Party hosted by Ray McCague at his residence.**
- 16            **Broadcast of TV interview with "Diamond Tyme News".**
- 21            **Reception held by Harry Sadler, British Consulate.**
- 23            **Lunch David Sternlicht, ABC-TV.**
- 29            **Hosted reception for LA media contacts and Canadian colleagues.**

## January Events

- 8 Canada California Chamber of Commerce Board of Directors' meeting, followed by the annual general meeting for the CCCC.
- 9 Co-hosted reception for "Canadian National Day" at the Palm Springs Film Festival. The two films from Canada were, "A Bullet in the Head" directed by Attila Bertalan and "Sam and Me" directed by Deepa Mehta.
- 11 Luncheon meeting with Paul Gratton, Executive Director, OFDC.
- P.M. - Co-hosted reception for the opening of Atlantis Film's office in Los Angeles. Over 400 people attended, including important industry & media representatives.
- 12 Reception at the home of Bill Stern, LA Weekly, in honour of Bill Hoffman, librettist for new opera "The Ghosts of Versailles".
- 14 Meeting with Dennis Geden, Art Gallery Director for WKP Kennedy Gallery, North Bay Art Centre, regarding possible art exhibition exchanges between California galleries and North Bay.
- Dinner with David Sternlicht, ABC-TV and Damian Lee of Rose & Ruby Productions, Toronto.
- 17 Meeting with Gayle Shulman re retail scene in L.A.
- 18 Dinner hosted by Arlene Sarner in honour of Gail Singer, in California for showing of her films at San Diego film festival.
- 20 Canadian Society annual general meeting and reception.
- 22 Attended meeting of LACTC re cancellation of contract with Sumitomo of Japan. LACTC adopted resolution in favour of 60% local content in future equipment procurements.
- Dinner in honour of USC and NAFTA participants.

**January cont'd**

- 23           **"United States/Mexico/Canada Free Trade Agreement: Its impact on California." One day conference at the Biltmore Hotel hosted by the Jesse M. Unruh Institute of Politics and the California Project, both at the University of Southern California. The conference examined the economic, social and political implications of a trilateral free-trade agreement. Professor John A. Hutcheson, Department of Social Sciences, York University and Professor Ricardo Grinspun, Department of Economics, York University were on the panels.**
- P.M. Screening and reception of animated shorts produced by Clifford Cohen titled AnimAction. Sponsored by Independent Feature Project/West.**
- P.M. Reception hosted by Barton Myers Associates for local planning and municipal affairs contacts. Attendees included Councillor Michael Woo.**
- 24           **Luncheon meeting with W. Scott Walker, Ph.D., Senior Vice President, Office of the Chairman, Hughes Aircraft Company at their facility.**
- 25           **Toronto Dance Theatre at Palm Springs Desert Museum.**
- 27           **Lunch Jon Slan, Paragon Films.**
- 28           **CCCC Board of Directors' Meeting.**
- PM - Dinner, Nancy Bechner of Carlsmith, Ball.**

## **FEBRUARY EVENTS**

- 3**           **A.M. - MITT staff meeting.**
- Lunch: John Phillips, California Common Cause, re transportation issues including proposal for California TGV.**
- 4**           **Federal/provincial meeting.**
- P.M. - Managers meeting re promotional event in March.**
- 6**           **Lunch meeting with Ella Williams - President, Aegir re minority subcontractors on LA procurements. Robin Jepsen also in attendance.**
- P.M. - meeting with Sandra Johnson, OFDC re location promotion.**
- 7**           **Annual Canadian Alumni Universities Dinner in San Francisco hosted by the Canadian American Chamber of Commerce. Guest speaker Laurier La Pierre.**
- 8**           **Dinner - Claudia Luther (LA Times).**
- 10**          **MITT staff meeting.**
- 11**          **Moros Studio art exhibition in Santa Monica.**
- 12**          **Exhibition and reception for "French and Italian Art in Los Angeles" at the Salander-O'Reilly Galleries, Inc., Beverly Hills.**
- P.M. - Dinner Monica Parker, Canadian Academy.**
- 13**          **UCLA Film and Television Archive "In Collaboration: The Films of Frank and Ravetch" at UCLA.**
- 16**          **Dinner - Bob Scheer, Narda Zacchino (L.A. Times), Oliver Stone.**
- 18**          **MITT staff meeting.**
- Luncheon meeting - David McNamara, San Francisco Consulate.**
- 19**          **Michael Snow's exhibition and reception at the San Francisco Museum of Modern Art.**
- P.M. - Dinner with Daniel del Solar, General Manager of the radio station KALW 91.7 FM.**

**February events cont'd**

- 20            **Breakfast meeting with Roberta Orlando, Independent film producer.**
- Dinner, Jonathan Lynn, Film Director.**
- 23            **Brunch at my residence for local media and cultural contacts.**
- 24            **MITT staff meeting.**
- Dinner Bill Stern, LA Weekly.**
- 25            **Canada California Chamber of Commerce Board of Directors' meeting, re events for upcoming year.**
- P.M. - Dinner for John Ciaccia, Quebec's Minister of International Affairs.**
- 26            **Luncheon hosted by the CCCC. Guest speaker John Ciaccia discussed "Quebec Free Trade and the Constitutional Debate" at the Biltmore Hotel.**
- Dinner, Helga Stephenson, Cinemathèque Ontario.**
- 27            **Lunch meeting with Gerry Johnston, Assistant Deputy Minister, Ministry of Transportation.**
- Meeting with G. Johnston and R. Stanger, Los Angeles Country Transportation Commission to discuss transfer of Bilevel coach contract from UTDC to Bombardier.**
- Press conference announcing the 1992 Playboy Jazz Festival line-up including the Ontario band "Manteca".**
- P.M. - Reception hosted by Quebec Government Film and TV Office to introduce the new guide to shooting in Quebec.**
- 28            **Dinner, Ted & Laifun Kotcheff.**

## March Events

- 1 - 7 Visit of Helga Stephenson, Director, Toronto Film Festival to American Film Market in Santa Monica.
- 2 Briefing re new computer program "Opportunity Management System" with Eion Gomes and Bill Dauphinee, and all Los Angeles staff.
- P.M. Astral Communications reception for attendees at 1992 American Film Market.
- 3 "Location Expo" in Santa Monica, trade show for movie locations. For the first time, all Canadian exhibitors were grouped together in a "Welcome to Canada" section of show.
- P.M. - Screening at Beverly Connection.
- 4 Luncheon at the Biltmore Hotel with guest speaker Barbara McDougall, Secretary of State for External Affairs.
- P.M. Reception hosted by Barbara McDougall and the Film Commissioners from all Canadian jurisdictions, in connection with American Film Market and Location Expo.
- 5 Federal/provincial meeting.
- P.M. Luncheon meeting with Jack Burby and Janny Scott, Medical Writers, Los Angeles Times re Canadian health care issues.
- Meeting with Lynn Kirst, Director South West Museum re museum's Spirit Mountain Gala honouring Graham Greene. Visit included tour of Museum.
- 6 Meeting with Paul Gratton, Executive Director OFDC, re planning for new OFDC staff person in Los Angeles.
- Meeting with Naish McHugh, Film Commissioner and David Plant, Film Liaison Coordinator City of Toronto.
- Dinner with Helga Stephenson and Linda Beath.
- 9 - 20 Vacation.

**March cont'd**

- 21 Mountain Spirit Gala, fundraising event for South West Museum at the Beverly Hilton Hotel. Guest of honour Graham Greene. Letter of congratulations from the Premier was included in the souvenir programme.
- 23 MITT staff meeting.  
  
P.M. - Meeting with Reg Dorrett, Consul General, CCG-LA; Marcel Gilbert, Québec Delegation re transit procurement policy in Southern California.
- 24 Westec Show, LA Convention Center, 5 Ontario companies exhibiting.
- 25 Dinner meeting with Los Angeles Times Editorial Page writers Thomas Plate, Editor of the Editorial Pages and Janet Clayton, Assistant Editor of the Editorial Pages, hosted by Town Hall of California.
- 26 Trade and investment promotion première showing of IMAX film "Niagara Falls: Miracles, Myths and Magic" audience of over 200 people. A joint project of all L.A. based ministries.
- 27 Meeting with Ian Birnie, MCC re cultural activities in the U.S.
- 28 Santa Barbara International Film Festival's Tribute to Canadian Film "Made in Canada". Screening and reception held at the Santa Barbara Sheraton hotel.
- 29 Reception for the Canadian Nominees for the 1991 Academy Awards sponsored by the National Film Board of Canada, The Academy of Canadian Cinema and Television, Telefilm Canada.
- 30 64th Academy Awards, at Dorothy Chandler Pavilion. Guest of Narda Zacchino, Associate Editor, LA Times.



Government  
of Ontario  
Canada

Ministry of  
Industry, Trade  
and Technology

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**JUSTICE DEPARTMENT REPORT  
BOSTON OFFICE ACTIVITY  
October 1991 through March 1992**

**October 1991**

**Major Activities:**

As has been the case for the previous three years, the Boston Office sponsored a Venture Capital Seminar in Boston on October 23. CEO's from nine Ontario high technology growth firms and Innovation Ontario made presentations. There were approximately 50 representatives from the New England venture capital community in attendance.

On October 24, the Boston Office, along with the Canadian Consulate in Boston assisted Canadian companies coming to Boston to participate in an Electronics Security Marketing Symposium hosted by the United States Air Force at Hanscom Air Force Base. Fourteen Ontario firms attended.

**November 1991**

**Major Activities:**

The month began with the Boston office staging a first time Ontario Design Show, November 7. A dozen Ontario art designers provided pieces for a show held at a local art gallery in Boston. With support from the Ontario and Boston design communities, the Ministry of Culture and Communication, and the New York Office the show and reception were a great success.

The Boston office supported the IIDEX Show in Toronto, November 21 -23. Six firms in New England were chosen to participate in the Incoming Buyers Mission and traveled to Toronto to attend the show.

In November we also hosted a Electronics Components Mission in Boston, the 25 - 27. Twelve Ontario electronics firms participated in a Product Presentation Breakfast with some 75 Boston buyers and manufacturers's representatives in attendance and on-site visits to local electronics firms, including United Technologies and Bull HN Business Systems.

The Minister of Industry Trade & Technology, Ed Philip, visited Boston on November 22 for meetings with the CFO of Lotus Development Corporation, two Vice Presidents of United Engineers (a Raytheon subsidiary), the Massachusetts Secretary of Economic Affairs, Dan Gregory, and the CEO of the International Space University, Todd Hawley. The Minister also granted an interview to Mark Clayton, Business Writer for the Christian Science Monitor and gave a speech to the Association of Canadian Studies in the United States Bi-Annual Meeting.

#### December 1991

##### Major Activities:

Due to holiday scheduling, no major activities were planned for December. Most of the month was spent following up on previous events' results and planning ahead for activities to take place in the last quarter of fiscal 91/92.

#### January 1992

##### Major Activities:

The Boston office again participated at the New England Lumbermen's Association Convention, January 9 -11. Ten Ontario firms had booth space. All Ontario firms found the show productive and useful, and several of the firms have had significant sales as a result of the contacts made at the show.

During the Fall of 1991, the Boston office was in the midst of having a Medical Market Study of New England produced by an outside research company. The research study was the focus of a Biomedical Marketing Seminar held in Toronto on January 15. 35 Ontario companies were in attendance.

#### February 1992

##### Major Activities:

The one major event this month was the Boston office's participation in the National Association of the Remodeling Industry (NARI) Exhibition. Eight Ontario companies took booth space in the show, held February 27 - 29.

**March 1992**

**Major Activities:**

The Boston office held its annual Software Mission on March 3 - 5. This mission consisted of a Product Presentation Breakfast held for purchasing agents, manufacturers representatives and VARS and on-site visits to major computer companies in the Boston area including, Digital Equipment Corporation, Hewlett Packard, and IBM. This year an investment component was added, a Software Strategic Alliance Seminar, jointly sponsored with the Massachusetts Office of International Trade. This was a dinner symposium that was attended by close to 150 people from the venture capital community, local state government, Ontario and Federal governments, and Innovation Ontario.

## SEMI ANNUAL JUSTICE DEPARTMENT REPORT

### ATLANTA ACTIVITY

#### ACTIVITY SCHEDULE

- 7 Ontario companies sponsored by MITT exhibited in Southpack'91 in Atlanta.
- Technical & Business Expo and Symposium in Huntsville, AL - May 13-16/91. Joint program with Atlanta Canadian consulate.
- Our office and the Atlanta Consulate have jointly supported companies at the TABES (Technical & Business Exhibition and Symposium) in Huntsville, AL.
- Four Ontario suppliers of Unix software applications shared the Ontario exhibit at the USENIX Technical Conference and Exhibition in Nashville, TN.
- Participated in CUE II (Canada/US Environment Expo) in Raleigh, NC. Fifteen (15) Ontario companies were involved.
- S.E.T.A. Five Ontario companies exhibited at Southeast Telecom Assn. Show in Nashville.

#### INDUSTRIAL

- BOM Ft. Lauderdale - May7-9/91.
- Held video teleconference between Knoxville/Oak Ridge TN and Ontario highlighting advanced ceramic materials, nuclear waste disposal and robotics. 15 companies participated.
- BOM held in Atlanta, September 10-11, 1991.

10/25/91

## SEMI ANNUAL JUSTICE DEPARTMENT REPORT

### ATLANTA ACTIVITY

#### ACTIVITY SCHEDULE

- Held very successful PowerGen'91 trade show. Nine Ontario companies exhibited.
- Actively participated in Southcon'92. Twelve Ontario companies participated recording an unusually high percentage of qualified leads.
- Participated in TAPPI (Technical Assoc. Pulp & Paper) with consulate. Over 200 Canadians attended with 17 Ontario firms exhibiting.

#### INDUSTRIAL

- BOM's were conducted in Greenville and Greensboro, SC and Tampa, FL with a number of good leads resulting.

April 14, 1992

## **DALLAS OFFICE ACTIVITIES**

**October 1, 1991 - March 31, 1992**

### **Major Activities - October 1991**

**Total Sales - \$10,283,000**  
**Agents Appointed - 3**  
**Companies Assisted - 41**

#### **Highlights:**

**Society of Petroleum Engineers, Dallas, Texas.** We had an information booth during the exhibition. Also we cosponsored with the Canadian Consulate (Dallas) a business reception for agents and distributors. The reception was a great success.

**Texas Small Business Conference, Austin, Texas.** We exhibited at the request of the Austin Chamber of Commerce. We had an information booth and distributed information regarding investing in Ontario.

**Texas Association of Business, El Paso, Texas.** We had an information booth and distributed information on investing in Ontario.

### **Major Activities - November 1991**

**Total Sales - \$1,155,000**  
**Agents Appointed - 1**  
**Companies Assisted - 25**

#### **Highlights:**

**Scantech, Dallas, Texas.** Eight Ontario companies exhibited under our booth.

**Society of Exploration Geophysicists, Houston, Texas.** Staffed an information booth during show. Also we cosponsored with the Government of Alberta a business reception for agents and distributors.

**DALLAS OFFICE ACTIVITIES**  
October 1, 1991 - March 31, 1992  
Page 2

**Major Activities - December 1991**

Total Sales - \$13,384,800  
Agents Appointed - 0  
Companies Assisted - 17

**Highlights:**

International Work Boat Show, New Orleans, Louisiana.  
Staffed an information booth with the Canadian Consulate.

Business Opportunity Mission, Kansas City, Kansas. We held a business reception and held meetings with Kansas City area business representatives to discuss potential joint venture, licensing and strategic alliances with Ontario companies.

**Major Activities - January 1992**

Total Sales - \$10,194,100  
Agents Appointed - 3  
Companies Assisted - 13

**Highlights:**

Texas State Chamber Annual Meeting, Austin, Texas. We sponsored a speaker from Toronto for the keynote address at this annual meeting. Approximately 500 Texas businessmen were in attendance.

Association of General Contractors, Dallas, Texas.  
Seven Ontario companies exhibited under our booth.

**DALLAS OFFICE ACTIVITIES**

October 1, 1991 - March 31, 1992

Page 3

**Major Activities - February 1992**

Total Sales - \$25,000  
Agents Appointed - 62  
Companies Assisted - 16

**Highlights:**

Business Opportunity Mission, San Antonio, Texas. We held a business reception and meetings with San Antonio area business representatives to discuss potential joint venture, licensing and strategic alliances with Ontario companies.

**Major Activities - March 1992**

Total Sales - \$9,620,900  
Agents Appointed - 14  
Companies Assisted - 40

1 Branch Plant - Rail-Tex, San Antonio, Texas

**Highlights:**

Super Conducting Super Collider Symposium, New Orleans, Louisiana. Nine Ontario companies exhibited under our booth.

Texas Gulf Coast Petrochemical Equipment Suppliers Mission, Houston area & Beaumont, Texas. We hosted a business reception for eight Ontario companies and 20 Texas distributors and manufacturer representatives. We also participated, through product exhibition, in the Houston Area Purchasing Managers Association trade show in Pasadena. These same eight Ontario companies later met with several buyers and purchasing office representatives in the Houston/Beaumont area.

Albuquerque Business Fair, Albuquerque, New Mexico. We were invited to exhibit in this business trade fair by the Albuquerque Chamber of Commerce. Exhibit was to promote joint venture and licensing opportunities with Ontario companies. While at the trade fair, Peter McDonald was invited to speak on International Trade.

**DALLAS OFFICE ACTIVITIES**

**October 1, 1991 - March 31, 1992**

**Page 4**

**Major Activities - March 1992 (continued)**

**Business Opportunity Mission, Texarkana, Texas. We held a business reception and meetings with Texarkana area business representatives to discuss potential joint venture, licensing and strategic alliances with Ontario companies.**

**Borderland Trade Show, El Paso, Texas. 14 Ontario companies exhibited under our booth space.**

**Entelec '92, Dallas, Texas. Four Ontario companies exhibited under our booth space.**

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

*OMAF - OCT/91  
TO March/92*

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

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
IFT Regional Show 11/6/91 Chicago, IL	Four companies recruited for the show. 5 booths reserved. OMAF will have an information booth.	Arrange transportation of samples and participants.	November, 1991

**Upcoming Events - November/December/January**

**November**

- Audit- I.F.T. Regional Show, Minneapolis, MN.
- Audit- Private Label Show, Chicago, IL.
- I.F.T. Regional Show, Chicago, IL.

**December**

- 92/93 Planning Meeting
- Territory Reconnaissance

**January**

- Territory Reconnaissance

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

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

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
I.F.T. Regional Show 11/6/91 Chicago, IL	Four Co.'s participated. Multifoods, Canada Packers, M/G Enterprises & Shoal Lake. OMAF had an information booth. Participants were very pleased with opportunities presented.	Submit final report	January 1991
I.F.T. Convention 6/92 New Orleans	On 11/7 booth selection took place. OMAF requested 4 booth island site. Site obtained in excellent location. We are in mainstream.	Submit budget for management approval. Recruit participants. Submit final booth payment.	June 1992
FMI Convention 5/92 Chicago, IL	Final booth payment due 1/2/92	Submit budget for management approval. Recruit participants	May 1992

**Show Audits**  
Private Label Convention 11/18-19/91  
Chicago, IL

Upcoming Events - December/January/February

December  
92/93 Planning Meeting  
Territory Reconnaissance

January  
Territory Reconnaissance

February  
Territory Reconnaissance

**Company Assistance Provided**

**Brian Veerman**

**C. Yan Stalduinen**

**Information on Chicago Market i.e. brokers, distributors, retailers, wholesalers, etc.**

**Ted Dzialowski**

**Marbriht Foods**

**Market information for Cleveland, Detroit, Grand Rapids, and Chicago.**

**Juice pricing for the Chicago market.**

**Anthony Cericola**

**Morrison Lamothe Fine Foods**

**Market information for Cleveland, Detroit, Grand Rapids and Chicago Markets**

**David Thomas**

**Jan Mealy**

**Canadian Springs**

**Market information for Cleveland, Detroit, Grand Rapids and Chicago Markets**

**Leanne Literski**

**Fairlee Fruit Juice, Ltd.**

**Food service distributors for Illinois, Ohio, Wisconsin and Minnesota**

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: December 1991

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
FMI 5/92 Chicago, IL	Final booth payment due 1/2/92	Submit budget for management approval Recruit participants Contract for housing Contract booth	May 1992
I.F.T. Convention 6/92 New Orleans	Submit budget for management approval Recruit participants Submit final booth space payment	Submit rooming requests Quote for skyline display modification Develop direct mail piece	June 1992

Show Audits

None

Upcoming Events - January/February/March

January  
Territory Reconnaissance

February  
Territory Reconnaissance

March  
Territory Reconnaissance

Company Assistance Provided

Bill Allen

Chicago Almond, Inc.

Information on Alpha Candies. Interested in becoming U.S. Distributor

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: January 1992

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
National Stock Show 1/8-20/92 Denver, CO.	Show successfully completed \$ results being tabulated	Submit Final Report	February 1992
Trade Mission 4/92 Milwaukee, WI.	Initial approval by management Recon. meeting facilities week of 1/27/92 Submit budget for management approval	Contract meeting & room facilities Recruit participants Recruit speaker Arrange store tour	March 1992
Private Label Seminar 4/92 Toronto, Ont.	Initial approval by management Recommend meeting facilities Submit budget for management approval	Recruit speakers Contract meeting and room facilities Recruit participants	March 1992
FMI 5/92 Chicago, IL.	Submit budget for management approval Housing & meeting facilities contracted Booth contracted Direct Mail piece in design	Recruit participants Finalize meeting requirements Approve direct mail piece Contract models	March 1992
I.F.T. Convention 6/92 New Orleans	Submit budget for management approval Recruit participants Direct Mail price in design Receive quote for booth modification	Submit rooming requests Approve direct mail piece	March 1992
Show Audits			
None			

Upcoming Events - February/March/April

**February**

Territory Reconnaissance

Audit Gift, Cheese & Specialty Food Show, Milwaukee, WI.

**March**  
Territory Reconnaissance  
Audit WI. Hospitality Expo  
Audit International Gift Basket Show, Rosemont, IL.

**April**

Trade Mission, Milwaukee, WI.  
Private Label Seminar, Toronto

**Company Assistance Provided**

Don Kennedy  
Bright Wines  
Information on IL. Wine & Spirits Distributors

Joseph D. Hamel  
H&S Associates, Inc.  
Gave current Industrial Sales Directory

Daniel Serebour  
Vance Foods Co.  
Gave current Industrial Sales Directory

Rick Broz  
Life Wise Ingredients, Inc.  
Gave current Industrial Sales Directory

Jerry Vasek  
Tinker Chemical, Inc.  
Gave current Industrial Sales Directory

Ernest B. Norman Jr., CPA  
InfFood Corporation  
Gave current Industrial Sales Directory

Leanne Lierski  
Fairlee Fruit Juice, Ltd.  
Gave copy of Food Service Distributors for states of Missouri and Michigan

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
I.F.T. Convention 6/92 New Orleans, LA.	Show budget approved. Direct mail piece approved. Direct Mail list in development. Receive quote for booth modification. 4 companies participating. Housing request forms submitted. Receive quote for booth modification. Program listings in development.	Approve booth modifications & costs. Investigate pricing for preshow Advertisement. Order Exhibit services. Submit participants registration forms.	March 1992

Show Audits

Gift, Cheese & Specialty Food Expo, Milwaukee, WI.  
 Wisconsin Hospitality Expo, Milwaukee, WI.

Upcoming Events - April/May/June

April

Territory Reconnaissance

Audit Petroleum Dealers Show, Chicago, IL.  
 Audit International Gift Basket Show, Chicago, IL.  
 Meet with perspective speakers for Private Label Seminar

May

F.M.I. Convention, Chicago, IL.  
 Audit N.R.A. Convention, Chicago, IL.

June

Private Label Seminar, Toronto, Ont.  
 I.F.T. Convention, New Orleans, La.

Company Assistance Provided

Russ Hopkins

The Beverage Network

Information on Ontario Producers of Juices and Waters.

Peter Hceper

Hornel Intl. Inc.

Interested in Licensing arrangement. Sent Directory of Exporters and Copied BDU.

Ferruccio Rizzo

Sunlike Juice

Requested information concerning N.R.A. Show and Foodservice Distributors Beverage & Dairy Show. and Cott Beverage. Potential dollar volume  
Sent information on Associations and Canadian Consulate.

Meetings

Government of Quebec

Chicago, Il.

Met With Ag & Food Trade Officer to review 1992/93 Marketing Plans.

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: February 1992

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
Trade Mission 4/92 Milwaukee, WI.	Meeting site selected. Speaker selected. Part of store tour arranged.	Postponed until 1/93	
Private Label Seminar 4/92 Toronto, Ont.	Postponed. Date undecided. Possible BDU joint project.		
F.M.I. Convention 5/92 Chicago, IL.	Budget approved. Direct mail piece in design. Recruitment letter sent. Received exhibitor service kit.	Finalize meeting requirements. Approve direct mail piece. Contract models. Order exhibit services. Purchase direct mail list.	April 1992
I.F.T. Convention 6/92 New Orleans, LA.	Submit budget for management approval. Direct mail piece in design. Receive quote for booth modification.	Recruit participants. Submit housing requests. Approve direct mail piece.	March 1992
<b>Show Audits</b>			
None			
<b>Upcoming Events - March/April/May</b>			
<b>March</b>			
Territory Reconnaissance			
Audit Wisconsin Hospitality Expo, Milwaukee, WI.			
Audit International Gift Basket Show, Chicago, IL.			
<b>April</b>			
Territory Reconnaissance			

May  
F.M.I. Convention, Chicago, IL.  
Audit N.R.A. Convention, Chicago, IL.

Company Assistance Provided

Ferruccio Rizzo  
Sunlike Juice

Information on IL & MI Distributors & Brokers

Lanny Scholes  
Contract Testing

Listing of all Food Manufacturers in U.S.

Tony Pallante  
Cott Beverage

Interest expressed by Beer Distributors in Wisconsin for canned flavored water source. Set up and attended meeting between Domanik Distributors and Cott Beverage. Potential dollar volume 1-4 Million.

Meetings

Domanik Distributors  
Racine WI

Met with G.M. & President to discuss flavored water needs. Meeting with Cott Beverage resulted from initial meeting.

I.F.T.  
Chicago, IL.

Met with advertising & convention personnel to discuss convention participation. Reviewing merit to insert basic advertising in pre-show issue.

Blane/Canada Ltd.  
Chicago, IL.

Consulting firm with primary interests in investment programs. Information to be forwarded to BDU.

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

**NAME: THOMAS J. BRUSH**

**OFFICE: CHICAGO - CENTRAL REGION**

**DATE: March 1992**

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
Trade Mission 4/92 Milwaukee, WI.	Meeting site selected. Speaker selected. Part of store tour arranged.	Postponed until 1/93	
Private Label Seminar 6/92 Toronto, Ont.	Tentatively planned for the 3rd week in June. Limited involvement by BDU.	Confirm Seminar date. Invite Speakers and arrange travel. Send Recruitment letter. Confirm Program format. Contract Toronto meeting space.	
F.M.I. Convention 5/92 Chicago, Il.	7 companies participating. 3 companies 1st time participants. D.M. list purchased. D.M. piece approved. Models contracted. Uniform rented. Participants registered. Hotel accommodations contracted. Program listings submitted. F.M.I. client matching service offered to participating companies. Booth design approved and I&D company contracted. Company's camera ready art for logo's in house.	Order Exhibit Services Send Housing Requirement forms. Send Direct Mail pieces to attendees.	April 1992

MTR - OCT/91 TO March/92

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 1991

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results</li> <li>Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets</li> </ul>	<p>Pending</p> <p>Pending</p> <p>Pending</p>	<p>Continued program development and communications with AAA IL/IN regarding new Theatre Tour, Stratford/Shaw/Toronto Roy Leonard, WGN Radio Host &amp; Writer for Home &amp; Away Magazine will promote new tour for 1992. Began annual telephone follow-up of all key accounts to review all published tour departures to verify actual tour departures for year end summary report. Continued communication with following group operators in packaging group tour products:</p> <ul style="list-style-type: none"> <li>Group Travel Designers</li> <li>Munsen's Discovery</li> <li>Elite Travel</li> <li>Mayflower Tours</li> <li>Imperial Travel</li> <li>Continued communications with Addison Talman ITSB re: printing problems with KATS system</li> <li>Shockey Tours</li> <li>Oasis Tickets and Tours</li> <li>Ambassadair</li> <li>Johnson Travel Consultant</li> </ul>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Weggeman</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: OCT 1991

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<u>Ongoing Priorities</u>			
<ul style="list-style-type: none"> <li>To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product</li> </ul>	10-25-91	Completed Johnson Travel Consultants Thunder Bay Fam Oct. 23-25, 1991. Farm tour product to be promoted on a cost share basis for 1992.	Rezny
<ul style="list-style-type: none"> <li>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)</li> </ul>	11-5-91	Completed arrangements for Group Travel Designers, Shockley Tours, Oasis Tickets and Tours, and Elite Travel for Nov. 7-10 and Nov. 15-17 Fam tours and site inspections. Media visits from Cincinnati & Indianapolis being handled by Tracey Arrial, MOST Coordinator. Developing with NOMTA Northern Ontario Native Tourism Assn. a retail travel/consumer fishing show to be held in St. Paul, MN Dec. 11-12, 1991. Participation as exhibitor being considered.	Rezny
<ul style="list-style-type: none"> <li>Other activities</li> </ul>	Pending	Confirmed arrangements to participate at MC & IT reception and Canada Travel Presentation with CCG-Minneapolis 12/5/91.	Rezny
<ul style="list-style-type: none"> <li>Other activities</li> </ul>	Pending	Continued discussions with Mayflower Tours proposed 1992 Spring Group Leaders Sault Ste. Marie Fam Tour	Rezny
<u>New Initiatives</u>			

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: Oct 1991

**OFFICE:**

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>• To encourage Wholesalers and Tour Operators to include new product their packages.</li> <li>• To communicate new product information to the travel trade.</li> <li>• To provide seminars (with partners) to selected elements of the tourism industry.</li> <li>• To engage in cost-sharing and related promotional activities with partners in the development of new/reviced products and tours to Ontario.</li> </ul>	<p>10-11-91  10-11-91  10-10-91</p>	<p>Developing with Ambassadorair Vacations new Minaki Lodge Tour (Fly) on cost-share basis . Program to run 3 nights at lodge; projected revenue \$76,500.00 U.S. All details regarding customs clearance at Kenora Airport to be worked out by Chicago Office and Steve Courtney, MTR Kenora</p> <p>Personal presentation to Imperial Travel, Lafayette, IN to develop and promote on a cost share basis new Toronto/N.F. tours. In addition, discussing new fly/rail tour for 1992.</p> <p>Developed and participated with the Windsor/Chatham V &amp; CB in Indianapolis, IN with Oasis Tickets and Tours. Promoted new Heritage tour with film presentation and reception. In attendance were 36 Indianapolis Public School Teachers and Administrators. Invitations were also extended for guests to attend Nov. 15-17, 1991 Heritage Tour Fam</p>	<p>Rezny  Rezny  Rezny</p>
<p><b>New Initiatives</b></p>			

Comments/Early Warning/Unexpected Activity

3 of 5

**MONTHLY REPORT**

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

**OFFICE:**  
International Travel Trade  
For Period Ending: Oct 1991

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>• Advertising</li> <li>• Public Relations</li> <li>• M.O.S.T.</li> </ul>	<p>Pending</p> <p>Completed</p>	<p>Continued video program Windsor African-American Heritage Tour Filming Schedule with producer of SCTN. All arrangements completed for crew and shooting production for NOV. 14-17, 1991.</p> <p>Completed with Air Canada on a cost share basis a promotional mailing to 3,500 major corporations, promoting Toronto "Winter Happenings" and the new daily flight (5) Chicago/Toronto.</p>	<p>Rezny/Weggeman</p> <p>Rezny</p>
<p><b>New Initiatives</b></p>			

Comments/Early Warning/Unexpected Activity

ACTIVITY: Corporate Planning/Administration

MONTHLY REPORT

Travel Trade and Convention Services  
for the period Ending: OCT. 1991

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> <li>To provide input into the Branch Marketing and Human Resources Plans</li> <li>To develop and implement the office operations and Human Resources Plan</li> <li>To co-ordinate and communicate international marketing/operations plans</li> <li>To seek potential corporate activities in international offices</li> <li>To administer international budgets</li> <li>To produce an office International Monthly Report for Head Office</li> <li>To provide coordination for Deputy Minister International Relations Task Group &amp; Corporate Activities ie. Premier's/Minister's Missions.</li> </ul>	<p>10-15-91</p>	<p>Completed for OMTR Advertising &amp; Promotion section research on all outdoor/adventure/fishing shows to be held in Chicago in 1992. Completed research for OMTR Travel Trade list of inbound tour operators that have potential to develop tours into Ontario. Completed preliminary market/operational plan for Intl. Marketing meeting Completed monthly office report Completed for OMTR Travel Trade "Key Account" summary of dollar value for 1990 profile. Participated at MTR Toronto Marketing Meetings Oct.7-8th</p> <p>Developing with NONTA representative and the Chicago Tribune/Fishing Facts magazine a 1992 MOST Fishing trip</p> <p>Met with two representatives of Festival Country &amp; Hamilton VCB. Reviewed in great detail the OMTR regional office sales and promotional activities.</p>	<p>Rezny Rezny Rezny Rezny Rezny 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 Period Ending: November 1991

OFFICE: CHICAGO

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results</li> <li>Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets</li> </ul>	<p>11/17/91</p>	<p>Completed African American Heritage Tour Program launch including MOST Media Fam Tour, Group Leaders and School Administrators Fam Tours. November 7-10th personally escorted media and the following group tour operators' staff:</p> <ul style="list-style-type: none"> <li>Oasis Tickets and Tours</li> <li>Elite Travel Service</li> <li>Shockey Tours</li> <li>Group Travel Designers</li> </ul> <p>Also escorted groups November 15-17th from Cincinnati and Indianapolis on Second African American Heritage Fam Tour working with Elite and Oasis Tours.</p> <p>During these fam tours the following total number of guests were:</p> <ul style="list-style-type: none"> <li>Four Group Tour Operator Companies</li> <li>Eight National &amp; Regional media representatives</li> <li>Eighty-six Public School Administrators/Group Leaders</li> </ul> <p>Also during the period of November 14-17th, I escorted the SCTM Cable Network Television Crew in producing a Travel/Sales Promotional Film focusing on the history of the Southwestern Ontario Travel region and the African American Heritage Tour.</p> <p>Continued follow-up with each operator to assist them in sales and promotional efforts has begun; future fam tour development, brochure production, presentations for group leaders and school administrators.</p>	<p>Rezny Weggeman</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: November 1991

OFFICE: CHICAGO

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> <li>To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product</li> <li>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)</li> <li>Other activities</li> </ul>	<p>Pending</p> <p>Pending</p> <p>Pending</p> <p>Completed Nov. 20th</p> <p>Completed</p>	<p>As previously reported, developing with three tour companies to promote the African American Heritage Tour with a group leaders/school administrators Spring 1992 Fam tour to Windsor and Chatham. Companies are Elite Travel, Oasis Tickets and Tours, and Group Travel Designers.</p> <p>Completed all details to participate as exhibitor at NONTA Northern Ontario Native Tourism Assoc. Retail Travel Agents Incentive Meeting Planners and Consumer Fishing Show in St. Paul, MN Dec. 11-12, 1991.</p> <p>Also confirmed participation at CCG-Minneapolis promotion for Travel Trade, MC &amp; IT for Dec. 12, 1991.</p> <p>Continued discussion with Mayflower Tours; proposed 1992 Spring Group Leaders Sault Ste. Marie Fam Tour</p> <p>Training for R &amp; R Report Writer Program for use with KATS program</p> <p>Information requests for PST and tourism literature for Operators, Travel Agents, Consumers</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Weggeman</p> <p>Weggeman</p>
<p><u>New Initiatives</u></p>			

Comments/Early Warning/Unexpected Activity

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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: November 1991

OFFICE: CHICAGO

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> <li>To encourage Wholesalers and Tour Operators to include new product their packages.</li> <li>To communicate new product information to the travel trade.</li> <li>To provide seminars (with partners) to selected elements of the tourism industry.</li> <li>To engage in cost-sharing and related promotional activities with partners in the development of new/revised products and tours to Ontario.</li> </ul>	<p>Pending</p>	<p>Developed and confirmed with Mayflower Tours new Oktoberfest tour to London/Kitchener for 1992. Three scheduled departures with a forecasted value of \$76,500 in tourism revenue. Note: A cost share application is being prepared and forwarded for approval to support this new tour.</p> <p>Continued new program development with AAA IL/IN regarding Theatre Tour, Stratford/Shaw/Toronto with Roy Leonard, WGN Radio Host/Writer, Home and Away Magazine. Note: I am going to propose that we develop a series of tours May-September 1992 on a cost share basis, and further details will be available in December.</p> <p>Continued communications (telephone) with the following group tour operators in developing new tour products:</p> <ul style="list-style-type: none"> <li>Imperial Travel</li> <li>Munsen's Discovery</li> <li>Johnson Travel Consultants</li> <li>Ambassadair</li> </ul>	<p>Rezny</p>
<p><u>New Initiatives</u></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: November 1991

OFFICE: CHICAGO

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> <li>• Advertising</li> <li>• Public Relations</li> <li>• M.O.S.T.</li> </ul>	<p>Pending</p> <p>11/17/91</p>	<p>Met with Michael Michaelson, Editor &amp; Publisher of National Bestseller Corporation which publishes "Best of the Best" travel book. Will be doing future stories on Toronto, and further details of MOST visit to follow.</p> <p>Completed filming for African American Heritage Tour, as mentioned previously, with SCTM film crew.</p>	<p>Rezny</p>
<p><u>New Initiatives</u></p>			

Comments/Early Warning/Unexpected Activity

Travel Trade and Convention Services  
For the Period Ending: November 1991

OFFICE: CHICAGO

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>• To provide input into the Branch Marketing and Human Resources Plans</li> <li>• To develop and implement the office operations and Human Resources Plan</li> <li>• To co-ordinate and communicate international marketing/operations plans</li> <li>• To seek potential corporate activities in international offices</li> <li>• To administer international budgets</li> <li>• To produce an office International Monthly Report for Head Office</li> <li>• To provide coordination for Deputy Minister International Relations Task Group &amp; Corporate Activities ie. Premier's/Minister's Missions.</li> </ul>		<p>Completed research for OMTA for complete update of motor-coach operators for publication in new directory</p> <p>Continued preliminary market/operational plan for 1992/93</p> <p>Completed November 1991 Monthly Report</p> <p>Met with Sales Representative, Four Season Hotel, Toronto " " " " Hotel Inter Continental "</p> <p>Spoke with Bob Maravitz, Sales Manager, Chicago for MTCVA, Convention and Association Sales (New local representative)</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Wegeman</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 Period Ending: Dec. 1991

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> <li>Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results</li> <li>Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets</li> </ul>	<p>12/4/91</p> <p>Pending</p> <p>Pending</p>	<p>Participated at Annual ABA Convention, Nashville, TN. Met with 26 Motorcoach Tour Operators to review new proposed Ontario Tour products, gathered information for suppliers for follow-up assistance, and discussed cost-sharing programs with operators that could benefit from OMTR existing programs.</p> <p>Addressed 87 Ontario Suppliers (post-caucuses), informing them of information required by the operators. Also presented the new African-American Heritage Tour program to the suppliers, outlining the development, cost-sharing, and promotional support given by Windsor, Chatham, and suppliers, encouraging other Ontario suppliers to work with OMTR in the same way.</p> <p>Continued Motorcoach Operator follow-up with Windsor and Chatham V &amp; CB; resulting from leads that were generated at the ABA Convention with those operators that were interested in selling the African American Heritage Tour.</p> <p>Continued Account follow-up regarding participation in February "Prospect Ontario" Marketplace. One operator has confirmed on a definite basis; two are pending tentatively.</p> <p>Continued Key Account data input into KATS system and review of 1991 actual departures and 1992 forecasts.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny/Weggeman</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: Dec. 1991

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product</li> <li>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)</li> <li>Other activities</li> </ul>	<p>12/12/91</p>	<p>Participated as cost share partner and exhibitor at the first ever Northern Ontario Native Tourism Association NONTA Sport, Artworks, and Crafts Show Dec. 11-12, 1991 in St. Paul, MN. I am pleased to report that this was the most productive consumer/retail travel agent/corporate incentive and media travel show I have ever participated in, and a brief synopsis of the revenue produced follows:</p> <p>Definite Bookings: (Deposits on all bookings) Fishing Trips: \$103,040.00 U.S. Hunting Trips: \$ 6,950.00 U.S.</p> <p>154 Clients booked, averaging \$714.22 per person. Indian craft sales: \$7,060.00 U.S.</p> <p>It should be noted that Moccasin Trails has continued to follow-up on leads generated at the show and it is forecasted that revenues will exceed \$200,000.00 U.S. on behalf of NONTA.</p> <p>Other Results: TRAVEL AGENTS: 4 Travel Agents have agreed to book with NONTA. (One agency will put up our display in the St. Paul downtown skywalk system in Galtier Plaza)</p>	<p>Rezny</p>
<p><b>New Initiatives</b></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: Dec. 1991

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> <li>To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product</li> <li>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)</li> <li>Other activities</li> </ul>	<p>Cont.</p>	<p>14 Agents expressed interest but were too busy to attend the show. (Kits were sent out and will be followed up with telemarketing.) 11 Travel Agents attended the show.</p> <p>BOOKING AGENTS: One European marketer will meet with NONTA on Jan. 3rd to discuss marketing both fishing and hunting trips as well as cultural excursions.</p> <p>CORPORATE TRAVEL: Trips as incentive business will be worked out with three corporations. (Monarch Foods, Tousley Ford, and Ramco.)</p> <p>PROMOTIONAL OPPORTUNITIES: Steve Payne, former leading scorer for the Minnesota North Stars Hockey Team, will be taking two trips with paying guests this summer. (Big Trout Lake and Winisk River Camps.) He has agreed to allow NONTA to use his good name for endorsements.</p> <p>Bill Farmer, owner and publisher of the MSP Airport News, has agreed to work with NONTA and agreed to do an article promoting the camps. His paper has a 26,000 circulation to all airport personnel, including pilots, etc.. plus free stands in both terminals.</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 the Period Ending: Dec. 1991

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> <li>To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product</li> <li>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, Ateliers, California Marketplaces)</li> <li>Other activities</li> </ul>	<p>Cont.</p> <p>Pending</p> <p>Pending</p>	<p>In Addition: Bob Mehnikomer and Rich Tuomi of the Simply Fishing Television Show shot video tape (broadcast quality), in story-book fashion, of all the exhibitors. (Both Artisans and Camp Representatives.) Once this tape is edited, it can be broadcast over Ontario North and Wawatay. A professional photographer shot stills throughout the show and these pictures can be used in an informative manner back in Ontario.</p> <p>Developing with Oasis Tickets and Tours, TN, a second group of 40 Group Leaders/Public School Teachers/Administrators to visit Windsor/Chatham for African American Heritage Tour Feb February 15-17, 1992.</p> <p>Arrangements are being developed with the President of BCY Travel (Black owned and operated) and three sales staff members to visit Windsor/Chatham. African American Heritage Tour will be January 13-15, 1992. NOTE: This will be the second Chicago Group Tour Operator promoting this tour program.</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: Dec. 1991

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> <li>To encourage Wholesalers and Tour Operators to include new product their packages.</li> <li>To communicate new product information to the travel trade.</li> <li>To provide seminars (with partners) to selected elements of the tourism industry.</li> <li>To engage in cost-sharing and related promotional activities with partners in the development of new/revised products and tours to Ontario.</li> </ul>	<p>Pending</p> <p>Pending</p> <p>Completed</p>	<p>New Farm tour being developed with TRI-STATE TOURS to Southwest Ontario. Discussing 6-8 departures with a six night stay in Ontario. If successful in selling this program, it will generate an estimated \$259,200.00 CDN in tourism revenue. Considering supporting this program on a cost-share basis for printing and postage, and if sold, further details will follow.</p> <p>Program still pending from Nov. 1991</p> <p>MAYFLOWER TOURS Octoberfest cost-share application</p> <p>AAA IL/IN, WGN RADIO, Roy Leonard, Host and Writer for AAA HOME &amp; AWAY Magazine; Stratford/Niagara-On-The-Lake/Toronto Theatre Tour.</p> <p>Participated as host at CCG-Minneapolis MC &amp; IT, Travel Trade, and Media Reception. Met with Harvey Friesen, Pres. Bear Skin Airlines, who informed me that the airline is going to open and operate as a separate entity a new resort at Deleseppe Lake this summer (1992). In addition he is starting a new airline called Guardian Eagle which will offer daily scheduled air services from Minneapolis and other points within Ontario. I discussed in detail the MOST program and how OMTR could support him in his promotional activities. Further details will follow.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p><u>New Initiatives</u></p>	<p>Pending</p>	<p>Confirmed with GROUP TRAVEL DESIGNERS our participation on a cost-share basis the overprinting and postage of the African American Heritage Tour Brochure in promoting this tour.</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: Dec. 1991

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> <li>• Advertising</li> <li>• Public Relations</li> <li>• M.O.S.T.</li> </ul>	<p>Pending</p>	<p>Further communications with Mike Michaelson, Editor and Publisher of National Besteller Corporation "Best of the Best". Future stories of Toronto to be developed. Of new and additional importance, Mr. Michaelson has just been contacted by the Michigan Living Magazine to do a story on London, Ontario. All arrangements will be coordinated through the Chicago office.</p> <p>Additional contacts made at the CCG Minneapolis reception include Mark Labarbera, Editor and Publisher, North American Fisherman Magazine, and discussed possible stories that could be developed on the MOST program in 1992.</p>	<p>Rezny</p>
<p><u>New Initiatives</u></p>			

Comments/Early Warning/Unexpected Activity

Travel Trade and Convention Services  
For the Period Ending: Dec. 1991

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> <li>• To provide input into the Branch Marketing and Human Resources Plans</li> <li>• To develop and implement the office operations and Human Resources Plan</li> <li>• To co-ordinate and communicate international marketing/operations plans</li> <li>• To seek potential corporate activities in international offices</li> <li>• To administer international budgets</li> <li>• To produce an office International Monthly Report for Head Office</li> <li>• To provide coordination for Deputy Minister International Relations Task Group &amp; Corporate Activities ie. Premier's/Minister's Missions.</li> </ul>	<p>Pending</p>	<p>Completed follow-up buyer invitation for PROSPECT ONTARIO Feb. 17-19, 1992. One operator has confirmed, two are tentative. Further follow-up to continue.</p> <p>MTCVA opened a new regional sales office in Chicago. Mr. Bob Marovitz, Convention Sales Manager has been selected. His office is located at 333 W. Wacker Drive, Suite 700, Chicago, IL 60606.</p> <p>Information requests for PST and tourism literature for Operators, Travel Agents, Associations, and Consumers.</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 Period Ending: Jan. 1992

**OFFICE:**

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results</li> <li>Increasing the number of wholesales companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets</li> </ul>	<p>Pending</p>	<p>Continued account follow-up regarding participation in February "Prospect Ontario" Marketplace. Two Operators have confirmed on a definite basis to attend.</p> <p>Continued Key account tour research and forecast information for data input into KATS system.</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: Jan. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product</li> <li>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)</li> <li>Other activities</li> </ul>	<p>Pending</p> <p>1-15-92</p> <p>Pending</p>	<p>Continued with Oasis Tickets and Tours a second group leaders/Public School Administrators visit to Windsor/Chatham for African American Heritage Tour Feb. 15-17 Completed Jan. 13-15th BCY Travel (Black-owned and operated company) Fam with President and three sales representatives to Windsor/Chatham for the Heritage Tour. Due to a very severe storm our guests were unable to visit the sites and we are considering sending the owner back in March.</p> <p>Preliminary arrangements to participate at the July 9-12 Black Expo, the largest exposition of African Americans to showcase their achievements in economics, education, culture, art and history. An estimated 550,000 spectators will attend this convention. In addition, invitations will be sent to Ontario suppliers that are promoting the African American Heritage Tour to participate as exhibitors. Met with Jim Kaytes, Director of Marketing, Moccasin Trails representing the Northern Ontario Native Tourism Assoc. to discuss developing a December 1992 Ontario Supplier Fishing Show in Chicago. More details to follow.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p><b>New Initiatives</b></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: Jan. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>To encourage Wholesalers and Tour Operators to include new product their packages.</li> <li>To communicate new product information to the travel trade.</li> <li>To provide seminars (with partners) to selected elements of the tourism industry.</li> <li>To engage in cost-sharing and related promotional activities with partners in the development of new/revised products and tours to Ontario.</li> </ul>	<p>Pending Completed 1/17/92 Pending Pending</p>	<p>Continued new farm tour product development with Tri-State Tours. Discussing cost-sharing for direct mail promotion. Participation with Group Travel Designers on a cost-share basis for tour shell overprinting and postage for Heritage tour.</p> <p>Key Account Mailing reviewing the 1992 Toronto Blue Jays baseball schedule. As a result confirmed with AAA/IL/IN two-night motorcoach tour to Toronto. Pending: Munsen's Discovery new Blue Jay tour which we are discussing on a cost-share basis to promote this program.</p> <p>Communications established with Barb McCullough, Marketing Director of "Jazz" Toronto Downtown Jazz Society. We are discussing the possibility of working with a motorcoach operator in developing and promoting the Jazz Festival in conjunction with the Heritage Tour.</p> <p>Confirmed with AAA/IL/IN Roy Leonard WGN Radio Host seven day Ontario Theatre Tour to N-O-L, Stratford, and Toronto</p> <p>Note: This tour originally was published in HOME &amp; AWAY magazine as a travel article as a result of Roy's MOST visit this past summer. This tour will also be promoted on his radio show.</p>	<p>Rezny Rezny Rezny Rezny Rezny</p>
<p><b>New Initiatives</b></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: Jan. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>• Advertising</li> <li>• Public Relations</li> <li>• M.O.S.T.</li> </ul>	<p>Completed 1/27/92</p> <p>Pending</p> <p>Completed 1/26/92</p>	<p>Developed for Mike Michaelson, Editor &amp; Publisher, Natl. Bestseller Corporation MOST arrangements to London. Mike has contracted to do two articles for MICHIGAN LIVING and NORTSHORE magazines titled "That's Theatre, Clubs and Pubs". Visit to London went perfectly. Continued communications with Mike Michaelson regarding Toronto MOST visit for future articles on behalf of NORTSHORE magazine. Further details to follow.</p> <p>In cooperation with Oasis Tickets &amp; Tours, arrangements were completed to have Dr. Bryan Walls, Director of the John Freeman Walls Historical Site and Author of "The Road That Led to Somewhere" speak to 40 Indianapolis, IN Public School Administrators. In addition, Dr. Walls was interviewed on CBS Television (local affiliate) and many local African American radio stations, reviewing the Heritage Tour and his book.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p><b>New Initiatives</b></p>	<p>Pending</p>	<p>Arrangements have been completed with Dr. Walls to be interviewed on WGN Radio by Roy Leonard on his show in Chicago; to review his book in late March or early May 1992 just prior to the tour season.</p>	<p>Rezny</p>

Comments/Early Warning/Unexpected Activity

Travel Trade and Convention Services  
For the period Ending: Jan. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>To provide input into the Branch Marketing and Human Resources Plans</li> <li>To develop and implement the office operations and Human Resources Plan</li> <li>To co-ordinate and communicate international marketing/operations plans</li> <li>To seek potential corporate activities in international offices</li> <li>To administer international budgets</li> <li>To produce an office International Monthly Report for Head Office</li> <li>To provide coordination for Deputy Minister International Relations Task Group &amp; Corporate Activities ie. Premier's/Minister's Missions.</li> </ul>	<p>Pending Completed Completed Pending Completed</p>	<p>Completed first draft of 1992/93 Chicago Regional office Operational Plan which was submitted to Head office for review. Completing additional revisions. Made arrangements for additional printing of 5000 Heritage Tour Maps. Presently, we are distributing these to operators who are promoting this new program. Approved new African American Heritage Film (VHS) and presently are distributing copies to operators. Participated at the Remote Native Community Tourism Opportunities study steering committee in Thunder Bay. Three more meetings are scheduled to be completed by March 1992. Monthly Activity Report</p>	<p>Rezny Rezny Rezny</p>

Comments/Early Warning/Unexpected Activity

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MONTHLY REPORT

ACTIVITY: To Increase Travel Trade Sales In Group and Independent Travelers from International Markets to Ontario

International Travel Trade  
For Period Ending: Feb. 1992

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p>Ongoing Priorities</p> <ul style="list-style-type: none"> <li>Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results</li> <li>Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets</li> </ul>	<p>Pending</p>	<p>Continued Maintenance account telephone research and updates. Project is being tackled by temporary employee under the supervision of Jennifer Wegeman and myself. The following results have been achieved to date:</p> <ul style="list-style-type: none"> <li>• Total maintenance accounts contacted: 188</li> <li>• Eight accounts have been identified as new Key Accounts each averaging in excess of \$500,000.00 US in tourism revenue to Ontario.</li> <li>• Thirty-three accounts have been identified as a number one priority and have the potential of being developed into key accounts.</li> <li>• Fifty accounts have been identified as doing only custom designed (performed) group tours, and these have little potential for tours into Ontario.</li> <li>• Sixteen accounts on our mailing list have gone out of business.</li> <li>• Twenty-three accounts are exclusively motorcoach charter companies.</li> <li>• Fifty-eight accounts are secondary maintenance accounts offering limited potential to be developed into key accounts.</li> </ul> <p>Continued Key Account 1991 actual and 1992 forecast tour research. Twelve accounts were contacted and data has been programmed into the KATS system.</p>	<p>Rezny/Wegeman</p>
<p>Comments/Early Warning/Unexpected Activity</p>	<p>Pending</p>	<p>Motorcoach tour operator research into increasing the companies that will develop and promote the Heritage Tour. Three operators have been identified and personal sales presentations are scheduled for March 4-6, 1992.</p>	<p>Rezny</p>

FEBRUARY

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. 1992

OFFICES:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><u>Ongoing Priorities</u></p> <ul style="list-style-type: none"> <li>Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results</li> <li>Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets</li> </ul>	<p>Comp.  Comp.</p>	<p>Attended CCG - Dallas Experience Canada Marketplace February 17-21, 1992. Responded to requests for information and follow-up to 45 travel trade and tour operator contacts made at the 4 shows. Follow-up information forwarded to retail agents about the Heritage Tour when requested.</p>	<p>Wegeman</p>

Comments/Early Warning/Unexpected Activity

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

International Travel Trade  
For the Period Ending: Feb. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product</li> <li>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, Ateller, California Marketplaces)</li> <li>Other activities</li> </ul>	<p>Completed</p> <p>Completed</p> <p>Pending</p>	<p>Participated at Toronto MFR "Prospect Ontario" inbound tour operators suppliers marketplace, Feb. 18-19, 1992. During this marketplace, two operators from the Chicago territory confirmed that they would develop new FIT &amp; and group tour programs into Ontario.</p> <p>Oasis Tickets and Tours, Indianapolis, IN Feb. 15-17th 42 Group Leaders and Public School Educators and Admin. African American Heritage Tour Pam. This tour was funded by Oasis and we only provided the itinerary.</p> <p>Confirmed with Group Travel Designers, Chicago, IL an April 27-29th Group Leaders/Chicago Public School Educ. &amp; Admin. African American Heritage Pam Tour which will be headquartered in Windsor. E. Havel &amp; I will orchestrate the fam tour itinerary and sales follow-up.</p> <p>Note: I met with the Travel Editor of the Chicago Tribune and presented the Heritage Tour to him. As a result, he will assign a travel writer to join the April Pam and it looks like they will do a feature article in the Sunday Travel Section.</p> <p>Confirmed with Oasis Tickets and Tours, Indianapolis, IN an April 1-3, 1992 Group Leaders/Public School Admin. &amp; Educators African American Heritage Pam Tour to be headquartered in Chatham. Other Oasis Pam focused on Indianapolis inner-city; this one will focus on other suburbs &amp; cities, including Muncie, Terre Haute, Columbus, and Fort Wayne public schools.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p><b>New Initiatives</b></p>	<p>Pending</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: Feb. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product</li> <li>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)</li> <li>Other activities</li> </ul>	<p>Pending</p> <p>Pending</p> <p>Pending</p>	<p>Confirmed with Sarnia/Lambton V &amp; CB a March 24-27, 1992 Group Leaders Fam tour with Travel America, West Allis, WI All itinerary arrangements are being developed with Nancy Crawford, Tourism Coordinator, Sarnia.</p> <p>Discussing with Kayflower Tours, Downers Grove, IL and Moore Fun Tours, Appleton, WI future 1992 fam tours to Sault Ste. Marie and Niagara Falls, respectively. Further details must be completed prior to confirming these proposed fam tours.</p> <p>Confirmed with Jim Kayfas, Nockasin Trails, representing NOWTA in developing the December 1992 Ontario suppliers Fishing and Outdoor show dates: December 8-9 St. Paul, MN Dec. 11-12 Chicago, IL. Continued communications regarding registration and lodging arrangements to participate at the Annual Black Expo July 9-12, 1992.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p><b>New Initiatives</b></p>			

Comments/Early Warning/Unexpected Activity

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: Feb. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>To encourage Wholesalers and Tour Operators to include new product their packages.</li> <li>To communicate new product information to the travel trade.</li> <li>To provide seminars (with partners) to selected elements of the tourism industry.</li> <li>To engage in cost-sharing and related promotional activities with partners in the development of new/revisted products and tours to Ontario.</li> </ul>	<p>Comp.  Pending  Pending</p>	<p>As the direct result of our January 1992 Account direct mailing, promoting the Toronto Blue Jay 92 Home Games schedule, AAA IL/IN and Munson's Discovery have each confirmed scheduled motorcoach departures to Toronto. Two nights each coach which amounts to \$30,000.00 US in revenue. Confirmed with Oasis Tickets and Tours a March 25th presentation to their target market of school admin./educators and group leaders on a cost-share basis. The presentation will be held in Indianapolis Confirmed with Group Travel Designers a May 20th presentation for group leaders and school admin./educators for the Heritage Tour. This will be held at the CCG CRT office on a cost-share basis. Note: Brian Wallis, Director for the John Freeman Wallis Historical Site and author of "The Road that Led to Somewhere" has agreed to participate at this presentation as the featured speaker. As the direct result of our maintenance account research we completed a follow-up mailing of tourism information to 42 accounts. Participated at Mayflower Tours March 6 &amp; 13 Group Leader Travel Presentations. Approximately 300-350 group leaders attended, and I had the opportunity to review the 4 tours published in their tour catalog.</p>	<p>Rezny  Rezny  Rezny  Wegsman  Rezny</p>
<p><b>New Initiatives</b></p>	<p>Completed</p>	<p>Completed</p>	<p>Rezny</p>

Comments/Early Warning/Unexpected Activity

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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: Feb. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>To encourage Wholesalers and Tour Operators to include new product their packages.</li> <li>To communicate new product information to the travel trade.</li> <li>To provide seminars (with partners) to selected elements of the tourism industry.</li> <li>To engage in cost-sharing and related promotional activities with partners in the development of new/revised products and tours to Ontario.</li> </ul>	<p>Pending</p> <p>Completed</p> <p>Completed</p> <p>Pending</p>	<p>Discussing with Peoria Charter Coach and Tours, IL developing with the CCC - CHI on a cost-share basis a tour presentation on their Canadian Programs. Further specifics to follow.</p> <p>Participated at Air Canada's "Executive Class" Corporate /Retail Travel reception luncheon and incentive program. This presentation promoting Toronto as a business and vacation destination was attended by 42 prime travel accounts.</p> <p>Conferred with Roy Leonard/AAA/IL/IN six night theatre tour to N-O-L, Stratford, and Toronto; will produce \$45,000.00 in tourism revenue.</p> <p>Discussing with Modern Travel Service Chicago, IL developing a cost-share program with Air Canada and the CCC-CHI office for production and mailing of their new brochure promoting group packaged tours to Toronto and Ottawa.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p><b>New Initiatives</b></p>			

Comments/Early Warning/Unexpected Activity

6

**MONTHLY REPORT**

#4

**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: Feb. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<b>Ongoing Priorities</b> <ul style="list-style-type: none"> <li>- Advertising</li> <li>- Public Relations</li> <li>- M.O.S.T.</li> </ul>	Pending  Pending  Comp.	Continued communications with Mike Michaelson, Editor and Publisher, National Bestseller Corporation; visit to Toronto MOST program in an effort to develop a series of articles on behalf of the Chicago Northshore Magazine. Still working on the confirmation for Dr. Brian Walls to be interviewed on the Roy Leonard Show by Roy Leonard to discuss the Heritage Tour. On 2/27/92, was featured speaker at Roosevelt University addressing a Hospitality and Tourism Class; reviewed my sales and promotional role for OMTR.	Rezny
<b>New Initiatives</b>	Pending	Personally met with Larry Townsend, Executive Travel Ed. Chicago Tribune. Presented the Heritage Tour and as the result, a travel writer has been assigned to join us on the April 27-29th Group Travel Designers Fam Tour to develop a feature Heritage tour article.	Rezny

Comments/Early Warning/Unexpected Activity

7

ACTIVITY: Corporate Planning/Administration

MONTHLY REPORT

Travel Trade and Convention Services  
For the Period Ending: Feb. 1992

OFFICE: Chicago

#5

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p>Ongoing Priorities</p> <ul style="list-style-type: none"> <li>To provide input into the Branch Marketing and Human Resources Plans</li> <li>To develop and implement the office operations and Human Resources Plan</li> <li>To co-ordinate and communicate international marketing/operations plans</li> <li>To seek potential corporate activities in international offices</li> <li>To administer international budgets</li> <li>To produce an office International Monthly Report for Head Office</li> <li>To provide coordination for Deputy Minister International Relations Task Group &amp; Corporate Activities ie. Premier's/Minister's Missions.</li> </ul>	<p>Pending Comp. Comp.</p>	<p>Completed second draft of 1992/93 Chicago office operational plan; must have additional revisions. Participated at Toronto MTR Annual Meeting Feb. 20-21 Monthly Activity Report</p>	<p>Rezny Rezny 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 Period Ending: Mar. 92

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results</li> <li>Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets</li> </ul>	<p>Pending</p>	<p>*Monitoring of key and maintenance accounts Continued maintenance account telephone research and updates, however, we have encountered a problem in the software program that has hindered our ability to complete our data entry information. *Personal sales calls and results UNLIMITED TOURS AND TRAVEL; St. Louis Missouri Presented African-American Heritage Tour, and it has been agreed that on a cost share basis we will permit the program within the St. Louis African-American community, via local group leader and school administration personal sales presentations and Fall 92 Windsor/Chatnam FAM Tour. PRESLEY TOURS; Mahanda, Illinois (Key account) Presented African-American Heritage Tour and once again tour was accepted extremely well. We have agreed to permit this tour on a cost-share basis within a five state territory. Arrangements are presently being developed to conduct local group leader and school administrator sales presentations and individual VOP and group FAM Tour to Windsor and Chatnam. CAPITOL TOURS; Springfield, Illinois (Key account) Discussed new tour development for 1993, and consideration is being given to the development and promotion of a "Winter Festival of Lights" tour to Niagara-on-the-lake. If in fact we develop a Fall 1992 Retail Travel Agents FAM Tour.</p>	<p>Rezny/Wegeman</p>
	<p>Pending</p>		<p>Rezny</p>
	<p>Pending</p>		<p>Rezny</p>

Comments/Early Warning/Unexpected Activity

MARCH

16/1/92

MONTHLY REPORT

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

International Travel Trade  
For Period Ending: Mar. 92

OFFICE:

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p>Ongoing Priorities</p> <ul style="list-style-type: none"> <li>Monitoring of the key accounts and secondary account activity and tracking of number of sales calls and results</li> <li>Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets</li> </ul>	<p>Pending  Pending</p>	<p>GROUP TOURS, INC.: St Louis Missouri Reviewed new tour development for 1993. Further information regarding Niagara Falls/Niagara-on-the-Lake (packaged programs) is required and communication has been established by Dave Hyde, Ontario Receptive Operator. FUN TOURS: Lincoln, NE (key account) Presented new theater tour (Shaw/Stratford) for 1993 development. No commitment made at this time. We are presently discussing a VOP inspection visit of each site. FIRSTLINE TOURS: Bloomington, MN. Discussed in detail development of new Thunder Bay and Circle tour for 1993 season. Reviewed our cost-sharing support regarding this proposed tour.</p>	<p>Rezny  Rezny</p>

Comments/Early Warning/Unexpected Activity

P63/4

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: Jan. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>To develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product</li> <li>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, Avelier, California Marketplaces)</li> <li>Other activities</li> </ul>	<p>Pending</p> <p>Pending</p> <p>Pending</p>	<p>Continued communications and FAM tour development with the following Group Tour Operators regarding each African-American FAM tour.</p> <p>*OASIS TICKETS &amp; TOURS; Chatham &gt; April 1-3, 1992</p> <p>*GROUP TRAVEL DESIGNERS; Windsor &gt; April 27-29, 1992</p> <p>Developing a variety of farm tours with the Tour Operations Manager of World Wide Country Tours, (publishers of Country Magazine, Farm and Ranch Living, Country Woman, Country Handicrafts and Resinise Magazines.) Preliminary arrangements have been undertaken for a VOP visit on April 12-17, 1992.</p> <p>Confirmed with Capitol Tours, Springfield, IL. a November 1992 Niagara-on-the-Lake Festival of Lights Retail Travel Agents FAM Tour.</p> <p>Continued communications with these accounts:</p> <p>*Black Expo 92.</p> <p>*Hocasin Trails (Dec. fishing shows)</p> <p>*Mayflower Tours/Moore Fun Tours 92 FAM Tours</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p><b>New Initiatives</b></p>			

Comments/Early Warning/Unexpected Activity

PC 4/4

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: Jan. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>To encourage Wholesalers and Tour Operators to include new product their packages.</li> <li>To communicate new product information to the travel trade.</li> <li>To provide seminars (with partners) to selected elements of the tourism industry.</li> <li>To engage in cost-sharing and related promotional activities with partners in the development of new/revised products and tours to Ontario.</li> </ul>	<p>Completed 3/20/92</p> <p>Completed 3/26/92</p> <p>Pending</p>	<p>*As exhibitor, participated at Canadian Consulate (Minneapolis) Travel Trade Marketplaces: OMAHA - 55 attn., DES MOINES - 45 attn., ROCHESTER - 75 attn., MINNEAPOLIS - 265 attn. In addition, co-sponsored group leaders Ontario Travel presentations with these motorcoach tour operators: RON TOURS, Omaha NE. - 22 attn., FIRSTLINE TOURS, Minneapolis MN. - 28 attn. Participated as co-sponsor at Toronto Convention and Visitors Bureau Meet Promotional Dinner Presentation in Chicago. Thirty five association executives and meeting planners were in attendance. *Confirmed guest speaker at April 5th local Printers Union Annual Spring Fishing Dinner, attended by 350/400 guests. Jim Kayfas, Director of Marketing, Moccasin Trails, and Jim Chapralls, President, Panhandling Travel Service will also be speaking. We will have our table on display and material reference on N.O.N.T.A. will be distributed. I have confirmed Jim Kayfas and myself as guests on WGR radio "The Great</p>	<p>Rezny</p> <p>Rezny</p>
<p><b>New Initiatives</b></p>		<p>Outdoor Show* hosted by Bill Cullerton on April 4, 1992. We will be discussing fishing and vacation opportunities in Ontario.</p>	

Comments/Early Warning/Unexpected Activity

P 5/8

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: Jan. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p>Ongoing Priorities</p> <ul style="list-style-type: none"> <li>• Advertising</li> <li>• Public Relations</li> <li>• M.O.S.T.</li> </ul>	<p>Pending</p> <p>Pending</p> <p>Pending</p>	<p>*Met with Air Canada (Chicago) and presented layout for U.S. advertising, and rough layout campaign for newspaper campaign. Discussed partnership participation in developing new FTI programs.</p> <p>*Met with Roy Leonard, Radio Host WGN Radio, regarding personal interview with Dr. Brian Walls to discuss the African-American Heritage Tour.</p> <p>*Met with Bill Cullerton, Radio Host WGN "The Great Outdoors" and confirmed arrangements for a personal interview on April 4th show with Jim Kayfus, Sales and Marketing Director, M.O.W.T.A. and myself.</p> <p>*Continued communications with Larry Townsend, Executive Travel Editor, Chicago Tribune, regarding sending writer to do feature story on the African-American Heritage Tour.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p> <p>Rezny</p>
<p>New Initiatives</p>		<p>Heritage Tour.</p>	<p>Rezny</p>

Comments/Early Warning/Unexpected Activity

6/1

Travel Trade and Convention Services  
For the Period Ending: Jan. 1992

OFFICE: Chicago

ACTIVITY	COMPLETION DATE	STATUS	RESPONSIBILITY
<p><b>Ongoing Priorities</b></p> <ul style="list-style-type: none"> <li>• To provide input into the Branch Marketing and Human Resources Plans</li> <li>• To develop and implement the office operations and Human Resources Plan</li> <li>• To co-ordinate and communicate international marketing/operations plans</li> <li>• To seek potential corporate activities in international offices</li> <li>• To administer international budgets</li> <li>• To produce an office International Monthly Report for Head Office</li> <li>• To provide coordination for Deputy Minister International Relations Task Group &amp; Corporate Activities ie. Premier's/Minister's Missions.</li> </ul>	<p>Completed Completed Completed Complete</p>	<p>*Third draft of 1992/93 Chicago office operational plan. *Monthly Activity Report *Report on possible activities that the Minister and Deputy Minister might be interested in participating in 1992/1993. *Proposed N.O.N.T.A. 1992/93 Activity Report.</p>	<p>Rezny Rezny Rezny Rezny</p>

Comments/Early Warning/Unexpected Activity

2/7

Registrant: Government of Ontario, Canada  
Registration#: 2087

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

Date Filed	Name	Current Role	Termination Date?
5/09/68	J. Howard Cook		
1/11/72	Harold Bernard Scholten		October 1991
8/03/78	James Brian Donoghue	Senior Rep.	
5/07/79	Brigid Greene	Consultant	
5/19/80	Eugene J. McCluskey		January 1991
7/22/80	Gurpal S. Khaira		August 1991
7/22/80	Cliff Coward	Consultant	
7/22/80	Carlos R. Colon		
7/22/80	Thomas J. Britt	Manager - Tourism	
4/30/82	Melinda M. Sumurdy	Consultant	
4/30/82	Benjamin L. Serra	Consultant	
11/23/82	Robin H. Jepsen	Consultant	
4/19/83	Carolyn J. Johnston	Consultant	
3/27/84	Robert Louis Benton	Consultant	
9/14/84	Robert J. Adduci, Jr.	Manager - Tourism	
2/11/85	Dana Elizabeth Ottman		January 1992
7/19/85	John E. Campbell		
10/03/85	Carol Sue Klein	Consultant - AG & Food	
10/03/85	Ronnie E. Burks	Consultant	
10/03/85	Kathleen A. Seebert		
11/18/85	Walter John (Jack) Rezny	Consultant	
2/04/86	Ray J. Troyer		
5/16/88	Gary T. Cooke	Consultant	
5/16/88	Ilze Petersons Taylor	Communications	
5/12/89	Joanne S. Emslie		November 15, 1991
5/11/90	Walter G. Long		January 1992
5/11/90	Peter R. McDonald		
5/11/90	A. Bruce Wilson	Senior Rep.	
6/12/90	Catherine M. Dickson	Senior Rep.	January 1990
7/06/90	Joan Sutton Straus	Agent General	June 30, 1991
11/13/90	M. Duane Baker	Consultant	
11/13/90	Robert E. Branshaw	Consultant	
11/13/90	Susan Roberts	Consultant	
11/16/90	Ian Birnie	Consultant	
11/16/90	Myra L. Clement	Consultant	
11/16/90	John J. Dorr	Consultant	
11/12/91	Ronald O. Decker	Consultant	
11/12/91	Sheri Determan	Consultant	
11/12/91	Leonard T. LaVardera	Consultant	
11/12/91	John A. Smith	Consultant	
11/12/91	Ross Spalding	Consultant	

2087