

11 APR 1993

For Six Month Period Ending (Insert date)

Name of Registrant
GOVERNMENT OF ONTARIO, CANADA

Registration No.
2087

Business Address of Registrant
SUITE 2800
800 THIRD AVENUE
NEW YORK, NY 10022

I-REGISTRANT

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

(a) If an individual:

- (1) Residence address Yes No
- (2) Citizenship Yes No
- (3) Occupation Yes No

(b) If an organization:

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

2. Explain fully all changes, if any, indicated in item 1.

N/A

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

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

If yes, furnish the following information:

Name	Position	Date Connection Ended
Carlton A. MASTERS	Agent General	December 3, 1992
Angela E. SPEARS	Director Public Affairs	November 1992
Leressa R. CROCKETT	Financial Advisor	May 1992
Ronald E. BURKS	Trade Development Consultant	May 1992

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SECTION
REGISTRATION UNIT

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
Yes No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
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>
LISTED IN ITEM #3		

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
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II—FOREIGN PRINCIPAL

(PAGE 3)

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

If yes, furnish the following information:

Name of foreign principal

Date of Termination

N/A

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

If yes, furnish following information:

Name and address of foreign principal

Date acquired

N/A

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

Government of Ontario, Canada

III—ACTIVITIES

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

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

SEE ATTACHED ITEM #11

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

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

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

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

SEE ATTACHED ITEM #12

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

If yes, describe fully.

N/A

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

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

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

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

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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SEE STATEMENT OF EXPENSES ATTACHED (OR TO FOLLOW)

(WE ARE REIMBURSED FOR THESE AMOUNTS BY THE GOVERNMENT OF ONTARIO QUEEN'S PARK, TORONTO, ONTARIO, CANADA).

Total

(b) RECEIPTS—THINGS OF VALUE

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

If yes, furnish the following information:

<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

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

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

During this 6 month reporting period, have you

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

(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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N/A

Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

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

Yes No

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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N/A

(c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

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

Yes No

If yes, furnish the following information:

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

V--POLITICAL PROPAGANDA

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

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

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

17. Identify each such foreign principal.

ON BEHALF OF THE GOVERNMENT OF ONTARIO, CANADA

⁵ 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.

INDICATED IN 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:

- ~~XXXX~~ English Other (specify)

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

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

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

VI-EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

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

- Exhibit A⁶ Yes No N/A
Exhibit B⁷ Yes No

If no, please attach the required exhibit.

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

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

If no, please attach the required amendment.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.
⁷The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period. Yes No

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.

N/a

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.)

Brigid Greene

Brigid Greene

Business Development Officer

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

this 6th day of MAY, 19 93

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

John T. Dunlap
(Signature of notary or other officer)

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

ITEM 1

U.S. Department of Justice Semi Annual Report

Reporting Period October 1, 1992 - March 3, 1993

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 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	:	New Exporters to Border States Mission - Buffalo, NY
October	:	Special Sizes Show - NYC
October	:	IDCNY Show - NYC
October	:	Baltimore Industrial Show - MD
November	:	New Jersey Industrial Show - NJ
November	:	Folio Show Hilton Hotel - NYC
November	:	Hotel Motel Show - NYC
November	:	Greater NY Dental Show - NYC
December	:	North General Hospital - Harlem, NY
February	:	Apartment House Expo - NYC
February	:	Building Materials Expo - NJ
February	:	Philadelphia Construction Expo - PA
February	:	Chesapeake Marine Expo - PA
February	:	Mobilehome/Campers Expo - PA
February	:	Auto/Cycle Expo - Valley Forge, PA
February	:	Pharmaceutical Legislative - NY
February	:	Ramapo College Business Forum - NJ
February	:	Medical Conference Waldorf Astoria - NYC
February	:	Canada Mode - NYC
February	:	Fashion Coterie - NYC
February	:	Northeast Pool & Spa Show - Atlantic City, NJ
February	:	Shoe Show - NYC
February	:	The Exclusive Mens Wear Show - NYC
February	:	International Fashion Boutique Show - NYC
February	:	Home Textiles Show - NYC
February	:	New Exporters to Border States Mission - Buffalo
February	:	International KIDS - NYC
February	:	NAMSB (Mens Show - NYC
February	:	International Beauty Show - NYC
February	:	American International Toy Market Weed - NYC
February	:	National Needlework Show - NYC
February	:	Gift Show - NYC
February	:	Art Expo - NYC
February	:	Frame-O-Rama - NYC

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

March : Intimate Apparel Show - NYC
March : Brooklyn Union Gas - Brooklyn, NYC
March : Restaurant Association Expo - New Jersey
March : Marine Atlantic Expo - NJ
March : Federation of American Health Systems - Washington D.C.

MINISTRY OF AGRICULTURE & FOOD

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

October : Eastern Dairy-Deli Assn (EDDA) "Taste" Show, Meadowlands, NJ
October : "A Taste of Ontario" featuring a talk by Margaret Visser
October : New York State Food Merchants Assoc Annual Show, Lake Klamahsa, NY
November : International Hotel Motel Show - NYC
November : Tree of Life Suppliers Show, Teaneck, NJ
November : Atlantic Bakery Expo - Atlantic City, NJ
January : Focus Groups, Trade/buyers - NYC
February : "Best of Canada" Food and Beverage Expo - Boston, MA

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	:	National Ballet at Kennedy Center, Washington D.C.
October	:	Glen Gould on Film at the Metropolitan Museum, NYC
October	:	Margaret Visser/Ontario Food-Wind Event - Ontario author to lecture in association with Les Dames d'Escoffier, NYC
October	:	"Goodnight Desdemona, Hello Juliet" at CRC Repertory Theatre - NYC
October	:	CMJ Metal Marathon - Coleige Music Journal's music trade fair - NYC
October	:	Allas Animation Promotion Event held at Film Centre Cafe - NYC
December	:	David Clarkson's Solo Exhibit at White Columns, - NYC Artist talk and workshops - NYC University Creative Time - NYC
December 12	:	Taffelmusik Performance at Fulton Theatre, Pittsburg, PA
December 18	:	APAP Showcase at Steinway Hall - Canadian musicians - NYC
January	:	OFDC at Show-Biz Expo - OFDC Locations Division to participate at this trade fair - NYC
January	:	Opening of exhibition drawn from Hart House, University of Toronto at Canadian Embassy, Washington, D.C.
January	:	Oskar Morawetz Toronto Classical composer - Martin Luther King /concerto at NY Philharmonic - NYC
January	:	Inuit Art at Colorado Springs Fine Arts Center - Exhibition for McMichael Collection of Cape Dorset drawings - NYC
January	:	Dorothy Lawson in Concert at Merkin Hall - Cellist in debut at NYC solo recital
February	:	Canadian Opera Co. at B.A.M. - NYC
February	:	Jane Burnnett at Sweet Basil - Toronto based jazz saxophonist - NYC
February	:	Canadian Film Centre Tribute in NYC with Norman Jewison introducing films by the Center's residents
February	:	Canadian Film Festival in Indianapolis 5th Annual festival of Canadian films
March	:	Canada Connection - Special event/conference to promote U.S. Canada film & T.V. company production

2. Communications:

2a. Media Relations

Editorial meetings were arranged with the following:

N/A

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

Articles on Agent General resulting from activities.

N/A

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.

2c. Seminars/Events Attended

October	:	Conference on Canadian Constitution at the Center for Strategic and International Studies, Washington D.C.
October	:	Americas Society, Yves Fortie Canadian Representative to the U.N. Topic - National Unity, NYC
October	:	Americas Society - Reed Scowen - NYC
October	:	Americas Society, Professor Brian Longlee - NYC
October	:	Royal Bank of Canada Overview of Canadian Economy - NYC
November	:	Americas Society - Topic Canadian National Unity - NYC
November	:	Americas Society - Dr. Alice Rivilla - NYC
December	:	Americas Society - Michael Dector - Ontario Minister for Health - NYC

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:

N/A

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:

N/A

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

International Travel Trade
 for Month Ending: OCT. , 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities Monitoring of the key accounts and secondary account activity and tracking the number of sales calls and results. Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets.</p>	<p>Pending</p>	<p>Attended a AAA Chicago Motorclub marketing and promotional strategy meeting, which was attended by 42 other travel industry suppliers from throughout the U.S. The format for increasing tourism sales: .Special Advertising in Home & Away Magazine (350,000 circ.) .AAA members, Travel Shows .Promotional inserts into AAA members renewal invoices .Special travel VISA credit card travel discounts .Retail travel agency managers product fam tours .Retail managers personal presentations</p> <p>The total cost of this promotion is \$12,500.00 U.S. per tour developed and expense can be shared with two, three, or more partners. I presented this entire program to Alex Mayer, Marketing Mgr., Stratford Festival regarding promoting the new "Festival Passport" theater program.</p> <p>In addition, I personally met with John Stachnik, Pres., Mayflower Tours and we are presently considering participating on a cost share basis all of their 1993 Ontario motorcoach tours.</p> <p>Personally met with Paul Keeshin, President, Keeshin Charters and Tours; presented the African American Heritage Tour and cooperative cost share programs to promote this tour. Keeshin has recently hire an African American sales representative and plans are being developed to conduct a Chicago Group Leaders Heritage Tour Presentation.</p>	<p>Rezny</p>

MONTHLY REPORT

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

International Travel Trade
for Month Ending: OCT. , 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities Monitoring of the key accounts and secondary account activity and tracking the number of sales calls and results.</p>	<p>Pending</p>	<p>Met with Dedi Burbridge, Tour Coordinator, Cardinal Charters & Tours. Cardinal just started their own tour department in 1992, and ran 42 departures to Mississippi Casino Gambling River Boats. We discussed Windsor Gambling for 1993/94 and MTR support available. Referred key account and information to E. Hamel, Windsor V & CB; she is also following up.</p>	<p>Rezny</p>
<p>Increasing the number of wholesale companies packaging to group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets.</p>	<p>Pending</p>	<p>Personally met with Steve Uelner, Tour Operations Manager, World Wide Country Tours; discussed developing new farm tours for 1993. In addition, MOST program was discussed; possibility of writers from <u>Country Woman</u>, <u>Country</u>, <u>Country Handicrafts</u>, <u>Farm and Ranch Living</u>, and <u>Reminisce</u> to visit and write articles on Ontario rural life. Details to follow.</p>	<p>Rezny</p>
	<p>Pending</p>	<p>Met with Ross Ament, CCG - Chicago to discuss meeting with Alden Killian, Exec. Dir., Cook County Farm Bureau to present farm tour and explain cost sharing.</p>	<p>Rezny</p>
	<p>Completed</p>	<p>Personal sales call follow up with Nancy Staples, Sales Mgr., Hobson Travel; her assistant recently went on FAM tour on the Canadian Empress. I was informed that this cruise was not "upscale enough" and would not be considered as a future incentive package offered for their clientele. We did review possible Toronto/N-O-L Theatre tours; turned this over to Dave Hyde for follow up.</p>	<p>Rezny</p>
	<p>Pending</p>	<p>Started key account research for actual total number of departures. Accounts being verified and processed into KATS system; a full report will be submitted following the completion of this activity.</p>	<p>Rezny Wegeman</p>

MONTHLY REPORT

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

International Travel Trade
for Month Ending: OCT. , 1992

Office:CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities Monitoring of the key accounts and secondary account activity and tracking the number of sales calls and results.</p>	<p>Pending</p>	<p>Still continued communications with John Van Kirk, Operations Mgr., Ambassador Travel Club in an effort to develop a new Fly/Rail Tour, Toronto/Montreal.</p>	<p>Rezny</p>
<p>Increasing the number of wholesale companies packaging to group and independent product Ontario from U.S. Investment Markets and four traditional offshore markets.</p>	<p>Ongoing</p>	<p>Working with Bob Brown, Computer Consultant to develop better reporting system for KATS and provide training to U.S. office staff.</p>	<p>Weggeman</p>
	<p>Pending</p>	<p>Continued cross reference and data entry of new accounts into KATS system.</p> <p>Spoke with Sally Ellis, CCG-Dallas regarding the Heritage Tour and mailed her several media kits with VHS film "The Road That Led to Freedom" for distribution to her contacts including the Dallas Black Chamber of Commerce and Barbara Hawkins, American Airlines Minority Contact.</p>	<p>Weggeman</p>

MONTHLY REPORT

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

International Travel Trade
for Month Ending: OCT. , 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities</p> <p>To Develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product.</p> <p>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 Mart, Rendez-vous Canada, Ateller)</p> <p>Other Activities</p>	<p>Pending</p> <p>Completed</p> <p>Pending</p>	<p>Confirmed with Group Travel Designers and the Windsor C & VB a Group Leaders/Public School Administrators Heritage Tour PAM for April 26-28, 1993. This will be operated on a cost share basis. Please note that to date GTD has confirmed 7 two night Heritage Tours equal to \$105,000 US in tourism revenue for 1993. Estimated revenue potential for this operator alone for 1993 will be more than \$250,000 just for the Heritage Tour. We are also discussing a new shine tour to Midland, details to follow.</p> <p>Participated at the Annual Canada Night promotion; in conjunction with the Incentive Travel and Meeting Executive Show in Chicago. Over 200 meeting and incentive travel planners were in attendance.</p> <p>Working with Laurel Armstrong, Stratford Festival; obtained list of motorcoach operators, schools, and social clubs that developed group theatre tours to Stratford in 1992. Complete review of this list has been undertaken, and results will be entered into KATS system for future theatre market contacts.</p>	<p>Rezny</p> <p>Rezny</p> <p>Wegeman</p>

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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 Month Ending: OCT. , 1992

Office: CHICAGO

Activity	Completion Date	Status	Response-ability
Ongoing Priorities	Completed	At the request of Mara Pezutto, OTMR Head Office; telephoned 20 key accounts regarding operators that would consider cooperative advertising in major newspapers, promoting their Ontario tours. After research, the operators that do advertise are utilizing only local or regional LOW COST publications and little interest was shown in our program.	Rezny
Advertising			
Public Relations			
MOST			
New Initiatives			

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MONTHLY REPORT

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

International Travel Trade
for Month Ending: OCT. , 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities</p> <p>To provide input into the Branch Marketing and Human Resources Plans</p> <p>To develop and implement the office operations and Human Resources Plan</p> <p>To coordinate and communicate international marketing and operations plans</p> <p>To seek potential corporate activities in international offices</p> <p>To administer international budgets</p> <p>To produce an office International Monthly Report for Head Office</p> <p>To provide coordination for Deputy Minister International Relations Task Group & Corporate Activities eg. Premier's Missions</p>	<p>Completed</p>	<p>Completed monthly report</p>	

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MONTHLY REPORT

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

International Travel Trade
for Month Ending: November, 1992

Office: CHICAGO

Activity	Completion Date	Status	Respon- sibility
<p>Ongoing Priorities</p> <p>Monitoring of the key accounts and secondary account activity and tracking the number of sales calls and results.</p> <p>Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets.</p>	<p>Pending</p> <p>Pending</p> <p>Pending</p> <p>Pending</p>	<p>Met with Alden Kilian, Mgr., Cook County Farm Bureau and presented current listing of farm attractions and contacts for developing group motorcoach tour developed through the Farm Bureau. In addition, we discussed the NONTA FTI fishing packages available to the 29,000 members and Mr. Kilian has endorsed the program and has agreed to advertise at no cost the fishing pkgs. via the monthly membership newsletter. Mr. Kilian has agreed to promote general family vacations to his members via the newsletter featuring RESORTS ONTARIO, GREAT ESCAPES, etc.. Details are being worked out. An exclusive fishing show for members of the farm bureau will be developed to be held at their offices in 1994, further details to come.</p> <p>Met with Meg Uman, Tour Operations, AAA IL/IN in regards to developing a new Stratford/Shaw and Toronto theatre tour for 1993. All tour requirements have been forwarded to Dave Hyde and a complete proposal has been prepared for her consideration.</p> <p>Developing with Carol Schlem, Tour Mgr., Van Galder Tour and Travel, series of new Ontario Theatre Tours on a cooperative cost share basis. All proposed dates and details have been forwarded to Dave Hyde and a complete proposal has been sent to Carol.</p> <p>Continued key account research for actual total number of Ontario departures and forecasts for 1993. A full report will be submitted following completion of this activity.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny Wegeman</p>

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

International Travel Trade
 for Month Ending: November, 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities</p> <p>Monitoring of the key accounts and secondary account activity and tracking the number of sales calls and results.</p> <p>Increasing the number of wholesale companies packaging to group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets.</p>	<p>Pending</p> <p>Pending</p>	<p>I have initiated communications with Adrienne Gardner, Huronia Historical Parks in regards to developing a new shrine tour to Midland. We have discussed in detail the necessity of developing promotional materials, and group leaders fan tours on a cooperative cost share basis if we are to be successful in promoting this program. To date, I have presented this program to Group Travel Designers for consideration, plus I am preparing to present this to the Chicago Archdiocese; details to follow.</p> <p>Met with Dwight Jones, President, Dwight Jones & Associates, a group tour wholesaler new to our office. We discussed promotional assistance for the Heritage Tour. Arrangements have been completed for Mr. Jones to visit with Elizabeth Hamel, Windsor C & VB to visit the Heritage Sites on Dec. 14, 1992. All itinerary arrangements have been confirmed by Ms. Hamel. Also, I have agreed to cost share in printing the tour shell and postage to promote the tour.</p> <p>Met with Laurie Mattas, Dir. of Tourism Dept. College of DuPage, regarding developing a Stratford/Shaw Theatre Tour into Ontario. All information has been passed to Dave Hyde, and a proposal sent for consideration. I have proposed that this event be offered annually in the spring and sponsored by the college.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p>

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

MONTHLY REPORT

International Travel Trade
for Month Ending: November, 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities KATS REPORTING AND QUERYING TRAINING: Paradox Applications</p>	<p>Nov. 11-13</p>	<p>Completed 3 day training session with Bob Brown, Consultant with Xenia Busch and Jennifer Wegeman in attendance. Specific items covered included:</p> <ul style="list-style-type: none"> • Importing KATS Data into Paradox • Viewing KATS Data in Paradox • Selecting and Reporting KATS Data • Saving KATS Queries • Playing Query Scripts • Renaming Answer Tables • Building Report Shell Tables • Empty/Add Answer Tables to Shell Tables • Exporting KATS Data for WordPerfect Merges • Introduction to Multi-Table Queries • Advanced KATS Reporting Applications • Creating Summary Tables • Graphing Summary Tables <p>A comprehensive manual was developed and the training builds upon the users existing knowledge of Paradox.</p> <p>Also, purchased new computer software called "AutoMap" which now gives us the ability to personally map out a custom designed tour routing for individual accounts based on their departure and arrival needs. Features time and distance for presenting new tour products and suggested stops for group tour operators. Instruction was given by Bob Brown on how to best utilize the program.</p>	

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MONTHLY REPORT

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

International Travel Trade
for Month Ending: November, 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities</p> <p>Monitoring of the key accounts and secondary account activity and tracking the number of sales calls and results.</p> <p>Increasing the number of wholesale companies packaging to Ontario and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets.</p>	<p>Pending</p>	<p>I have initiated communications with Adrienne Gardner, Huronia Historical Parks in regards to developing a new shrine tour to Midland. We have discussed in detail the necessity of developing promotional materials, and group leaders fam tours on a cooperative cost share basis if we are to be successful in promoting this program. To date, I have presented this program to Group Travel Designers for consideration, plus I am preparing to present this to the Chicago Archdiocese; details to follow.</p> <p>Met with Dwight Jones, President, Dwight Jones & Associates, a group tour wholesaler new to our office. We discussed promotional assistance for the Heritage Tour. Arrangements have been completed for Mr. Jones to visit with Elizabeth Hamel, Windsor C & VB to visit the Heritage Sites on Dec. 14, 1992. All literary arrangements have been confirmed by Ms. Hamel. Also, I have agreed to cost share in printing the tour shell and postage to promote the tour.</p>	<p>Rezny</p>
	<p>Pending</p>	<p>Met with Laurie Mattas, Dir. of Tourism Dept. College of DuPage, regarding developing a Stratford/Shaw Theatre Tour into Ontario. All information has been passed to Dave Hyde, and a proposal sent for consideration. I have proposed that this event be offered annually in the spring and sponsored by the college.</p>	<p>Rezny</p>

MONTHLY REPORT

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

<p>Ongoing Priorities</p> <p>To Develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product.</p>	<p>Pending</p>	<p>Met with Guy Prudden, Marketing Manager, MTI Vacations/Amttrak Vacations regarding developing a reservations mgr./major retail travel agency mgr. Toronto/N.F. series of fam tours. We are considering 4-6 fam tours that would introduce 8-10 mgrs. to the tour and further arrangements must be worked out with Amttrak/Via Rail and all participating hotels to work out a cooperative cost share program.</p>	<p>Rezny</p>
<p>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 Mart, Rendez-vous Canada, Atelier)</p>	<p>Pending</p>	<p>Developing with Bob Habel, Tour Coordinator, Iamers Tours, a southern Ontario Group Leaders fam tour to promote the new Ontario tours that have been developed for 1993. Further details to follow after I communicate with several Ontario suppliers to discuss cooperative cost sharing programs.</p> <p>Met with Rich Bensen, V.P., Marketing & Travel, AAA IL/IN for the second time regarding new advertising and promotional program; was informed that there have been changes made in the advertising format. As a result, I will conduct another meeting with Mayflower Tours regarding our proposed cooperative cost share program; details to follow. As reported previously, the AAA program was presented to Alex Mayer, Marketing Mgr., Stratford Theatre, for consideration in promoting new Passport Festival program. However, I have been informed that an agreement has been made with the producer of Miss Saigon that no competitive promotions can be undertaken here in the Midwest because the play is here in Chicago.</p>	<p>Rezny</p>
<p>Other Activities</p>	<p>Pending</p>	<p>Communicated with Bobbe Pickell, V.P. Tour Operations, Peoria Charter Coach Tours in regards to developing a group leader travel promotion for 1993. Tentative date in March has been set for the program and more to follow.</p> <p><i>MyFlower - Group Leaders Reservations</i></p>	<p>Rezny</p>

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 Month Ending: November, 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
Ongoing Priorities	Completed	Met with Dick Griffith, Griffith & Associates, Chicago MTR Public Relations firm; developing press releases promoting the Heritage Tour to be featured in Feb. 1993 which is Black History Month.	
Advertising	Pending	I have spoken with the Executive Producer of Harpo Productions, Director of the Oprah Winfrey Show, about a show featuring the four curators of the Heritage sites. The media kit was sent and is under consideration.	
Public Relations			
MOST			
New Initiatives			

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MONTHLY REPORT

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

International Travel Trade
for Month Ending: November, 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities</p> <p>To provide input into the Branch Marketing and Human Resources Plans</p> <p>To develop and implement the office operations and Human Resources Plan</p> <p>To coordinate and communicate international marketing and operations plans</p> <p>To seek potential corporate activities in international offices</p> <p>To administer international budgets</p> <p>To produce an office International Monthly Report for Head Office</p> <p>To provide coordination for Deputy Minister International Relations Task Group & Corporate Activities eg. Premier's Missions</p>	<p>Completed</p>	<p>Monthly Report for November, 1993</p>	

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MONTHLY REPORT

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

International Travel Trade
for Month Ending: December, 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p><u>Ongoing Priorities</u> Monitoring of the key accounts and secondary account activity and tracking the number of sales calls and results.</p>	Completed	Confirmed with AAA TL/IN new Stratford/Shaw/Toronto Theatre Tour for 1993. All tour arrangements are being developed with Dave Hyde, Niagara Falls Tours; tourism revenue value of \$45,000.00	Rezny
<p>Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets.</p>	Completed	Confirmed with Van Galder Tours new Niagara-On-The-Lake/Toronto Theatre Tour for 1993. All arrangements have been confirmed with Dave Hyde, Niagara Falls Tours; estimated tourism revenue value of \$ 75,000.00. (Van Galder has been asked to join us on the Theatre Fam in February.)	Rezny
	Completed	Confirmed with Moore Fun Tours new Country Inns Tour to Niagara-On-The-Lake for 1993. All arrangements have been confirmed with Dave Hyde, Niagara Falls Tours; estimated tourism revenue value of \$ 75,000.00. (Moore Fun Tours has been asked to join us on the Theatre Fam in February as they are interested in developing new Theatre Tours.)	Rezny
	Pending	Confirmed with Fancy Free Holidays new Toronto/Niagara Falls Tour, which has an estimated tourism value of \$37,500.00.	Rezny
		Continued Key Account research for actual total number of Ontario departures and forecasts for 1993. In addition, began working with temporary employee for research on maintenance accounts. Full detailed report to be submitted upon completion of this research activity.	Rezny

Note: All funds are expressed in U.S. Dollars

Post-it™ brand fax transmittal memo 7671 4 of pages 6

To	JOHN COLE	From	JACK REZNY
Co.	ITT	Co.	CHICAGO
Dept.		Phone #	782 8688 628
Fax #	314 7574	Fax #	

MONTHLY REPORT

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

International Travel Trade
for Month Ending: December, 1993

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities</p> <p>Monitoring of the key accounts and secondary account activity and tracking the number of sales calls and results.</p> <p>Increasing the number of wholesale companies packaging group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets.</p>	<p>Pending</p> <p>Completed</p>	<p>Developing new Intermodal African American Heritage Tour with Canadian Consulate General - Dallas. A full tour presentation will be presented to American and Southwest Airlines to be considered as cooperative cost-share and promotional partners. I have also communicated with Dave Hyde, Niagara Falls Tours, who will act as the inbound receptive operator; full proposal has been submitted.</p> <p>Continued communications with Cook County Farm Bureau and Moccasin Trails regarding advertising and promotional program in 1993. The membership of the Farm Bureau would be the target audience. A meeting on January 28th will be held to review all necessary arrangements.</p> <p>Confirmed with Laurie Mattas, College of DuPage Tourism Instructor, new Theatre Tour to Stratford/Shaw. I will continue to promote this tour in an effort to establish it as an annual tour.</p>	<p>Rezny</p> <p>Rezny</p> <p>Rezny</p>

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MONTHLY REPORT

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

International Travel Trade
for Month Ending: December, 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities</p> <p>To Develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product.</p> <p>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 Mart, Rendez-vous Canada, Atelier)</p> <p>Other Activities</p>	<p align="center">Completed</p>	<p>Participated on cooperative cost-share basis as exhibitor at Annual Moccasin Trails NOMTA Fishing, Culture, and Outdoor Consumer show, December 9-10, 1992 in St. Paul, MN. During the two-day show over 120 FIT packages were sold, with a tourism revenue value in excess of \$100,000.00. In addition, tentative bookings are forecasted to bring the total bookings to \$225,000.00.</p> <p>As reported in the November monthly report, the following tour operators have agreed to develop these promotional programs on a cost-share cooperative basis:</p> <p>MTI Vacations/Amtrak - Developing FAM Tour to Toronto for staff (Reservation Managers, Amtrak Sales Managers, MTI Marketing Mgrs.) for Feb. or March, 1993. This FAM will help staff to understand and promote the Toronto Great Escapes travel packages. This proposed fam is hinging on whether United Airlines issues 8-10 passes to Toronto; preferably over the delay if we take Amtrak.</p> <p>Lamers Tours - Continue to communicate about Retail Travel Agents/Group Leaders Toronto/N. F. FAM Tour.</p> <p>Peoria Charter Coach and Tours - Working with Canadian Consulate General - Chicago, continue to discuss development of a group leaders Canada Travel presentation.</p> <p>Mayflower Tours - Continue to communicate with AAA IL/IN regarding new advertising and promotional program; hopefully all details will be submitted by end of January.</p>	<p align="center">Rezny</p>

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MONTHLY REPORT

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

International Travel Trade
for Month Ending: December, 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities</p> <p>To Develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product.</p> <p>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 Mart, Rendez-vous Canada, Atelier)</p> <p>Other Activities</p>	<p>Completed</p>	<p>Participated at annual American Bus Association convention, Dec. 6-8, 1992 in Detroit, MI. Met with 32 motorcoach operators in developing new tour product to Ontario. Majority of interest shown by operators was in the African American Heritage Tour; all leads were given to Windsor C & VB/Niagara Falls Tours for proper follow-up. In addition, I have forwarded a complete Heritage Tour information package (including the VHS film) to all contacts.</p> <p>Completed Heritage Tour Site Inspection to Windsor by Dwight Jones, President, Dwight Jones and Associates. As a direct result of this visit, Mr. Jones made arrangements for E. Hamel, Tourism Mgr., Windsor V & CB, and Elise Davis, Mgr., The North American Black Historical Museum and Cultural Center, to be guests to be interviewed on Philadelphia radio station WDAS on Jan. 20, 1993. This station has the largest black audience in the city. In addition, I am discussing with Mr. Jones how we can promote the Heritage Tour here in Chicago on a cooperative basis.</p>	<p>Rezny</p>

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 Month Ending: December, 1992

Office: CHICAGO

Activity	Completion Date	Status	Response-ability
<u>Ongoing Priorities</u> Advertising Public Relations MOST	Pending	As a direct result of developing press releases with Dick Griffith and Associates, a travel article appeared in the <u>Pioneer Press</u> , Chicago's third largest newspaper.	
<u>New Initiatives</u>			

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MONTHLY REPORT

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

International Travel Trade
for Month Ending: December, 1992

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities</p> <p>To provide input into the Branch Marketing and Human Resources Plans</p> <p>To develop and implement the office operations and Human Resources Plan</p> <p>To coordinate and communicate international marketing and operations plans</p> <p>To seek potential corporate activities in international offices</p> <p>To administer international budgets</p> <p>To produce an office International Monthly Report for Head Office</p> <p>To provide coordination for Deputy Minister International Relations Task Group & Corporate Activities eg. Premier's Missions</p>	<p align="center">Pending</p>	<p>Participated at the MTR 1993/94 pre-operational planning meeting in Toronto December 1, 1992. Reviewed new emphasis on border states and sales and promotional activities to develop new group motorcoach business.</p>	<p align="center">Rezny</p>

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

International Travel Trade
 for Month Ending: February, 1993
 Office: CHICAGO

Shirley J/73

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities</p> <p>Monitoring of the key accounts and secondary account activity and tracking the number of sales calls and results.</p> <p>Increasing the number of wholesale companies packaging to group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets.</p>	<p>Pending</p>	<p>Developing with the following group motorcoach tour operators new Ontario Tours for 1993/94.</p> <p>**Presley Tours** Discussing new FARM TOUR to be developed and promoted in 1994; I am making arrangements for site inspections to Ottawa; details to follow.</p> <p>**Maupintour** Arrangements confirmed with Dave Hyde, Niagara Falls Tours to conduct a personal sales presentation with Mary Nichols, Area Operations Manager to present new THEATRE TOUR to Niagara on the Lake/Toronto. Will also review cost sharing.</p> <p>**Lampert Tours** Developing new NF/Stratford THEATRE TOUR for 1993; would like to have cooperative cost share for printing and postage to promote.</p> <p>**Group Travel Designers** Confirmed for April 26-28, 1993 for HERITAGE TOUR to Windsor/Chatham for group leaders & public school administrators.</p> <p>**Cook County Farm Bureau** Met with Executive Director with Jim Kayfes, Director, Moccasin Trails; confirmed that we would develop and promote for 1994 several NATIVE FISHING motorcoach tours to Ash Rapids Camp to the bureau membership.</p> <p>**American Airlines** Continued communication with CCG-Dallas regarding new Intermodal HERITAGE TOUR.</p> <p>**College of Dupage** New Stratford/Shaw THEATRE TOUR for 1993; five nights with tourism revenue value of \$37,500.00 USD.</p>	<p>Rezny</p>

Post-It Brand fax transmittal memo 7571 # of pages 4

To: JOHN DOE	From: JACK REZNY
Co: ITT	Co:
Dept:	Phone #
Fax # 416 314 7565	Fax #

MONTHLY REPORT

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

International Travel Trade
for Month Ending: February, 1993

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p><u>Ongoing Priorities</u> Monitoring of the key accounts and secondary account activity and tracking the number of sales calls and results. Increasing the number of wholesale companies packaging to group and independent product to Ontario from U.S. Investment Markets and four traditional offshore markets.</p>		<p>Status **Peoria Charter Coach Tours** Communicated with Bobbie Pickell, VP Tour Operations in developing group leaders travel promotions for their Eastern Canada Tours. **Moccasin Trails/ NONTA** Working with Senco Products, Cinn, OH; developing Incentive Travel package for 25/30 guests to visit Ash Rapids Fishing camp. **MTI Vacations/Amtrak** Still pending re: Amtrak Sales Manager and MTI Marketing Manager for Toronto/Niagara Falls Great Escapes FAM TOUR. **Niagara Falls Tours** Developing with Dave Hyde Oct 22-24, 1993 US Tour Operators THEATRE FAM TOUR; details regarding our participation will follow.</p>	<p>Rezny</p>

MONTHLY REPORT

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

International Travel Trade
for Month Ending: February, 1993
Office: CHICAGO

Activity	Completion Date	Status	Responsibility
<p>Ongoing Priorities</p> <p>To Develop and organize familiarization tours for targeted potential buyers interested in packaging new Ontario product.</p> <p>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 Mart, Rendez-vous Canada, Atelier)</p> <p>Other Activities</p>	<p>Completed</p> <p>Pending</p> <p>Completed</p>	<p>status</p> <p>CCG-Dallas - Participated at annual retail travel agents shows: Tulsa, Houston, and Dallas, Feb. 16-18, 1993.</p> <p>CCG-Chicago - Went to St. Louis, MO February 24th to participate in MC & IF travel marketplace; however, due to winter snow storm function was cancelled.</p> <p>All Canada Fishing Show - Participated on 1/30/93 at fishing show with Moccasin Trails. Met with Ontario Lodge and Outpost camp owner and Outdoor media representatives.</p> <p>O'Hare Outdoor and Fishing Show - Participated with Moccasin Trails met with Ontario Lodge and Outpost camp owner and Outdoor media representatives.</p> <p>Completed all invitations and airline arrangements for motorcoach operators to participate at Toronto Theatre FAM Tour February 5-7, 1993. Escorted and participated with AAA Royal Tours, Mayflower Tours, Van Galder Tours, Moore Fun Tours.</p> <p>SCTN Showcase Television- Developing with SCTN a complete proposal to produce a marketing video " The Road That Led to Freedom - The Underground Railroad, Part II"; the proposal will be submitted to Gary Hardy, General Manager, Region Niagara Tourist Council.</p> <p>Completed all KEY ACCOUNT research for actual 1993 Ontario tours and forecasts for 1993. All information being entered into KATS System.</p>	<p>Rezny</p>

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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 Month Ending: February, 1993

Office: CHICAGO

Activity	Completion Date	Status	Responsibility
Ongoing Priorities	Completed	Dwight Jones and Associates - Developed with E. Hamel, Windsor C & VB and Elise Davis, North American Black Historical Museum for opportunity to be interviewed on WDAS and WHAT (Black Radio Stations) and CNN TV affiliate in Philadelphia, PA to discuss HERITAGE TOUR. Note: TV CNN Affiliate ran five minute segments three times per week, for four weeks in February (Black History Month). This air time would have cost in excess of 1,000,000.00 USD if purchased and complete specific details will be submitted.	
Advertising	Completed	Chicago Tribune developed with Moccasin Trails a proposed series of OUTDOOR/HERITAGE AND FISHING articles down the Winisk River. Also making arrangements to meet with the Webequie Trappers Council and Emanuel Jacob, Manager, Winisk River Camps.	
Public Relations	Pending	Confirmed arrangements with Morgan Carter, Chicago Radio Broadcaster for WJAC, to participate in our April 26-28, 1993 Group Travel Designers HERITAGE FAM TOUR.	
MOST	Pending	Elite Travel Services - Developing communications with Essence magazine to do a feature section on the HERITAGE TOUR and all details have been given to Tom Boyd to handle.	
<u>New Initiatives</u>	Pending		

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: OCTOBER, 1992

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
Michigan Grocers Show 9/20-21/92 Traverse City, MI. MA/TB	<ul style="list-style-type: none"> • Tally Expenses • Receive Evaluation Forms From Exhibitors • Submit Final Report 	<ul style="list-style-type: none"> • NONE 	Nov., 1992
Ohio Grocers Show 10/92 Columbus, OH T.B.	<ul style="list-style-type: none"> • 6 Ontario Co's Exhibited • 35 Canadian In Total Exhibited • Excellent Attendance • All Exhibitors Expressed Positive Results 	<ul style="list-style-type: none"> • Tally Expenses • Receive Evaluation Forms • Submit Final Report 	Dec., 1992
PLMA Convention 11/92 Chicago, IL M.A./T.B.	<ul style="list-style-type: none"> • Booth Design Approved • Direct Mail Sent • Advertisement In Private Label Magazine 	<ul style="list-style-type: none"> • Send Company Graphics To Booth Design House • Order Special Equipment • Purchase Raffle Prize 	Dec., 1992

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: OCTOBER, 1992

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
I.F.T. Suppliers Night 11/92 Chicago, IL K.M./T.B.	<ul style="list-style-type: none"> • 4 Booths Reserved, 3 Exhibitors • Table Signs & Banner Ordered • Exhibitor Names Submitted To I.F.T. • Booth Equipment Ordered 	<ul style="list-style-type: none"> • Submit Exhibitor Checks To I.F.T. For Refund • Print Industrial Directories 	Dec., 1992

Show Audits
 Wisconsin Grocers' Show, Milwaukee, WI.
 National Pet Food Show, Chicago, IL.
 Illinois Retail Grocers' Show, Springfield, IL.

Upcoming Events - NOVEMBER/DECEMBER/JANUARY

NOVEMBER
 PLMA Convention
 Chicago, IL

I.F.T. Suppliers Night
 Chicago, IL

Ontario Ministry Of Agriculture & Food
Monthly Report
Chicago-Central Region
October, 1992

DECEMBER

None

JANUARY

Marketing In The U.S. Seminar

COMPANY ASSISTANCE PROVIDED

Claudia Neuber
BACKERHAUS VEIT
Information on Ohio Market.

John Hyatt
McCLEAN BROS. FISHERIES INC.
Information on Ohio Market & OMAF's U.S. Program.

Mike Watts
EGGNITION TRADING CORPORATION
Information on Ohio Market & Toronto OMAF Contacts.

Richard Drayton
NORTHERN CRYSTAL
Information on Ohio Market.

Ontario Ministry Of Agriculture & Food
Monthly Report
Chicago-Central Region
October, 1992

COMPANY ASSISTANCE PROVIDED (Continued)

Bruce DeBlock
TRADITION FINE FOODS
Information on Ohio Market.

Ron Foster
DERLEA
Information on Ohio Market.

Charlotte Roberson
COUNCIL OF GREAT LAKES GOVERNORS
Source Canadian Wheat Dealers sent to R. McKenzie.

Robert Elliott
ABER FOYLE SPRING
Information on Midwest Trade Shows & Other Government Assistance.
Sent to Tony Stampfer.

Robert Kelly
BICKS PICKLES
Information on U.S. Industrial Brokers.

Dino Tei
TETT FOODS
Information on Illinois Brokers.

MIDWEST REGION, U.S.A.
 1992/93
 YTD BUDGET IN CDN \$:
 (rounded to nearest dollar)

MONTH ENDING OCTOBER 29, 1992

<u>PROJECTS</u>	<u>BUDGETED</u>	<u>ACTUAL</u>	<u>VARIANCE</u>
F.M.I. CONVENTION (MAY) [TIN]*	\$ 60,000	\$ 55,523	
QUARTERLY MEETING/FMI (MAY)**	\$ 1,250	\$ 339	
MID-YEAR MEETING/TORONTO (JUNE)**	\$ 1,250	\$ 981	
A.A.N. SHOW (JULY) [STAMPFER]*	\$ 5,000	\$ 4,435	
MICHIGAN GROCERS SHOW (SEPT.) [ANGUS]*	\$ 18,000	\$ 5,603	
QUARTERLY MEETING/TORONTO (SEPT.)**	\$ 1,250	\$ 911	
OHIO GROCERS SHOW (OCT.) *	\$ 18,000	\$ 4,551	
I.F.T. SUPPLIERS NIGHT (NOV.) [VASARAIS]*	\$ 5,000	\$ 1,978	
P.L.M.A. CONVENTION (NOV.) [ANGUS]*	\$ 40,000	\$ 26,112	
PLANNING MEETING/TORONTO (DEC.)*	\$ 1,250		
MILWAUKEE TRADE MISSION (JAN.) [MARTIN]*	\$ 20,000		
PRIVATE LABEL SEMINAR (JAN.) [MARTIN]*	\$ 6,000		
MARKETING IN U.S. SEMINAR (FEB.) [ANGUS]*	\$ 6,000		
PRIVATE LABEL INITIATIVE (APR.-AUG.) [MARTIN]*	\$ 20,000		
AUDITS/RECONNAISSANCE (APR.-AUG.)* [RANKIN]	\$ 5,200	\$ 593	
TOTAL TO SEPTEMBER 24, 1992	\$208,200	\$100,433	
OFFICE EXPENDITURES TO OCTOBER 29, 1992	\$ 40,000	\$ 7,242	

- 1 Conversion to Canadian \$ = 1.15
- 2 Budgeted Amount reflects TOTAL BUDGET
- * Reflects Ongoing Project/Budget
- ** Reflects Completed Project/Budget

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: NOVEMBER, 1992

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
Michigan Grocers Show 9/20-21/92 Traverse City, MI. MA/TB	<ul style="list-style-type: none"> • Tally Expenses • Receive Evaluation Forms From Exhibitors • Submit Final Report 	<ul style="list-style-type: none"> • NONE 	Dec., 1992
Ohio Grocers Show 10/24-25/92 Columbus, OH T.B.	<ul style="list-style-type: none"> • Tally Expenses • Receive Evaluation Forms • Submit Final Report 	<ul style="list-style-type: none"> • NONE 	Dec., 1992
PLMA Convention 11/16-17/92 Chicago, IL M.A./T.B.	<ul style="list-style-type: none"> • 8 Ontario Companies Exhibited • Excellent Attendance • All Exhibitors Expressed Positive Results • Generated Interest From Wholesalers For Other Ontario Products 	<ul style="list-style-type: none"> • Tally Expenses • Receive Evaluation Forms • Submit Final Report 	Jan., 1993

Ontario Ministry Of Agriculture & Food
Monthly Report
Chicago-Central Region
November, 1992

COMPANY ASSISTANCE PROVIDED

Greg Schmalz
DON REE INC.
Information on Illinois Industrial Market.

Ed Wilby
G.S. DUNN COMPANY LTD.
Information on Illinois Industrial Market.

David Thorne
MULTIFOODS INC.
Information on Illinois Industrial Market.

Richard Drayton
NORTHERN CRYSTAL
Information on Michigan Bottled Water Labelling Requirements.

Ron Foster
DERLEA
Information on Kramer Distributing In Michigan

MIDWEST REGION, U.S.A.
 1992/93
 YTD BUDGET IN CDN \$¹
 (rounded to nearest dollar)

MONTH ENDING NOVEMBER 25, 1992

PROJECTS	BUDGETED ²	ACTUAL	VARIANCE
F.M.I. CONVENTION (MAY) [TIN]*	\$ 60,000	\$ 55,999	\$
QUARTERLY MEETING/FMI (MAY)**	\$ 1,250	\$ 339	\$ 911
MID-YEAR MEETING/TORONTO (JUNE)**	\$ 1,250	\$ 981	\$ 269
A.A.N. SHOW (JULY) [STAMPFER]**	\$ 5,000	\$ 4,883	\$ 117
MICHIGAN GROCERS SHOW (SEPT.) [ANGUS]*	\$ 18,000	\$ 7,281	
QUARTERLY MEETING/TORONTO (SEPT.)**	\$ 1,250	\$ 911	\$ 339
OHIO GROCERS SHOW (OCT.) *	\$ 18,000	\$ 6,917	
I.F.T. SUPPLIERS NIGHT (NOV.) [MOORE]*	\$ 5,000	\$ 1,978	
P.L.M.A. CONVENTION (NOV.) [ANGUS]*	\$ 40,000	\$ 29,517	
PLANNING MEETING/TORONTO (DEC.) *	\$ 1,250		
MILWAUKEE TRADE MISSION (JAN.) [STAMPFER]*	\$ 20,000		
PRIVATE LABEL SEMINAR (JAN.) [ANGUS]*	\$ 6,000		
MARKETING IN U.S. SEMINAR (FEB.) [ANGUS]*	\$ 6,000		
PRIVATE LABEL INITIATIVE (APR.-NOV.) [ANGUS]*	\$ 20,000		
AUDITS/RECONNAISSANCE (APR.-NOV.) * [RANKIN]	\$ 5,200	\$ 1,413	
TOTAL TO NOVEMBER 25, 1992	\$208,200	\$110,219	
OFFICE EXPENDITURES TO NOVEMBER 25, 1992	\$ 40,000	\$ 8,123	

- ¹ Conversion to Canadian \$ = 1.15
- ² Budgeted Amount reflects TOTAL BUDGET
- * Reflects Ongoing Project/Budget
- ** Reflects Completed Project/Budget

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: DECEMBER, 1992

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
PLMA Convention 11/16-17/92 Chicago, IL M.A./T.B.	<ul style="list-style-type: none"> • Tally Expenses • Receive Evaluation Forms • Submit Final Report 	<ul style="list-style-type: none"> • NONE 	Jan, 1993
I.F.T. Suppliers Night 11/10/92 Chicago, IL K.M./T.B.	<ul style="list-style-type: none"> • Tally Expenses • Submit Final Report • Distribute Attendees & Exhibitor Lists to 3 Exhibitors 	<ul style="list-style-type: none"> • NONE 	Jan, 1993

Ontario Ministry of Agriculture & Food
Monthly Report
Chicago-Central Region
December, 1992

Show Audits
None

Upcoming Events - JANUARY/FEBRUARY/MARCH

JANUARY
None

FEBRUARY
Private Label Seminar
Milwaukee Trade Mission
Marketing In The U.S. Seminar

MARCH
R.B.A. Convention
Milwaukee Trade Mission

COMPANY ASSISTANCE PROVIDED

Don Kennedy
BRIGHTS WINES
UPC Coding Information, Corrugated Packaging Graphics Information.

MIDWEST REGION, U.S.A.
 1992/93
 YTD BUDGET IN CDN \$ *
 (rounded to nearest dollar)

MONTH ENDING DECEMBER 17, 1992

PROJECTS	BUDGETED :	ACTUAL	VARIANCE
F.M.I. CONVENTION (MAY) [TIN]*	\$ 60,000	\$ 55,999	\$
QUARTERLY MEETING/FMI (MAY)**	\$ 1,250	\$ 339	\$ 911
MID-YEAR MEETING/TORONTO (JUNE)**	\$ 1,250	\$ 981	\$ 269
A.A.N. SHOW (JULY) [STAMPER]**	\$ 5,000	\$ 4,883	\$ 117
MICHIGAN GROCERS SHOW (SEPT.) [ANGUS]*	\$ 18,000	\$ 7,281	
QUARTERLY MEETING/TORONTO (SEPT.)**	\$ 1,250	\$ 911	\$ 339
OHIO GROCERS SHOW (OCT.) *	\$ 18,000	\$ 7,355	
I.F.T. SUPPLIERS NIGHT (NOV.) [MOORE]*	\$ 5,000	\$ 2,924	
P.L.M.A. CONVENTION (NOV.) [ANGUS]*	\$ 40,000	\$ 30,190	
PLANNING MEETING/TORONTO (DEC.)*	\$ 1,250		
MILWAUKEE TRADE MISSION (JAN.) [STAMPER]*	\$ 20,000		
PRIVATE LABEL SEMINAR (JAN.) [ANGUS]*	\$ 6,000		
MARKETING IN U.S. SEMINAR (FEB.) [ANGUS]*	\$ 6,000		
PRIVATE LABEL INITIATIVE (APR.-NOV.) [ANGUS]*	\$ 20,000	\$ 1,581	
AUDITS/RECONNAISSANCE (APR.-NOV.)* [RANKIN]	\$ 5,200		
TOTAL TO DECEMBER 17, 1992	\$208,200	\$112,444	
OFFICE EXPENDITURES TO DECEMBER 17, 1992	\$ 40,000	\$ 10,167	

- 1 Conversion to Canadian \$ = 1.15
- 2 Budgeted Amount reflects TOTAL BUDGET
- * Reflects Ongoing Project/Budget
- ** Reflects Completed Project/Budget

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: JANUARY, 1993

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
SOLO SHOW 3/15-17/93 Milwaukee, WI. T.S./T.B.	<ul style="list-style-type: none"> • Budget Projected • Meeting Site Approved • Submit Proposal To Management • Develop Mailing List 	<ul style="list-style-type: none"> • Send Participation Letter • Design Mailing Pieces • Obtain Return Postage Permit 	Ongoing
Private Label Initiative/Seminar 3/93 Toronto M.A./T.B.	<ul style="list-style-type: none"> • Met With Topco Buying Group • Gathering Export & Marketing Info For Topco • Incoming Buyers Mission Interest 	<ul style="list-style-type: none"> • Incoming Buyers Mission Tentatively Planned For Week of 4/12 & 4/19 Two Groups Of Topco Buyers 	Ongoing
R.B.A. Convention 3/27-30/93 Atlanta, GA. L.V./T.B.	<ul style="list-style-type: none"> • Booth Space Reserved • Six Companies Participating • Hotel Accommodations Reserved • Submit Company Checks To R.B.A. For Final Booth Payment 	<ul style="list-style-type: none"> • Order Booth Requirements • Order Direct Mail List & Piece 	Ongoing

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: JANUARY, 1993

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
F.M.I. Convention 5/9-12/93 Chicago, IL L.V./T.B.	<ul style="list-style-type: none"> • Booth Space Reserved • Hotel Reserved • Budget Projected • Proposal Submitted To Management 	<ul style="list-style-type: none"> • Send Participation Letter • Reserve Booth 	Ongoing
I.F.T. Convention 7/11-14/93 Chicago, IL. L.V./T.B.	<ul style="list-style-type: none"> • Booth Space Selected • Submit Final Booth Payment 	<ul style="list-style-type: none"> • Project Budget • Submit Proposal To Management 	Ongoing
P.L.M.A. Convention 11/14-17/93 Chicago, IL. M.A./T.B.	<ul style="list-style-type: none"> • Booth Space Reserved • Submit Full Booth Payment 	<ul style="list-style-type: none"> • Project Budget • Submit Proposal To Management 	Ongoing

Ontario Ministry of Agriculture & Food
Monthly Report
Chicago-Central Region
January, 1993

Show Audits
None

Upcoming Events - FEBRUARY/MARCH/APRIL

FEBRUARY
None

MARCH
Milwaukee Solo Mission
R.B.A. Convention

APRIL
Topco Incoming Buyers Mission

COMPANY ASSISTANCE PROVIDED

Don Kennedy
BRIGHTS WINES
Wisconsin Distributor Information,
Wine & Spirits Expo Information.

MIDWEST REGION, U.S.A.
1992/93
YTD BUDGET IN CDN \$
(rounded to nearest dollar)

MONTH ENDING JANUARY 26, 1993

PROJECTS	BUDGETED :	ACTUAL	VARIANCE
F.M.I. CONVENTION (MAY) [TIN]**	\$ 60,000	\$ 56,272	\$ 3,728
QUARTERLY MEETING/FMI (MAY)**	\$ 1,250	\$ 339	\$ 911
MID-YEAR MEETING/TORONTO (JUNE)**	\$ 1,250	\$ 981	\$ 269
A.A.N. SHOW (JULY) [STAMPFER]**	\$ 5,000	\$ 4,883	\$ 117
MICHIGAN GROCERS SHOW (SEPT.) [ANGUS]**	\$ 18,000	\$ 8,281	\$ 9,719
QUARTERLY MEETING/TORONTO (SEPT.)**	\$ 1,250	\$ 911	\$ 339
OHIO GROCERS SHOW (OCT.) *	\$ 18,000	\$ 7,355	
I.F.T. SUPPLIERS NIGHT (NOV.) [MOORE]*	\$ 5,000	\$ 3,313	
P.L.M.A. CONVENTION (NOV.) [ANGUS]*	\$ 40,000	\$ 35,931	
PLANNING MEETING/TORONTO (DEC.)**	\$ 1,250	\$ 902	\$ 348
MILWAUKEE TRADE MISSION (JAN.) [STAMPFER]*	\$ 20,000		
PRIVATE LABEL SEMINAR (JAN.) [ANGUS]*	\$ 6,000		
MARKETING IN U.S. SEMINAR (FEB.) [ANGUS]*	\$ 6,000		
PRIVATE LABEL INITIATIVE (APR.-JAN.) [ANGUS]*	\$ 20,000		
AUDITS/RECONNAISSANCE (APR.-JAN.)* [RANKIN]	\$ 5,200	\$ 2,203	
TOTAL TO JANUARY 26, 1993	\$208,200	\$121,371	
OFFICE EXPENDITURES TO JANUARY 26, 1993	\$ 40,000	\$ 15,713	

1 Conversion to Canadian \$ = 1.15

2 Budgeted Amount reflects TOTAL BUDGET

* Reflects Ongoing Project/Budget

** Reflects Completed Project/Budget

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: FEBRUARY, 1993

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
SOLO SHOW 3/15-17/93 Milwaukee, WI. T.S./T.B.	<ul style="list-style-type: none"> • Participation Letter Sent • Postage Permit Obtained • Mail List Developed • Hotel Contract's Received • Meals Selected 	<ul style="list-style-type: none"> • Send Mailing Pieces • Develop Store Tour • Hire Combo For Event • Hire Tour Bus • Invite Dinner Speakers • Sign Contracts 	Ongoing
Private Label Initiative/Seminar 3/93 Toronto M.A./T.B.	<ul style="list-style-type: none"> • Incoming Buyers Mission Tentatively Planned For Week of 4/12 & 4/19 • Three Groups of Topco Buyer 	<ul style="list-style-type: none"> • Send Marketing Information • Receive Specific Product Interests • Reserve Hotel & Meeting Rooms • Contact Ontario Company's 	Ongoing
R.B.A. Convention 3/27-30/93 Atlanta, GA. L.V./T.B.	<ul style="list-style-type: none"> • AD Placed In Modern Baking • Direct Mail Piece Printed • Received Booth Materials Contract 	<ul style="list-style-type: none"> • Order Direct Mail List • Mail Direct Mail • Order Booth Requirements 	Ongoing

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: FEBRUARY, 1993

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
F.M.I. Convention 5/9-12/93 Chicago, IL L.V./T.B.	<ul style="list-style-type: none"> • Participation Letter Sent • Booth Reserved 	<ul style="list-style-type: none"> • Order Direct Mail Piece • Develop & Place Advertisement • Order Direct Mail List 	Ongoing
I.F.T. Convention 7/11-14/93 Chicago, IL L.V./T.B.	<ul style="list-style-type: none"> • Submit Proposal To Management 	<ul style="list-style-type: none"> • Send Participation Letter 	Ongoing
P.L.M.A. Convention 11/14-17/93 Chicago, IL M.A./T.B.	<ul style="list-style-type: none"> • Booth Space Reserved • Full Payment Submitted For Booths 	<ul style="list-style-type: none"> • Develop Project Budget • Submit Proposal To Management 	Ongoing

Ontario Ministry of Agriculture & Food
Monthly Report
Chicago-Central Region
February, 1993

Show Audits
None

Upcoming Events - MARCY/APRIL/MAY

MARCH
Milwaukee Solo Mission
R.B.A. Convention

APRIL
Topco Incoming Buyers Mission

MAY
F.M.I. Convention

COMPANY ASSISTANCE PROVIDED

Armas Pukala, Director Economic Development
Keith Richardson, Chairman
Regional Municipality Haldimand-Norfolk
Discuss OMAF Programs and How To Assist Interests In Region.

MIDWEST REGION, U.S.A.
 1992/93
 YTD BUDGET IN CDN \$:
 (rounded to nearest dollar)

MONTH ENDING FEBRUARY 12, 1993

PROJECTS	BUDGETED :	ACTUAL	VARIANCE
F.M.I. CONVENTION (MAY) [TIN]**	\$ 60,000	\$ 56,272	\$ 3,728
QUARTERLY MEETING/FMI (MAY)**	\$ 1,250	\$ 339	\$ 911
MID-YEAR MEETING/TORONTO (JUNE)**	\$ 1,250	\$ 981	\$ 269
A.A.N. SHOW (JULY) [STAMPFER]**	\$ 5,000	\$ 4,883	\$ 117
MICHIGAN GROCERS SHOW (SEPT.) [ANGUS]**	\$ 18,000	\$ 8,281	\$ 9,719
QUARTERLY MEETING/TORONTO (SEPT.)**	\$ 1,250	\$ 911	\$ 339
OHIO GROCERS SHOW (OCT.) **	\$ 18,000	\$ 6,799	\$ 11,201
I.F.T. SUPPLIERS NIGHT (NOV.) [MOORE]**	\$ 5,000	\$ 2,750	\$ 2,250
P.L.M.A. CONVENTION (NOV.) [ANGUS]*	\$ 40,000	\$ 45,677	
PLANNING MEETING/TORONTO (DEC.)**	\$ 1,250	\$ 902	\$ 348
MILWAUKEE TRADE MISSION (JAN.) [STAMPFER]*	\$ 20,000	\$ 282	
PRIVATE LABEL SEMINAR (JAN.) [ANGUS]*	\$ 6,000	\$ 83	
MARKETING IN U.S. SEMINAR (FEB.) [ANGUS]*	\$ 6,000		
PRIVATE LABEL INITIATIVE (APR.-FEB.) [ANGUS]*	\$ 20,000	\$ 2,203	
AUDITS/RECONNAISSANCE (APR.-FEB.)* [RANKIN]	\$ 5,200	\$ 2,203	
R.B.A. Convention (MARCH) [VASARAIS]*	\$ 23,700	\$ 9,000	
TOTAL TO FEBRUARY 12, 1993	\$208,200	\$121,371	
OFFICE EXPENDITURES TO FEBRUARY 12, 1993	\$ 40,000	\$ 15,713	

Conversion to Canadian \$ = 1.15

Budgeted Amount reflects TOTAL BUDGET

- * Reflects Ongoing Project/Budget
- ** Reflects Completed Project/Budget
- R.B.A. Convention - Not In Original Budget

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: MARCH, 1993

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
SOLO SHOW 3/15-17/93 Milwaukee, WI T.S./T.B.	<ul style="list-style-type: none"> • Cancelled Due To Only Nine Companies Registered 		Done
Private Label Initiative/Seminar 3/93 Toronto M.A./T.B.	<ul style="list-style-type: none"> • Incoming Buyers Mission Tentatively Planned For Week of 4/12 & 4/19 • 14 Buyers As Of March 23 • Sent Market Information • Received Specific Product Interests • Hotel & Meeting Rooms Reserved • Government & Customs Speakers Contacted 	<ul style="list-style-type: none"> • Contact Manufacturers/Broker Association Speaker • Contact Vendors For Speakers 	Ongoing

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

NAME: THOMAS J. BRUSH

OFFICE: CHICAGO - CENTRAL REGION

DATE: MARCH, 1993

PROJECT	CURRENT STATUS	NEXT STEPS	COMPLETION
R.B.A. Convention 3/27-30/93 Atlanta, GA. L.V./T.B.	<ul style="list-style-type: none"> • All Arrangements Finalized and Confirmed 	<ul style="list-style-type: none"> • Attend Show 	March 31
F.M.I. Convention 5/9-12/93 Chicago, IL L.V./T.B.	<ul style="list-style-type: none"> • Direct Mail Piece Delivered • Direct Mail Piece List Ordered • Registered Participants 	<ul style="list-style-type: none"> • Hotel Registration • Order Booth Requirements 	Ongoing
I.F.T. Convention 7/11-14/93 Chicago, IL L.V./T.B.	<ul style="list-style-type: none"> • Six Companies To Participate 	<ul style="list-style-type: none"> • Send Directory Listing Form • Order Direct Mail Piece • Order Advertisement • Register Participants 	Ongoing
P.L.M.A. Convention 11/14-17/93 Chicago, IL M.A./T.B.	<ul style="list-style-type: none"> • Develop Project Budget • Submit Proposal To Management 	<ul style="list-style-type: none"> • Send Participation Letter 	Ongoing

Ontario Ministry of Agriculture & Food
Monthly Report
Chicago-Central Region
MARCH, 1993

Show Audits
Wisconsin Restaurant Show
Milwaukee, WI.
3/2-3/93

Upcoming Events - APRIL/MAY/JUNE

APRIL
Topco Incoming Buyers Mission

APRIL
Topco Incoming Buyers Mission

JUNE
Gift Basket/Mail Order Seminar

COMPANY ASSISTANCE PROVIDED

Russ Hopkins
Beverage Network
Beer Exporters

Frank McDonald
Manning Biscuit
Used Equipment Sellers

Ontario Ministry Of Agriculture & Food
Monthly Report
Chicago-Central Region
MARCH 25, 1993

COMPANY ASSISTANCE PROVIDED

Len Magyar, Economic Development Officer
City of Woodstock
Called For Bright Chas. House & Willy's Salsa.
Directed to Phil Dick

Ted Dzialowski
Mar-Brite Foods Co-Operative, Inc.
Sent Broker & Distributor Sources For
Chicago, & Illinois Market

James Groover
Sun Coast Citrus Products
Sent Export Directory

Dave Bryant
Crystal Springs
Sent Broker and Distributors Sources For
Indiana Market

DATE: April 21, 1993
TO: New York Office
FROM: Peter McDonald
Senior Representative
Dallas Office
RE: **SEMI-ANNUAL JUSTICE DEPARTMENT REPORT
OCTOBER 1, 1992 - MARCH 31, 1993**

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

Attachment

DALLAS OFFICE ACTIVITIES
October 1, 1992 - March 31, 1993

Major Activities - October 1992

Highlights:

At the end of September Mr. Thomas Hauser resigned from this office.

Texas Association of Business, Fort Worth , Texas. We had an information booth and distributed information on investing in Ontario.

Space Exploration Expo, Houston, Texas. Ontario companies participated in this Expo. Also we set up meetings for Ontario companies with NASA Johnson Space Center.

Society of Exploration Geophysicists, New Orleans, Louisiana. Staffed an information booth during show. Also cosponsored with the Canadian Consulate in Dallas a business reception for agents and distributors.

Instrument Society of America, Houston, Texas. Ontario companies participated in this Expo.

Major Activities - November 1992

Highlights:

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

DALLAS OFFICE ACTIVITIES
October 1, 1992 - March 31, 1993
Page 2

Major Activities - December 1992

Highlights:

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

Major Activities - January 1993

Highlights:

Texas State Chamber Annual Meeting, Austin, Texas.

Major Activities - February 1993

Highlights:

Business Opportunity Mission, Laredo/McAllen/
Brownsville, Texas. We held a business reception and
meetings with local business representatives in the
South Texas areato discuss potential joint venture,
licensing and strategic alliances with Ontario
companies.

Electronic Suppliers Mission, Austin & Dallas, Texas.
Meetings were arranged for the Ontario companies to
visit with Texas companies who use electronic
components. A reception was held in Austin to
introduce local area VIP's to the Ontario companies.

Major Activities - February 1993 continued

Did a mailing to all hi-tech companies in the Texas area, promoting business interest in Ontario.

Major Activities - March 1993

Highlights:

Houston Investment Mission, Houston, Texas. We held a business reception and an investment seminar. Richard Allen was the keynote speaker for the luncheon seminar. We had over a 180 people at the luncheon seminar.

Borderland Trade Show, El Paso, Texas. Ontario companies participated in this show. We worked in conjunction with the Canadian Consulate (Dallas) on this show.

Albuquerque Business Fair, Albuquerque, New Mexico. We had a booth at this Business Fair and promoted joint venture and licensing opportunities with Ontario companies.

Business Opportunity Mission, Fort Worth, Texas. We held a business reception and meetings with local business representatives in the Fort Worth area to discuss potential joint venture, licensing and strategic alliances with Ontario companies.



Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

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617/266-7172
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617/266-0271

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Prudential Center
Boston, Massachusetts
U.S.A. 02199-8001

**JUSTICE DEPARTMENT REPORT
BOSTON OFFICE ACTIVITY
October 1992 through March 1993**

October 1992

Major Activities:

As has been the case for the previous four years, the Boston Office sponsored a Venture Capital Seminar in Boston on October 15. 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.

November 1992

Major Activities:

There were no scheduled events during the month of November for the Boston office.

An investment direct mailing went out during the month of November to approximately 1,400 businesses in New England.

Nancy Royce, Tourism Coordinator in the Boston office for the Ministry of Tourism and Recreation, resigned her position effective November 15, 1992.

December 1992

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 92/93.

January 1993

Major Activities:

The Boston office, in conjunction with the Canadian Consulate General in Boston, sponsored a Strategic Alliance in Ontario Telecommunications event on January 12, 1993. There were 8 Ontario firms present and about 35 New England attendees.

The Boston office again participated at the New England Lumbermen's Association Convention, January 14 - 16. 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.

February 1993

Major Activities:

The one major event this month was an official visit to Boston by Premier Bob Rae. His visit was from Saturday, February 20 until Tuesday, February 23. Over the weekend the Premier enjoyed the sights of Boston and had dinner with Governor William Weld.

On Monday, February 22, his official duties included a formal meeting with Governor Weld, two media interviews - one with the Christian Science Monitor the other with the Boston Globe, a role as guest speaker for the monthly New England - Canada Business Council luncheon, a speech at the Harvard Center for International Studies's Canada Seminar Series, and a dinner at the Harvard Business School hosted by Dean McArthur.

On Tuesday, February 23 his schedule covered a corporate call to Raytheon Company, a large defense and aerospace supplier, and another visit to Harvard University, this time to address a group of students and faculty at the John F. Kennedy School of Government.

March 1993

Major Activities:

The Boston office held its annual Software Mission on March 2. 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.

As was done last year, an investment component was added, a Software Strategic Alliance Seminar, jointly sponsored with the Massachusetts Computer Software Council. 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.

The Senior Representative of the Boston office, John Brady, received placement to a new position in Toronto and was no longer affiliated with the Boston office as of March 15, 1993 as Senior Representative or Head of Post.

Ms. Penny Dutton will be covering off the Boston office as Acting Head of Post over all Ministry of Economic Trade & Development issues. Mr Robert Adduci, Tourism Manager, will act as Acting Senior Representative during Penny's absences from the office.



GOVERNMENT OF ONTARIO, CANADA

1100 Circle, 75 Parkway
Suite 620
Atlanta, Georgia 30339
Tel: (404) 956-1981
Fax: (404) 955-5699

March 23, 1993

SEMI ANNUAL JUSTICE DEPARTMENT REPORT

ATLANTA ACTIVITY

ACTIVITY SCHEDULE

- Attended conference on NAFTA in Greenville, SC. There were approximately 125 participant.
- We sponsored a group of Ontario exhibitors at the PowerGen Show in Orlando in November 1992.
- Ontario companies from the electronics industry exhibited under our sponsorship at the Southcon Show in Fort Lauderdale, FL in February '93.
- We sponsored an exhibit at the Pittcon Show (scientific equipment) March 8-11 in Atlanta, GA with seven Ontario exhibitors. Six other Ontario companies exhibited on their own.
- A BOM was held in Huntsville, AL in February '93 to review with local companies investment opportunities in Ontario.
- Howard Fox retired in April 1992.

A handwritten signature in black ink, appearing to read "H. Fox".



Government
of Ontario
Canada

Ministry of
Industry, Trade
and Technology

333 South Grand Avenue, Suite 620
Los Angeles, California
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Facsimile: (213) 621-2624

March 31, 1993

Memorandum To: Sylvia King
MEDT - New York

From: Holly Gauthier
MEDT - Los Angeles

Subject: SEMI ANNUAL JUSTICE REPORT
OCTOBER 1, 1991 - MARCH 31, 1993

STAFF CHANGES

LOS ANGELES

There were NO staff changes during this period.

Unchanged Office Staff

Mae Gnan Wong
Robin Jepsen
Gary Cooke - OMAF
Suzannah Hom - OMAF
Holly Gauthier
Wendy Ruiz
Sheri Determan
Ross Spalding
Cheryl Kelly
Alison Emilio - OFDC

JUSTICE REPORT

MINISTRY OF ECONOMIC DEVELOPMENT & TRADE

OCTOBER 1992

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

Boeing Associates	Bellevue, WA
Tunturi Inc.	Remond, WA

The following agents were appointed to sell Ontario manufactured goods.

Barbara Roth	MD
Scott Jackson	WA
Ear Communications	CA
Plustronics, CA	CA
Carmack Assoc	MN
Texas Medical	TX
Barrier Free Systems	NY
Kaplan Associates	MA
Draco Associates	NY

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

APTA	Los Angeles, CA
Mine Expo International	Las Vegas, NV
IBEX	San Francisco, CA

NOVEMBER 1992

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

MICC CO.	Santa Clara, CA
Titan Scan	La Jolla, CA
Hygeia Pharmaceutical	San Diego, CA
Cannan Partners	Menlo Park, CA
Transition Capital Mgmt	San Jose, CA
Pharmetrix Corp.	Menlo Park, CA
Lefiell Corporation	San Francisco, CA

The following agents were appointed to sell Ontario manufactured goods.

Romulus Sales	Denver, CO
Centinski Sales	San Diego, CA
Hartland Sales	Phoenix, AZ
Stewart Fullerton	San Jose, CA

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

Wescon	Anaheim, CA
SEMA	Las Vegas, NV
HAZMAT	Long Beach, CA
Comdex	Las Vegas, CA

DECEMBER 1992

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

Viking Electronics	Chatsworth, CA
Micah Tech	Corona, CA
Doering Engineering	Villa Park, CA
Oasis Computer Products	San Diego, CA
Innovative Steam Technologies	San Diego, CA

The following agents were appointed to sell Ontario manufactured goods.

Aerospace Associates	CA
Scott Jordon	WA
Norman Oliver	AZ

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

CAN/AM	Tucson, AZ
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JANUARY 1992

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

Flex Communications Group	Rancho Cucamonga, CA
Toshiba America Information Sys	Irvine, CA

The following agents were appointed to sell Ontario manufactured goods.

Thorson Co.	San Diego, CA
New England Tech	Burlington, MA

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

AFCEA	San Diego, CA
Medical Design & Manufacturing Show	Anaheim, CA
Composites in Manuf.	Pasadena, CA
Consumer Electronics Show	Las Vegas, NV
California Gift Show	Los Angeles, CA

FEBRUARY 1992

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

Viscount Group	Beverly Hills, CA
Nesco Battery Systems	Van Nuys, CA
Buty Wave Products	Los Angeles, CA
Crest Electronics	Los Angeles, CA
Forth Inc.	Mahattan Beach, CA
Bearing Designs	Garden Grove, CA
Spincraft Engineering	Rancho Bernardo, CA
Telecomputer Inc.	Westminister, CA
Paragon Decision Resources	Irvine, CA
Quantimetrix	Hawthorne, CA
Dactek International	Van Nuys, CA
OCA Applied Optics	Garden Grove, CA
Wilorco	Long Beach, CA
Axia Corp Chicago	Irvine, CA
Body Wise International	Tustin, CA

Moran, Stahl, & Boyer

Costa Mesa, CA

The following agents were appointed to sell Ontario manufactured goods.

Sedco Sales

Mesa, AZ

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

Seafare

Long Beach, CA

American Academy of Orthopedic Surg.

San Francisco, CA

MARCH 1992

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

Tass Optical

San Diego, CA

Silent Radio

Chatsworth, CA

Flame Master Corp

Sun Valley, CA

National Research & Chemical Co.

Torrance, CA

Altawood

Upland, CA

Vestar

San Dimas, CA

Intra-Global Nutritional Prod.

San Bernardino, CA

Bethpage

Newport Beach, CA

The following agents were appointed to sell Ontario manufactured goods.

Vendor Surveillance

Irvine, CA

Ron Densen

Stockton, CA

SWI Industries

No. California

Magna Machinery

Central California

Closs Machinery

So. California

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

Westec
California Kids Expo

Los Angeles, CA
Los Angeles, CA

A handwritten signature in cursive script, appearing to read "A. H. Green".

JUSTICE REPORT

MINISTRY OF AGRICULTURE & FOOD OCTOBER 1992 - MARCH 1993

TRADE SHOWS/EXHIBITS:

CALIFORNIA GROCERS ASSOCIATION - San Diego, California - October 3-5, 1993

Contacts:

CAPPOLA FOOD INC. - Toronto, Ontario

Tino Piscitelli

Damiano Impastato

FAIRLEE FRUIT JUICE - Rexdale, Ontario

Nino Younan

KAJAL GOURMET SNACKS - Aurora, Colorado

Dilip Dhabalia

KELP PRODUCTS INTERNATIONAL - Concord, Ontario

Chuck Williams

LABATT IMPORTERS - Dana Point, California

Norman Boehm

Steve Uzelec

MAPLE ORCHARD FARMS - Bracebridge, Ontario

David Knappett

SUMMERSWEET FINE FOODS - Richmond Hill, Ontario

Bev Murray

PRODUCE MARKETING ASSOCIATION - Denver, Colorado - October 13-15, 1993

Contacts:

CHANTLER PACKAGING INC - Mississauga, Ontario

Roy Ferguson

Katherine A. Auksel

FERNLEA FLOWERS LTD - Delhi, Ontario

Brian Wood

Mr & Mrs. Joe Howe

Mr. & Mrs. Craig Farley

Randy Tucker

LAKESHORE PRODUCE - Jordan Station, Ontario
Neil & Jim Olsthoorn
Burt Bosje

ONTARIO FLOWER GROWERS - Mississauga, Ontario
Rob van Staalduinen
Robert H. Lane
Cor Keeren

P. VANDER DUSSEN GREENHOUSES - Milton, Ontario
Peter Vander Dussen
Sylvia Villar

C. VAN STAALDUINEN - Brantford, Ontario
Brian Veerman
Clarence & Sturart van Staalduinen

**INTERNATIONAL FANCY FOOD & CONFECTION SHOW - San Francisco, California-
Feb 28 - Mar 2, 1993**

Contacts:

BLACK DIAMOND USA - Mayville, WI
Tim Omer

COBBLESTONE KITCHENS INC. - Mississauga, Ontario
Peter Reid

DARE FOODS - Kitchener, Ontario
Michael Thompson

FINE FOODS PRODUCTS - Toronto, Ontario
Rosemarie Eger

ITALPASTA LTD. - Brampton, Ontario
Luke Vitale

PASTARISO PRODUCTS INC. - Scarborough, Ontario
Ada Kwan

SHAHI FOOD CORPORATION - Mississauga, Ontario
Bill Dunton

SUMMERSWEET PATÉS - Richmond Hill, Ontario
Steven Muchnik

SIENA FOODS - Toronto, Ontario
Peter Meyer

NATURAL PRODUCTS EXPO WEST - Anaheim, California - February 19-21, 1993

Contacts:

BÖKERS ORGANIC FARMS - Elmvale, Ontario
Harald Böker

PASTA QUISTINI - North York, Ontario
Elena & Orlando Quistini

PASTARISO PRODUCTS - Scarborough, Ontario
Ada Kwan
Joseph Chow

RUDOLPH'S SPECIALTY BAKERIES - Toronto, Ontario
Bev Worth

STICKLING'S BAKERY - Peterborough, Ontario
Hans Stickling

YING-YANG NATURAL PRODUCTS - Scarborough, Ontario
Kuni Fann

AUDIT TRADE SHOWS:

OREGON FOOD INDUSTRIES CONVENTION - Eugene, Oregon - October 22, 1992

Contacts:

OREGON FOOD INDUSTRIES INC. - Salem, Oregon
Steve McCoid

NUTRASOURCE - Seattle, Washington
Herman Kwik

INTERBAKE FOOD INC. - Portland, Oregon
Barry D. Barker

TUTHILL AND ASSOC. - Portland, Oregon
Hank Carner

PIONEER BROKERAGE - Vancouver, Washington
J. Cloyce Smith

**NATIONAL FROZEN FOOD CONVENTION & EXPO - Las Vegas, Nevada -
October 26, 1992**

Contacts:

TRADE ASSOCIATES - Rockville, Maryland
David J. Small

CONFEDERATION FREEZERS - Brampton, Ontario
Alan Greenspan

VERSACOLD - Vancouver, British Columbia
R.J. Thompson

THE TRANS CANADA FREEZERS - North York, Ontario
Mary Tibando

SEAFARE INTERNATIONAL - Long Beach, California - February 12, 1993

Contacts:

SEAFOOD CANADA - Ottawa, Ontario
Karen D. Weir

**UNITED FRESH FRUIT & VEGETABLE ASSOC. CONVENTION - San Diego, California -
February 22, 1993**

Contacts:

SEEDS ORIENT - Jackson Heights, New York
Joseph Hsiung

INSTITUTE OF FOOD TECHNOLOGIST - Pasadena, California - March 17, 1993

Contacts:

DADANT & COMPANY - Santa Ana, California
Laura Dadant

DUNN-RITE FOOD, INC. - West Covina, California
Robert L. Baker

E.T. HORN COMPANY - La Mirada, California
Stephen L. Lester

R.T. LIPTAK & ASSOC. - Sun Valley, California
Robert T. Liptak

ZONNER INC. - San Mateo, California
Phillip Murray

S. ALBERT & ASSOC. - Oakland, California
Sharon Albert

PEARSON SALES COMPANY - El Monte, California
Nancy Allen

ACCURATE INGREDIENTS WEST, INC. - Santa Ana, California
Michael R. Kilfoy

MISSIONS:

No Missions were scheduled during this time period.

SEMINARS/SPECIAL PROJECTS:

Sunbelt Seminar - Toronto, Ontario - February 24, 1993

MAILINGS:

Fancy Food Show Promo Mailing - Los Angeles/Orange County/Northern California -
February 1993