

28 FEB 1991

For Six Month Period Ending _____

(Insert date)

Name of Registrant *Dubai Commerce & Tourism
Promotion Board* Registration No. *4217*

Business Address of Registrant *8 Penn Center
Philadelphia, PA 19103*

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 <input checked="" type="checkbox"/>	No <input type="checkbox"/>	<i>Marjorie Adams</i>
(2) Citizenship	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	
(3) Occupation	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	

(b) If an organization:

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

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

*Marjorie Adams
312 Montgomery Ave
#C-6
Haverford, PA 19041*

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

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
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5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?
Yes No

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

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

If yes, furnish the following information:

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

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

If yes, furnish the following information:

Name of foreign principal

Date of Termination

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

If yes, furnish following information:

Name and address of foreign principal

Date acquired

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

Dubai Commerce + Tourism Promotion Board
Jebel Ali Free Zone Authority

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 Appendix #1

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(s)(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.

This information is included in the information submitted in Appendix #1 plus on our monthly Dissemination Reports.

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

If yes, describe fully.

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

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

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

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

Date	From Whom	Purpose	Amount
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All monies received were for compensation in connection with activities which do not require registration - see attached financial ledgers.

Appendix #2

\$ 202,683.98
Total

(b) RECEIPTS—THINGS OF VALUE

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

If yes, furnish the following information:

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

15. (a) DISBURSEMENTS—MONIES

During this 6 month reporting period, have you

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

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

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

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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see Appendix #2

No U.S. Government officials or media representatives were guests.

\$ 201,194.25

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15. (b) DISBURSEMENTS—THINGS OF VALUE

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

Yes No

If yes, furnish the following information:

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

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

Yes No

If yes, furnish the following information:

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

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

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

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

17. Identify each such foreign principal. Dubai Commerce & Tourism Promotion Board
Jebel Ali Free Zone Authority
Dissemination Reports submitted monthly

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

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

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

Other (specify) _____

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

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

21. What language was used in this political propaganda:

- English
- Other (specify) _____

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

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

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

VI—EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

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

- Exhibit A⁶ Yes No
- 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 represent 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

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

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

(Type or print name under each signature)

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

Charles S Heath

CHARLES S HEATH

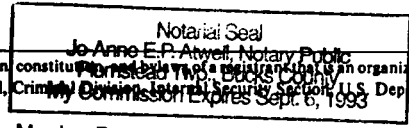
Subscribed and sworn to before me at Post Masters

this 21st day of March, 19 91

Jo Anne E. P. Atwell

(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, or other governing instrument of the registrant, if the registrant 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.)



Member, Pennsylvania Association of Notaries

THE FOLLOWING PAGES ARE

APPENDIX #1

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INTERNAL SECURITY
PERSONNEL

NORTH AMERICA - SEPTEMBER ACTIVITY REPORT

1. Operations and Events:

- a. Attended the Delaware Valley Corporate Travel Exhibition on 25 September. There were approximately 100 Exhibitors and 800 attendees. Established contact with Regional Directors of exhibitors with services/facilities in Dubai ie Intercontinental Hotels, Air France, Virgin Air, Cathay Pacific, Bristish Airways, Citibank, KLM, and Sheraton. Also established dialogue with various organizations and properties in Philadelphia. Letters and literature sent to all parties.
- b. Attended baseball game with Mr. and Mrs. Jack Merritt, Chairman and CEO of Van Kampen Merritt the financial investment firm owned by XEROX.
- c. Received invitation for Lawrie Mills and myself to attend and participate in two conferences on the Gulf in December and January. Conferences sponsored by International Executive Reports.
- d. Finalized logistics and plans for ITME in Chicago 9-11 October. Arranged hotels, falconer, calligrapher, hostess, registrations, beverages, etc., etc. Issued approximately 150 press releases in advance of show. Interviewed by Time Magazine and NY Times as result of release. Coordinated clearance on brochures, stand, etc. Complete trip report after show.
- e. Finalized plans for seminar in Dubai hosted by NY/NJ Port Authority. Seminar will be for approximately 40-50 Dubai businessmen in the transportation industry. We have assisted in drafting invitation list, arranging meetings with Dubai Chamber of Commerce, American Business Council and Dubai Commerce and Tourism Promotion Board. We booked hotel, function space and menu selection, posted invitations and coordinated RSVP's.
- f. Established and/or re-established contacts with over 70 companies. Update of Gulf Situation and distributed "Positive" news recap prepared by Lawrie Mills.
- g. Submitted "Special License" applications for Drafil Investments and Phoenix Commodities to Jebel Ali Free Zone Authority for consideration.

- h. Had meeting with Wyeth-Ayerst International - one of U.S. largest manufactures of pharmaceuticals. They are considering a shift of all Gulf services to Dubai after crisis ends.
- i. Entered discussions with the following organizations to visit Dubai in future to seek opportunities:
 - 1. State of Nebraska
 - 2. Cevin Industries
 - 3. Laredo Group
 - 4. Huntsman Chemical
 - 5. Khourey International Corporation
 - 6. Photo Tech Products
 - 7. UNIA Engineering
- j. Marjorie Adams attended IMF reception in Washington, D.C.
- k. Did research report for Mobilia Industries (JAFZA) on all NY City based Department Stores and Mail order companies.
- l. Have been invited to participate in a role play "Mid East Peace Conference" for the Central Bucks County School District on 26 October.
- m. Have been invited on a cruise by Forbes Magazine with the UAE Ambassador and approximately 40 CEO's of major American companies.

2. Publicity:

- a. Interview with Mid East Markets - concentrated on "Positive News" as prepared by H.O.
- b. 150 press releases sent regarding ITME.
- c. Contacted by UAE Ambassador. He wants to do an advetorial on the UAE to coincide with National Day. He has requested our support. I have discussed with JAFZA. It appears there is a difference of opinion on the publication at this point - Sultan wants Newsweek and the Ambassador wants Nations Business.
- d. Interviewed by Journal of Commerce. They are doing an article on U.S. trade since 2 August. I emphasized "Positive News" but the journalist wanted the down side. I said from Dubai's position infrastructure developments are proceeding and any contracts lost was the decision from American companies - not Dubai's. I gave her the list of new projects announced since 2 August, including the new golf course.

- e. Have added approximately 3500 new contacts to our mailing lists.
 - f. CNN recently carried Sheikh Ahmed bin Saeed on their broadcast.
 - g. The Dubai Victory Team - Grand Haven race was carried on ESPN.
 - h. The U.S. media coverage is continuing to be favorable toward the Gulf countries, however, emphasis is now focusing on where to place the blame for not detecting earlier Iraq's impending invasion. The media is also indicating the embargo is not working as fast and effectively as hoped - therefore, they are favorably predicting military action by the end of the year.
 - i. Sending letter to all State Development Offices with "Positive News" requesting they continue to encourage support for Dubai Exhibition Center.
3. Product Development:
- a. Have identified 3 U.K. cruise lines which sail between India-Kenya. Have sent contacts to H.O. with copy to Jeffrey Ridge for follow-up.
 - b. Am securing literature on cruise ships that I feel are suitable for the Arabian Gulf. When I receive brochures, I will write a preliminary report with my suggestions.
 - c. Am working with U.S. Department of Commerce to produce a spouse program for exhibitors of Dubai Trade Shows.
4. Administration and Finance:
- a. Have completed shifting accounting system from invoice to cash basis - updated forms to Satish.
 - b. Am investigating changing our bank. First Pennsylvania has recently merged and our branch was closed. We, therefore, are 6 blocks away from closest branch. Will coordinate recommendation with Satish before decision is made.
 - c. Registered monthly distribution of brochures with U.S. Department of Justice - 244 documents.
 - d. Resolved tax discrepancy with Internal Revenue Service - we were right, they were wrong.
 - e. Due to rising cost of health care and disability coverage, I am looking for alternative plans.

- f. 1991 Budget and Marketing plans submitted - any response?
 - g. Submitted "Promotion Roadshow" proposal and cost estimates.
 - h. Am looking into an 800 WATTS line to see if we can reduce local phone bill.
 - i. Am looking into cost of a computer scanner to reduce manhours involved in loading mailing lists and record keeping.
5. Overseas Liaison:
- a. Would appreciate being updated on CEO European/Far East visits to O.R. by highlighting topics discussed that may be of interest/ assistance with our North American program.
 - b. U.S. State Department has issued travel advisory on U.A.E. against all non-essential travel.
 - c. Suggest all O.R. purchase inexpensive video camera to record all activities during the course of the year. This would be handy for CEO to then produce a documentary for the BOARD either quarterly or annually of it's activities.
 - d. Have secured membership information on "International" organizations we should consider - being sent to Amira for perusal.

U.S. - MONTHLY ACTIVITY REPORT

OCTOBER, 1990

OPERATIONS AND EVENTS

- a) Attended and exhibited at ITME '90 Trade Fair in Chicago. Largest incentive travel fair in the world - 2,000 exhibitors and 15,000 attendees. Trip report and follow-up sent to H.O.
- b) Attended cruise aboard FORBES MAGAZINE yacht. Approximately 30 CEO's and Presidents of major corporations - guest list previously sent. As result of cruise have pursued contact with three guests ie: Secretary of Commerce-State of Florida for Business Mission; Director, South Carolina Development Authority for Business Mission; President of Canadair (attending Dubai Air Show).
- c) Participated in Middle East Conference for Central Buck School District. Started with a general assembly of 800 students then broke up to four groups of 20 honor students in each group. Afternoon taught two classes on Middle East culture.
- d) Sent direct mail shot to 47 U.S. Department of Commerce District Offices (see attached sample).
- e) Sent direct mail shot to 10 Small Business Administration District Offices (see attached sample).
- f) Sent direct mail shot to 65 State Development Offices (see attached sample).
- g) Invited to Phoenix, Arizona to meet with International Trade Development Office to organize business mission after new year.
- h) Contacted by U.S. Tour Operator regarding fam trip to Dubai to explore sending relatives of U.S. servicemen to Dubai.
- i) Received provisional approval from JAFZA for Drafil Investments to rent a factory/warehouse/office to manufacture and distribute building materials.
- j) Received provisional approval from JAFZA for Phoenix Commodities to distribute products mostly to Iran.
- k) Received request for assistance from Al-Mahmud Enterprise who is looking for buyers of nuts and dried fruits in the U.S. and Canada

PRODUCT DEVELOPMENT

Nothing new to report - Would be interested in hearing what projects or action is being taken by H.O. department. If we know what issues were being addressed, then would be happy to assist.

ADMINISTRATION AND FINANCE

- a) Registered monthly distribution of brochures with U.S. Department of Justice - 406 documents.
- b) Decided against 800 Watts line as too costly.
- c) Submitted report to Executive concerning "Economic Indicators".
- d) Please advise policy on unused annual vacation time. Can it be carried over into future or at end of year can we be paid for unused time?
- e) Still waiting for confirmation of appointment letter and compensation status as per my contract with JAFZA.

OVERSEAS LIASON

- a) Any word from London Office regarding my message 2/000/1/DCT/90/172 of 1 October listing U.K. based Cruise Lines?
- b) Sent fax to CEO requesting clarification on fam trips.
- c) Sent fax to CEO requesting status of '91 Budget and Promotion Program.
- d) Sent fax to CEO expressing concern for status of U.S. office as result of two memo's concerning future promotion efforts.
- e) NEW BUSINESS -
 - 1. Is it possible for these Activity Reports to be consolidated each month and distributed to OR's so we can keep abreast of our worldwide efforts?
 - 2. Photo library - any update?
 - 3. Sign Boards - any update?

U.S. - MONTHLY ACTIVITY REPORT

MONTH OF: NOVEMBER '90

Operations and Events

1. Have contacted organizers of various Tourism Exhibitions regarding details of their show to determine suitability ie:

11-12 March	The Resorts Show	New York
15-17 July	Meeting World	New York
October	ITME	Chicago
September	ASTA Conference	Taiwan
2. Attended as speaker "Business Prospects In The Gulf" in Washington. Approximately 40 people in attendance.
3. Visited Phoenix, Arizona - met with President of Arizona International Trade Office, Greater Phoenix Economic Development Board regarding business mission to Dubai later part 1991.
4. After 6 months discussions, received confirmation Chem-Crete; Dallas, Texas has opened it's marketing office at Dubai World Trade Center under "United Chem-Crete". We are now assisting in special license application for JAFZA manufacturing factory.
5. Received request from JAFZA to follow up on 14 American companies. Contacts made and report sent.
6. Draft in final stages of document legalization. Mr. Chatila visiting Dubai/JAFZA mid-December to conclude project-we are arranging visa thru JAFZA.
7. Phoenix Commodities-Received legalized documents for distribution ex: JAFZA. They have been sent to JAFZA for approval.
8. Nina Plastics-Documents submitted to U.S. Arab Chamber of Commerce for legalization for plastic bag manufacturing facility in JAFZA-start up date March '91.
9. Received letter from Florida Secretary of Commerce indicating he will lead business mission to Dubai subject to his schedule-looks like end '91.
10. Met with Director Operations-Maryland Port Administration with H.E. Bilkey to look at new type of container cranes for Dubai.

11. Confirmation letter from Canada regarding their Trade Office forwarded to M.O.L.
12. Initiated contact with Silver Roses, Inc. for cutting, storage and distribution of granite in JAFZA.
13. Arranged visa for Ahmad Al Jundi of Olayan Development Corp. thru JAFZA. They are negotiating warehouse for distribution.
14. Initiated contact with Orbital Sciences Corp. for JAFZA. Met in Phoenix.
15. Initiated contact with Abdul Rahman Al Mutaiwee for Therma Tru Corp. to assist in locating agent/distributor in Dubai.
16. Attended "Business Traveler International" awards banquet in New York.
17. Initiated contact with Union Special Corp. for JAFZA.
18. Initiated contact with Litton Industries for JAFZA.
19. Initiated contact with Loral Defense Systems for JAFZA.
20. Microphase SPG, Inc. has sent Questionnaire to JAFZA for approval.
21. Initiated contact with Colonial Beef, Midamar and Ciel International for food distribution via Dubai.
22. Prepared speech for December Gulf Conference.
23. Updated "Good News Digest" thru end of November.

Publicity

1. Received fax from Laurie Lande-Gulf News introducing me to three publications she writes for. Copies of articles sent to Dubai H.O.
2. Have started receiving clippings from Bacon's which have been forwarded to H.O.
3. Photos sent from "Victory" reception and race.
4. Press Release on "Emirates Holidays" new brochure to 65 trade publications.
5. Photos from Middle East School conference sent to H.O.
6. Reference my fax 2/000/1/DCT/90/230
Any update on slides/photos?
Any update on "Enterprise Dubai"?

7. Any update on video's-Tourism as well as Commerce?
8. Article from "Business America" sent to H.O.
9. My fax 2/000/1/DCT/90/233
Still not received "Decide on Dubai".
10. Two signboards received in good order.
11. Interviewed with Travel Weekly about new golf course.
12. Interviewed on Financial News Network TV regarding American companies operating in Dubai and impact of current crisis.
13. Interviewed Mid-East Markets regarding passing away of H.H. Sheikh Rashid and new cabinet.

Product Development

1. Sent memo and details to DCE regarding U.S. Department of Commerce privatization of Trade Show Promotion.

Administration and Finance

1. Registered monthly distribution of brochures with U.S. Department of Justice-339 documents.
2. Waiting on approval for two storage closets.
3. Advised staff of unused vacation policy. Status report being prepared.
4. Enrolled Donna Micalizzi in one day advance computer tutoring for "WORKS".
5. Office was closed 6, 12, and 22 November for National Holidays.
6. Re-registered with U.S. Department of Justice for next 6 months.

Overseas Liason

1. Working on 91 fam trips. Most people prefer March to February. Will advise decision after New Year.
2. Sent copy of New York Gulf Conference Speech to M.O.L.
3. Any decision on next OR trip to Dubai?
4. Any idea of timing for U.S. Official opening? Since we've been open for almost one year-suggest it be for first Anniversary.

NORTH AMERICA - MONTHLY ACTIVITY REPORT
MONTH OF DECEMBER

OPERATIONS AND EVENTS

1. Arranged visa through JAFZA for American Mill Supply. They are looking at a facility in Jebel Ali.
2. Arranged visa and meetings through Sultan bin Sulayem for Phoenix Commodities. They have recently forwarded their legalized documents for a JAFZA distribution facility.
3. Established contact with Hall Technologies Corp. for JAFZA and Dubai.
4. Established contact with Skarrup Shipping on behalf of Swift Freight.
5. Arranged visa and meetings for Mr. Mike Imgarton of Colonial Beef. If meetings go well, Mr. Imgarton will be looking at Dubai for central distribution facility.
6. Established contact with Bionaire for JAFZA.
7. Legalized documents for Nina Plastics forwarded to JAFZA for factory manufacturing plastic bags.
8. Forwarded information packs on two tourism trade fairs for consideration.
9. Sent letter to CEO regarding OR's marketing Dubai Trade fairs.
10. Established contact with Foster Wheeler for Dubai/Jebel Ali.
11. Established contact with MCI Communications for Dubai.
12. At suggestion of Trisha, we are holding off Desert Classic fam trip.
13. Spoke at Gulf Conference in New York City regarding trade opportunities in Dubai- list of attendees sent to HO.

14. Established contact with Hassel-Roettger Company regarding opportunities in Dubai.
15. Forwarded positive news digest to approximately 14 companies that we have been in on-going discussions with.
16. Spoke to approximately 40 businessmen in Washington regarding trade opportunities in Dubai.

PUBLICITY

1. Received letter of assurance from President of American Graduate School of International Management that an article on Dubai will appear in their monthly newsletter. This newsletter will go to over 20,000 senior executives and alumni worldwide.
2. Sent brochures to Gardner, Carton and Douglas Law Firm. They are hosting a luncheon of senior clients on doing business in the Arab Gulf States.
3. Requested bromides of new logo, photos/transparencies, video script.
4. Prepared media list for Bain Communications to invite to Karate Championships.
5. Forwarded Dubai clippings and articles as accumulated.

ADMINISTRATION AND FINANCE

1. Processed 327 registrations with the U.S. Department of Justice.
2. Received authorization for purchase of capital equipment ie: office furniture, computers and postage machine.
3. Forwarded vacation status report to Satish thru 31 December, 1990.
4. Received approval to build storage closets in office.

OVERSEAS LIAISON

1. Sent confirmation letter regarding Canadian Trade Office.

PRODUCT DEVELOPMENT

1. Forwarded request for business infrastructure for Inter Claim.

1991

U.S. - MONTHLY ACTIVITY REPORT

MONTH OF JANUARY

OPERATIONS AND EVENTS:

1. Invited as panalist to speak on "Crisis in the Gulf" at Central Bucks-East forum.
2. Attended Airconditioning and Refrigeration Exhibition at request of Chairman of JAFZA. This resulted in solid leads noted below.
3. Mueller Brass - met at above expo. Actively pursuing distribution ex: JAFZA for Kuwait reconstruction.
4. Following up after expo with Rubatex, Omega, Greenheck, Mars Air Door, Tecumseh, Foster Products, Dyn Air Inc., Duro Dyne, Trend Instruments and Goodman Manufacturing.
5. Met V.P. Aeroquip regarding JAFZA. Currently reorganizing. Decision control leaving UK to USA. Very interested in Dubai. Will take 3-6 months before reorganization complete.
6. Established contact with Food Processing Machinery and Supplies Association. Getting details of members, conferences and trade shows for possible attendance.
7. Attended dinner with H.E. Abdulla bin Zayed - UAE Ambassador.
8. Introduced to Omani Ambassador by UAE Ambassador.
9. Meeting/lunch with Senior Management of E-Systems. They are planning to establish regional representative office in Gulf. Looking at Dubai, Abu Dhabi, Manama.
10. Received thank you letter from National Council for US Arab Relations for assistance provided on their programs.
11. Meeting with CEO/President of Olayan Development Corporation. They are looking at Manufacturing and Distribution at JAFZA.

12. Arranged for American Mill Supply to visit JAFZA. Upon his return, we have been advised by them that they intend to lease prebuilt factory after hostilities end.
13. Sent lead to Dubai Chamber of Commerce to find agent for eyeglass frame manufacturer (Marine Optical Corp.)
14. Followed up lead request from JAFZA on International Manufacturing and Construction Center.
15. Sent Dubai Tourist Brochures to 24 Tour operators at request of Barbara and Keith Longstaff of DNATA.
16. Sent Dubai Tourist Brochures to three Canadian companies requested by Barbara after WTM.
17. Contacted organizer of ITME for 1991 promo pack.
18. At request from JAFZA - following up on the below listed American Companies that have expressed interest in Jebel Ali:

Amalgamated Investment Corp.
AST Research
Drafil
FB International
Growth Products
Phoenix Commodities
SD Engineering

Far East Exports
Indus Imports
Landeu Inc.
Nina Plastics
Parker Tiles
Deadeye Inc.

ADMINISTRATION AND FINANCE

1. Hired new secretary - to start 11 February per previous approval. CV etc. sent to Satish.
2. US Department of Justice has issued new guidelines for foreign representatives. Guidelines sent to Satish as information.
3. Completed and filed 221 registrations for US Department of Justice.

4. Completed and filed 1990 tax forms as follows:

IRS Month, quarterly, annual returns
Federal Unemployment Compensation
Social Security Annual return
Pennsylvania Monthly, quarterly, annual return
Pennsylvania Unemployment Compensation
City of Philadelphia Monthly, quarterly, annual returns
Issued W-2 forms to all employees.

5. Submitted list of Federal Holidays for 1991.

PUBLICITY:

1. Mideast Markets published my speech from December Gulf Conference at National Press Club in Washington.
2. Invited and accepted invitation from National US Arab Chamber of Commerce to be a panalist at Georgetown University Graduate School for corporate executives. Topic "Analyzing Arab Markets - What Works."
3. Forwarded clippings from Press Clipping Service.
4. Issued Press Release "Record Cargo Year for Dubai International Airport" to 17 aviation publications.
5. Interviewed by Philadelphia Business Journal.
6. Have been invited by Texas Department of Agriculture to address their food and agriculture constituents on trade opportunities in the Gulf.
7. Have been invited to address the annual trade conference by the Pennsylvania International Trade Commission.
8. Sent article from Journal of Commerce regarding new shipping consortium to H.E. Bilkey.

OVERSEAS LIAISON

1. Follow up/assist JAFZA sales lead for Regal International.
2. Replied to Amira on Olayan Group including company profile.
3. Replied to various correspondence concerning Trade Show Representation including general recommendations and mechanics of agent responsibilities.
4. Sent letter to Ian Raitt requesting assistance for Hira International at London Airconditioning and Refrigeration Show in February.
5. Gulf America Conference scheduled for February has been postponed once again.
6. Replied to request for details on office decor and Rulers Portraits - any status as yet?
7. Have not received any minutes from Senior Executives Meeting since December. Are there any to distribute for January?

ATTACHMENT TO JANUARY ACTIVITY REPORT

QUESTIONS/CLARIFICATION REQUESTED

1. Any update on souvenir UAE coinage?
2. Ref. MPD - Product Development - Achievement Summary 1 December 1990
1.d; 1.p; 1.q. - please provide brief summary of these restrictions since they may impact our sales approach as a regional distribution center.
 8. Cultural Heritage - we have been approached numerous times to do presentations/seminars on the cultural aspects of the Gulf. Could you provide me copies of your research to date and input on whether we are going to prepare this type of presentation in the future? This type of program could greatly assist in overcoming the general impression and misconceptions of the region.
3. Notes of Executive Meeting - 12 December 1990
 1. Operation - Standard Briefing Kit - any update?
4. Note of Executive Meeting - 21 November 1990
 1. Administration - any status on small flags with board logo?
 2. Product Development - please forward final list of 16 Dubai Tour Operators.
5. Minutes of Senior Executives Meeting - 14 November 1990
 1. Information Services - has documentary on HH Sheikh Rashid been sent to OR's?

U.S. MONTHLY ACTIVITY REPORT

MONTH OF FEBRUARY, 1991

OPERATIONS & EVENTS

1. Made contact with D.F. Young - literature sent of Dubai. Additional notes on Overseas Liason section.
2. Sent fax to Sultan bin Sulayem for Microphase Corp. - waiting for approval for JAFZA. Electronic defense company. Apparently Defense Minister must approve.
3. Sent fax to JAFZA for list of banks and freight forwarders in JAFZA.
4. Continuing to pursue Cevin Industries for JAFZA. Have forwarded pre-built factory specs for their review. They are also looking at Egypt.
5. Initiated contact with Meyers and Associates. They are consultants/lobbyists for several food producers.
6. Sent mailing to 25 companies that attended a M.E. Conference in Chicago which focused on Trade Opportunities using Dubai as a base.
7. Initiated contact with Rubbermaid Inc. for distribution via Dubai.
8. Had meeting with Amideast regarding office lease in Dubai.
9. Forwarded details of Automotive Parts and Accessories trade show in Chicago to Abdul Rahman Al Mutaiwee at his request. Usually this is well attended by UAE companies.
10. Continued discussions with Landev Inc. regarding a goat milk dairy in Dubai.
11. Initiated contact with Hammer International Trade for Warehouse and Distribution in Dubai.
12. Initiated contact with Energy Absorption Systems for a base in Dubai.
13. Sent request for space at ITME '91.
14. Mr. Dale Carl, Canadian Trade Office has in Dubai.

15. Received follow-up request for JAFZA on 13 companies. Follow up completed and report sent back to JAFZA.
16. Sent request to Simon Horgan for brochures on his Gulf Food Exhibition to distribute at NAWGA's conference. The brochures were given to 350 exhibitors. Mail list will be sent to Horgan for follow-up.
17. Initiated contact with Eastern Marine Manufacturing for factory in JAFZA.
18. Contacted Regal International at JAFZA request.
19. Initiated contact with Deadeye Inc. They are looking at a rice milling factory in JAFZA.
20. Assisted Photo Tech Products get its name removed from boycott list. It was boycotted by mistake because another company had same name.
21. Attended Gulf Conference in Washington.
22. Met with Kuwait Press Attache followed by dinner with Crown Marine and Mendez Corp.
23. Received confirmation Martinair Holland to start a twice weekly service to Dubai. Fax sent to Mohidin bin Hindi.

PUBLICITY

1. Prepared fact sheets on JAFZA Cold Store and Cool Store for distribution at NAWGA's Conference in L.A. - Marjorie to attend. 350 major food manufacturers exhibiting.
2. Reworked spreadsheets ex: Amira on Food and Beverage Statistics for distribution at NAWGA's conference.
3. Sent request for brochures.
4. Invited as speaker for this years Pennsylvania International Trade Conference in June in Pittsburgh.
5. Invited as speaker by Texas Department of Agriculture in Austin, Texas in April.
6. Invited as speaker by Delaware Development Office for this years World Trade Week.
7. Sent Press Release "Airlines Return to Dubai" to 17 aviation/trade publications.

ADMINISTRATION AND FINANCE

1. Traced Flexware Accounting Package for MFA and advised updates would be sent no later than 20 March.
2. Hired Barbara Jones as secretary. Details of employment sent to H.O.

OVERSEAS LIASON

1. Sent memo to CEO regarding tourism promotion and staffing requirements.
2. Coordinated communications with Raitt Orr regarding Kuwait R&R. Exchanged clippings which mentioned companies outside our areas of responsibility.
3. Extensive research on Kuwait R&R. Produced technical manual on Dubai for reference. Met, discussed with or corresponded with 86 companies involved in rebuilding effort. MOL has copies of all reports. Attached is list of companies either contacted or being contacted.

POSSIBLE KUWAIT R & R BIDDERS

Mark Anderson
Group President
Hill International Inc.
1301 Pennsylvania Ave. N.W.
Suite 302
Washington, D.C. 20004
Tel: (202) 783-5870
Fax: (202) 737-2509

Bill Canty
Manager, Int'l Bus. Develop.
Westinghouse Electric Corp.
P.O. Box 746 MS 5750
Baltimore, MD 21203
Tel: (301) 765-4896
Fax: (301) 765-9132

Mr. James H. Andrews
Vice President, Government Affairs
M.W. Kellogg Company
Div. of Dresser Oil Industries, Inc.
1317 F Street N.W., Suite 300
Washington, D.C. 20004
Tel: (202) 639-8870
Fax: (202) 393-5408

I-Chuan Chen
Director - Int'l Relations
United Technologies Int'l Corp.
1825 Eye St., N.W. Suite 700
Washington, D.C. 20006
Tel: (202) 785-7403
Fax: (202) 785-7428

Andrew Atkinson
TRADEWIND Enterprise
218 Bedford Street
Stamford, CT 06901
Tel: (203) 961-8850
Fax: (203) 961-8848

George Clark
Manager, International Analysis
Rockwell International
1745 Jefferson Davis Highway
Arlington, VA 22202
Tel: (703) 553-6874
Fax: (703) 553-6957

Dean L. Bartles
Director, Int'l Marketing & Prog.
Olin Ordnance Corporation
10101-9th Street North
St. Petersburg, FL 33716
Tel: (813) 578-8200
Fax: (813) 578-8119

Martine Coiquaud
Dickstein, Sharpiro & Morin
2101 L St., N.W., 6th Floor
Washington, D.C. 20037
Tel: (202) 861-9141
Fax: -

Serge Buchakjian
Regional Director
Smith Industries
SLI International Corporation
P.O. Box 10377
Stamford, CT 06904-2377
Tel: (203) 351-8300
Fax: (203) 351-8305

Tracy Conway
Murphy & Demory
2300 N St., NW, Suite 725
Washington, D.C. 20037
Tel: (202) 785-3323
Fax: (202) 785-8278

Dan Cosgrove
President
Defense Facilities Corp.
4660 Kenmore Ave., Suite 1018
Alexandria, VA 22304
Tel: (703) 370-4301
Fax:

William K. Dabaghi
Arter & Hadden
1919 Pennsylvania Ave., NW
Washington, D.C. 20006
Tel: (202) 775-7100
Fax: (202) 872-5669

Ron dePolo
Sequoia Building Corp.
2455 Horse Pen Road
Suite 200
Herndon, VA 22071
Tel: (703) 834-1199
Fax: (703) 834-9084

Peter Eastham
Western Regional Manager
Technical Services Group
Forney International Inc.
1010 Calle Cordillera, Suite 104
San Clemente, CA 92672
Tel: (714) 498-6434/2654
Fax: (714) 498-2741

Randal Erben
Texas State Office
600 Maryland Ave., NW
Washington, D.C. 20004
Tel: (202) 488-3972
Fax:

Robert Evans
Deputy Director
Washington Operations
Burns and Roe Enterprises, Inc.
1400 K St., NW, Suite 910
Washington, D.C. 20005
Tel: (202) 898-1500
Fax: (202) 898-1561

Phil Gary
U.S. Agency for International Dev.
Washington, D.C. 20523
Tel: (202) 647-8964
Fax: (202) 647-4958

John R. Hayes
Vice President
Middle East Public Affairs
Mobil Oil Corporation
3225 Gallows Road
Room 5D195
Fairfax, VA 22037-0001
Tel: (703) 846-2999
Fax: (703) 846-2870

Richard Henry
Director - Marketing
Bell Atlantic International, Inc.
1300 North 17th St., Suite 510
Arlington, VA 22209
Tel: (703) 875-8845
Fax: (703) 875-8833

Mr. Charles L. Holland
Vice President
Chas. T. Main, Inc.
Prudential Center
Boston, MA 02199
Tel: (617) 262-3200
Fax:

Ernie Jackson
Raytheon Company
1215 Jefferson Davis Hwy. #1500
Arlington, VA 22202
Tel: (703) 486-5410
Fax:

David Jensen
Deputy Assistant Secretary
U.S. Dept. of Commerce
14th & Constitution Ave., NW
Room 3872
Washington, D.C. 20030
Tel: (202) 377-4925
Fax: (202) 377-5330

Mr. Stephen Mario
Exec. Assoc. to the Vice Chairman
Stone & Webster, Inc.
250 West 34th Street
New York, NY 10119
Tel: (202) 466-7415
Fax:

Mike McGahee
District Manager
Technical Services Group
Forney International Inc.
1010 Calle Cordillera, Suite 104
San Clemente, CA 92672
Tel: (714) 498-6434
Fax: (714) 498-2741

Jack Mendes
President
Independent Construction Co., Inc.
71 George Mason Road
Stafford, VA 22554
Tel: (703) 221-4010
Fax: (703) 551-0321

Dr. E. Hollis Merritt
President of Int'l Operations
International American Products Corps
P.O. Box 849, Highway 321 N.
Swansea, SC 29160
Tel: (803) 568-2136
Fax: (803) 568-2138

Kathleen D. Mistry
President
Berntex, Inc.
812 Route 518
Skillman, NJ 08558
Tel: (609) 924-7354
Fax: (609) 921-0235

Kathy Moore
Murphy & Demory
2300 N Street NW, Suite 725
Washington, D.C. 20037
Tel: (202) 785-3323
Fax: (202) 785-8278

Dean A. Murville
Principal
Murvex International, Inc.
3710 Garfield St., NW
Washington, D.C. 20007
Tel: (202) 338-5214
Fax: (202) 833-0150

Bruce Nield
Sales Specialist
Wilbar & Arnold, Inc.
10025 Richmond Highway
Route 1
Lorton, VA 22079
Tel: (703) 550-8800
Fax:

Robert L. Norberg
ARAMCO Services Co.
1667 K Street, NW, #1200
Washington, D.C. 20006
Tel: (202) 223-7750
Fax:

Pam Scholl Parson
Parsons Design
1910 Corbridge Lane
Monkton, MD 21111
Tel: (301) 329-3250
Fax: (301) 329-3251

Stan Patterson
President
JSP International
23835 Fairfield Place
Carmel, CA 93923
Tel: (408) 375-5602
Fax: (408) 375-9369

Ronald Pump
Public Affairs Director
AT&T Federal Government Affairs
1120 20th Street, NW
Suite 1000
Washington, D.C. 20036
Tel: (202) 457-3872
Fax: (202) 457-2548

James Roberts
LOCKHEED
1825 I Street, NW
Washington, D.C. 20006
Tel: (202) 955-3300
Fax:

Rich Russeau
U.S. Agency for International Dev.
Washington, D.C. 20523
Tel: (202) 647-6992
Fax:

Ms. Barbara S. Russo
AT&T
Room 16ND26
8403 Colesville Road
Silver Spring, MD 20910
Tel: (301) 608-5862
Fax:

Ms. June Schoenfeld
Consultant
Metcalf & Eddy International, Inc.
1515 Jefferson Davis Hwy. #703
Arlington, VA 22202
Tel: (703) 920-7261
Fax:

T. David Shepherd
Vice President
International Marketing
Rockwell International Corp.
1745 Jefferson Davis Hwy.
Arlington, VA 22202
Tel: (703) 553-6962
Fax: (703) 553-6957

Norm Snow
PACCAR
1730 M Street, NW
Suite 911
Washington, D. C. 20036
Tel:
Fax:

Kelth Springen
Int'l Vice President of Fed. Systems
AT&T
8403 Colesville Road
Room 16NC25
Silver Spring, MD 20910
Tel: (301) 608-5100
Fax: (301) 608-5522

Mr. Trevor W. Swett, Jr.
Manager, International Programs
Stone & Webster Engineering Corp.
1201 Connecticut Ave., NW
Suite 850
Washington, DC 20036-2605
Tel: (202) 466-7415
Fax:

Irvin Varkonyi
Cargo Sales Manager
Martin Air Holland
1165 Northern Boulevard
Manhasset, NY 11030
Tel: (516) 365-6146
Fax: (506) 627-9198

Ellen Walp
DGA International, Inc.
1133 Connecticut Avenue, NW
Washington, D.C. 20036
Tel: (202) 223-4001
Fax: (202) 457-6566

James Wynn
Manager, Business Development
LORAL
795 Horsham Road
Horsham, PA 19044
Tel: (215) 956-6160
Fax: (215) 956-6004

Dana R. Younger
Associate
Dames & Moore International
7101 Wisconsin Ave., Suite 700
Bethesda, MD 20814-4870
Tel: (301) 652-2215
Fax: (301) 652-6717

James Zenga
Great Lakes Dredge & Dock Co.
220 Sunrise Avenue
Suite 201
Palm Beach, FL 33480
Tel: (407) 833-0823
Fax: (407) 659-7634

BECHTEL CORPORATION

P.O. Box 193965
San Francisco, CA 94119
Phone: 415-768-1234

Talked with Joan Shepley in San Francisco and John Reid in New York. Bechtel's involvement will be construction-related but awaiting further details. Contact person is Mr. E. Cravin in London: 011-44-8465111/8469640. Cravin will be point man for receiving and collating bids. Recommendations will thus be sent to San Francisco for approval.

BOEING CORPORATION

7755 East Marginal Way South
Seattle, Washington 98108
Phone: 206-655-4315 or 655-5332 (Zabokrtsky)

Contacted Bob George, Vice President of International Business in Seattle and Bob Seal, Director of International Affairs in Washington. Point person is George Zabokrtsky, Vice President of Boeing Industrial Technology Group. Boeing's involvement will be aircraft and related parts/further details forthcoming. Interested in Dubai aspects and Federal Expressed Dubai information to Boeing.

RAYTHEON COMPANY

141 Spring Street
Lexington, Massachusetts 02173
Phone: 617-862-6600

Contacted Aldo Massara, Vice President of International Affairs (617-862-2523). Will be handling contract for lights, navigation and air traffic equipment for Kuwaiti airport. Meeting today 21 February, 1991 with United Engineers (subsidiary) from Philadelphia. United Engineers will be contacting us with further details.

CATERPILLAR, INC.

100 Northeast Adams Street
Peoria, Illinois 61629
Phone: 309-675-1000

Contacted Pierre Guerindon, Executive Vice President of International Operations. Caterpillar will be providing diesel generators/Point Person is Mr. V.H. Baumgartner in Geneva, Switzerland. (Phone: 41-22-7374201/Secretary: Beatrice Tanner). Apparently, a large number of portable generators went into Sharjah in recent weeks. Jebel Ali Marketing should make contact with Caterpillar Dubai.

MORRISON KNUDSEN CORPORATION

Morrison-Knudsen Plaza
P.O. Box 73
Boise, Idaho 83707
Phone: 208-386-5000

Contacted Richard L. Tucker, Vice President of International Operations. Out of country until 22 February, 1991. Morrison Knudsen will be possibly involved with construction/engineering projects.

INGERSOLL-RAND COMPANY

200 Chestnut Ridge Road
Woodcliff Lake, New Jersey 07675
Phone: 201-573-0123

Contacted D. King Cunningham, Vice President of International Marketing (201-573-3171). Ingersoll-Rand is interested in providing construction equipment as well as pumps, air compressors, etc. Quoted various equipment to Bechtel and Fluor who expect to be involved with Kuwaiti reconstruction. Distributor for construction equipment in Dubai is Al-Futtaim Auto and Machinery Company (Phone: 858861).

FLUOR CORPORATION

3333 Michelson Drive
Irvine, California 92730
Phone: 714-975-2000

Contacted Frank J. VanGinhoven, Vice President of Business Development (714-975-6828) for Fluor Daniel, Inc. Had discussions with Kuwaiti Government last Fall but no signed contract. Kuwaiti's analyzing proposal. Still in early stages but Fluor team interested in Dubai staging area and wants further information.

BAXTER INTERNATIONAL

Baxter World Trade Corporation
8350 Northwest 52 Terrace
Suite 300
Miami, Florida 33166
Phone: 305-477-3113

Contacted Manny Baez, Corporate Vice President. Baxter will be providing medical supplies. Contact person is Walter Batt, General Manager for Middle East - back in U.S. (Miami, Florida) on 4 March, 1991.

SCHLUMBERGER

277 Park Avenue
New York, New York 10172
Phone: 212-350-9400

Contacted Roger Goodan, Director for Investor Relations (212) 350-9432. Plan to be involved with Kuwait due to relationship for over 35 years. Large facility in Dubai-make contact with Dubai group regarding oil drilling equipment. Jebel Ali Marketing should make contact with Schlumberger Dubai.

HALLIBURTON SERVICES

2700 Post Oak Blvd., Suite 2000
Houston, Texas 77056-5705
Phone: 713-840-2715

Contacted Robert Nash, Vice President of International Operations. Overseeing involvement in Kuwait with oil related equipment. Dubai excellent staging area. Used Dubai over 20 years - contact Dubai office too. Jebel Ali Marketing should make contact with Halliburton Dubai.

DRESSER INDUSTRIES, INC.

1600 Pacific
Dallas, Texas 75201
Phone: 214-740-6000

Contacted Gene Leeson, Vice President Operations. Leeson referred us to their subsidiary in Houston, M.W. Kellogg (Don Vaughn). Contact person is Jim Andrews, Vice President of Government Affairs in Washington. (Address: 1317 F Street, NW, Suite 300, Washington, 20004). In negotiations with Kuwaiti Petroleum Company which would involve gas plant; pre-fabrication in Jebel Ali. (Confidential information suggests that M.W. Kellogg and McDermott may joint venture.

McDERMOTT INTERNATIONAL

1011 Common Street
New Orleans, LA 70112

Contacted Bill Higgins, Senior Vice President. Working closely with U. S. Army Corps of Engineers in Washington (General Ray - Chief Officer, 202-272-0660). Fred Baldwin at McDermott is the other contact person. Looking at oil-related equipment possibilities and joint venture with M.W. Kellogg. Great interest in Jebel Ali as staging area. McDermott's point man in U.S. is Mr. Bud Piland of McDermott Babcock & Wilcox in Washington, D.C. McDermott very interested in working with Jebel Ali Port to make specialized/heavy lift equipment and barges available.

BROWN & ROOT

P.O. Box 3
Houston, Texas 77001
Phone: 713-676-5545

Contacted Joe Bates, Vice President of Corporate Development. Out of town until tomorrow, 22 February, 1991. As information, Brown & Root fab yard in Bahrain has recently been purebased by OPI Houston. Ed Walker, ex-McDermott Dubai, is now president of OPI Middle East based in Houston. Mr. Jerry Smith, MIS Dubai, is responsible for OPI Bahrain fab yard. Jebel Ali Marketing should make contact.

McDONNELL DOUGLAS CORPORATION

P.O. Box 516
St. Louis, Missouri 63166
Phone: 314-232-0232

Contacted Bob Browning, Manager of International Program Development (314-232-3303). Kuwaiti Reconstruction role is still "undefined". McDonnell Aircraft Company is to deliver 40 F-A-18 Fighters to Kuwaiti Air Force in January '92. As no facilities are currently available in Kuwaiti, plans are to be determined. Cannot use third party unless Kuwait says so because of restrictions of Foreign Military Sales Contract. Spare parts currently being supplied to Saudi Arabia for war efforts.

PARSONS CORPORATION

100 W. Walnut
Los Angeles, California 91124
Phone: 818-440-2000

Contacted Dennis Pisula, Vice President (818-440-2292). Has signed Kuwaiti construction contract - impressed with infrastructure in Dubai and plan to use Dubai facilities. Parsons has large office in Abu Dhabi - willing to meet next week while in Los Angeles.

BLOUNT

4520 Executive Park Drive
Montgomery, Alabama 361116-1602
Phone: 205-244-4000

Contacted Jim Simons, Director of Project Control (205-244-6230). Will be involved with construction projects. Has office in Damman, Saudi Arabia due to major contract in the Eastern Province. Saudi Sheikh has committed equipment which will be used. Simons is interested in Dubai and wants further information.

FOSTER WHEELER CORPORATION

Perryville Corporate Park
Clinton, New Jersey 08809-4000
Phone: 201-730-4000

Contacted William Stratton, Vice President of Operations. Foster Wheeler is having discussions with Kuwaiti Government regarding construction/engineering/equipment needs. Person responsible is Tom Rooney and Stratton will ask Rooney to contact us directly regarding Dubai possibilities.

CRSS

1177 West Loop South
P.O. Box 22427
Houston, Texas 77227-2427
Phone: 713-552-2000

Contacted Dave Syphard, Executive Vice President of CRSS International, Inc. Syphard is currently out of the country but had Richard Mange from London call directly. CRSS is hoping to be considered in reconstruction projects - will arrive in Dubai on 24 February, 1991 (arrival 1:00 am, Dubai International Hotel) and leaves directly for Abu Dhabi on 24 February, 1991 (Intercontinental Hotel). Jebel Ali Marketing should contact Menge after arrival.

GENERAL MOTORS

3044 W. Grand Blvd.
Detroit, Michigan
Phone: 313-556-7841

Contacted John (Jack) Hefele, Director of Middle East Operations. Al Ghanim from Kuwait is placing orders - talking with Saudi dealers on day to day basis. Waiting to see condition of Kuwait to figure out transportation/trucking routes - encouraged us to contact Terry Indge in Dubai office (#377117). Indge is Regional Manager of Middle East and operating on "skeleton" staff.

GENERAL ELECTRIC

3135 Easton Turnpike
Fairfield, Connecticut 06431
Phone: 203-373-2211

Contacted Bill Hamilton, Staff Executive for International Support (203-373-2535). Wants us to contact Mr. A. Stewart, Vice President for the Middle East and headquartered in Riyadh. Stewart is currently operating out of the Hyatt Regency in Jeddah (Phone: 966-2-651988, Room 724/Fax: 6516260). Hamilton will notify Stewart today 21 February, 1991 that we will be contacting him directly. Jebel Ali Marketing should make contact with Mr. Stewart in Jeddah as soon as possible.

MOTOROLA

1303 East Algonquin Road
Schaumburg, Illinois 60196
Phone: 708-397-1000

Contacted Ron Greenwell, Senior Vice President of Communication Distribution Group - referred to Doug Groberg. Motorola has contract with Kuwaiti Government for mobile communications - have been meeting with Kuwaiti officials in Washington. Their Kuwaiti representative in Washington is Omran Hayat (Phone: 202-508-0250/0251/0252). Hayat is handling logistics with shipping companies, freight forwarders, etc.

GENERAL DYNAMICS

Pierre Laclede Center
St. Louis, Missouri 63105
Phone: 314-889-8200

Contacted James Miller, President - referred to #2 person, Dan Schmuti (314-889-8385). Due to arms sale to Saudi Arabia, G.D. owes The Kingdom an industrialization program i.e. reconstruction of Kuwait. Just started talks two weeks ago - will have Bill Carrion, Vice President of Saudi Industrialization Program, (in Detroit, Michigan), contact us directly.

DUPONT

1007 Market Street, D-4034
Wilmington, Delaware 19898
Phone: 302-774-4103

Contacted Dr. Guenter F. Meier, Manager of Global Business Support. Waiting to hear back.

IBM

Old Orchard Road
Armonk, New York 10504
Phone: 914-765-1900

Contacted Gordon Bennett, Manager of International Information - said to contact Mustafa Rugibani, Regional Manager for the Middle East and based in Bahrain (Phone: 973-5344500). Will refer this to Ed Butler. Rugibani reports to Acar Bumin, Regional Manager for the Gulf/Africa and based in Rome, Italy (Phone: 34-6-51771).

VTN INTERNATIONAL

500 South Main, Suite 1123
Orange, CA 92668
Phone: 714-547-4100

VTN INTERNATIONAL (cont'd)

Contacted Daniel Montano, Chairman of the Board. VTN has done construction work in Kuwait and Saudi Arabia - has lost contacts in Dubai the last 5 years. Interested in Jebel Ali as staging area for cement-related products. Wants more information and will meet in Los Angeles if in town.

E-SYSTEMS, INC.

6250 LBJ Freeway
P.O. Box 660248
Dallas, Texas 75266
Phone: 214-661-1000

Contacted Mike McMillan, Vice President of International Operations in Washington (703-524-2310). E-Systems have been in negotiations with Kuwait's since last Fall. As a result of our meeting in January with E-Systems, still looking at Dubai or Abu Dhabi as regional base.

MUELLER BRASS COMPANY

1925 Lapeer Avenue
Port Huron, Michigan 48060
Phone: 313-985-1771

Contacted Barry Pack, Export Manager and sent Dubai information. Mueller Brass considering Jebel Ali as staging area for Kuwait in terms of warehousing/storage/transportation for copper tubes/fittings.

BAILEY CONTROLS COMPANY

29801 Euclid Avenue
Wickliffe, Ohio 44092
Phone: 216-585-8500

Contacted Ihor Lysenko, Director of the Middle East Region. Considering using Jebel Ali as staging area for the future reconstruction of Kuwait. Bailey makes equipment used in manufacturing facilities such as oil refineries or steel mills.

McMASTER - CARR SUPPLY COMPANY

600 County Line Road
Elmhurst, Illinois 60126-2081
Phone: 708-833-0300

Contacted Andy Walters, Export Sales Manager for the Middle East. Offered our support in Dubai - Andy will contact us as their plans unfold.

AT&T CORPORATION

Suite 100
1120 20th Street NW
Washington, D.C. 20036
Phone: 202-457-3872

Met with Ronald Pump, Public Affairs Officer. They are negotiating with Kuwait government for new telecommunications systems. The French had been involved but looks like it will be changed to American. Another contact is John Sihra, General Manager; AT&T International in Dublin, Ireland: (Phone: 01-822-333).

PROCTOR & GAMBLE

One Proctor & Gamble Plaza
Cincinnati, Ohio 45202
Phone: 513-983-1100

Contacted Terry Loftus, Director of Public Relations (513-983-9789) who emphasized P&G's plans were "premature". Currently provided products to the armed services in Saudi Arabia via the American Red Cross. Export business from Saudi Arabia has completely stopped since war. Will re-evaluate situation once war is declared "over".

DAVY McKEE CORPORATION

300 S. Riverside Plaza, Suite 1800
Chicago, Illinois 60606
Phone: 312-669-7000

Contacted Mike Loeffl, Director of International Projects (312-669-7065). Just started discussion on possible ways Davy-McKee might be involved with Kuwaiti reconstruction i.e. refineries, food plants or pharmaceuticals. Loeffl will coordinate plans with London offices and get back to us.

FMC CORPORATION

200 East Randolph Drive
Chicago, Illinois 60601
Phone: 312-861-6000

Contacted Mike Johnson, Director of International Affairs and based in Washington, D.C. (202-956-5200). Johnson is out of office but will call back on Monday, 25 February to discuss Kuwaiti reconstruction possibilities.

MAA:bj

APPENDIX #2
FINANCIAL INFORMATION

**DUBAI COMMERCE AND TOURISM PROMOTION BOARD
U S OFFICE
REQUEST FOR PAYMENT**

No. 012

Date 9-30-90

Opening balance Imprest as of (Date) _____ 17945.36

Reimbursement Received during the Month: \longrightarrow 19904.23

Total Imprest: 37849.59

Expenses during the current period (Details below): 20400.77 PAID OUT

Balance available as of (Date) _____ 17448.82

Sr. No	Voucher No	Paid to & Purpose	Amount
		Salaries Sept 25	5977.11
		Fica	457.25
		3rd Exp	40.00
		" "	54.00
		" "	40.00
		" "	24.25
		VW Credit	518.99
		Pa Unemp Rate Chg	110.83
		Your Choice Coffee	52.90
		Bell of Pa	425.60
		Shultz Cole - Video Repro.	15.00
		ATT Phone	1755.86
		Pamerantg	91.41
		"	21.12
		Salaries 10-9 (Paid in Adv sense 2'm in	
		Chicago ITME	
		FICA	5977.11
			457.25
		SO ARCH PKG Oct 90	630.00
		XEROX - Repair of Copier	216.40
		Postage	250.00
		Wall Bait, Cleonora Buchner	88.00
		Budget Printing - Press Release Forms	78.44
		M. Adams Exp Report	292.50
TOTAL REIMBURSEMENT REQUESTED			

Requested by: _____

Date _____

Approved by: _____

Date _____

**DUBAI COMMERCE AND TOURISM PROMOTION BOARD
U S OFFICE
REQUEST FOR PAYMENT**

No: ITME

Date 11-5-90

Opening balance Imprest as of (Date) 10-1-90 10000.00

Reimbursement Received during the Month: -

Total Imprest: 10000.00

Expenses during the current period (Details below): 7995.83 PAID OUT

Balance available as of (Date) 11-5-90 2004.17

Sr. No	Voucher No	Paid to & Purpose	Amount
		Compusystems - Rent, Imprest and forms	182.00
		90.00 Security Dep. Refund	(90.00)
		Compusystem labels + mail list	379.52
		Exhibition Contractors Comp - our charge to set stand turned on after we closed	463.50
		Mid Am. Coy C - Press Release Service	59.75
		ARA Services - Beverages for Stand	897.00
		Graphic Design - Hostess - See attached inv.	634.47
		CSA Expense acct including B. Roll	4690.50
		CSA Expense Acct including B. Roll	779.09
TOTAL REIMBURSEMENT REQUESTED			7995.83

Requested by: *CSA Head*

Date 11-6-90

Approved by: _____

Date _____

*note - Satish,
There may be additional expense forthcoming i.e. Calligrapher.*

**DUBAI COMMERCE AND TOURISM PROMOTION BOARD
U S OFFICE**

REQUEST FOR PAYMENT

No: 013....

Date 11-6-90

Opening balance Imprest as of (Date) 11-5-90 17448.82

Reimbursement Received during the Month: \rightarrow 7551.18

Total Imprest: 25000.00

Expenses during the current period (Details below): 24817.46 PAID OUT

Balance available as of (Date) _____ 182.54

Sr. No	Voucher No	Paid to & Purpose	Amount
		Square Arch Parking Heath Nbr.	190.00
		Square Arch Parking Adams Nbr	190.00
		Square Arch Parking Mycock Nbr	190.00
		AT&T October 90 phone bill	1748.68
		Comac Group Discount phone	75.00
		Columbian Insurance Lize for Heath	1232.00
		Postage	160.00
		Squire's Travel	1795.00
		Richard Reulin - Use & Occupancy Tax Nbr	301.52
		" " Nbr Rent	3569.36
		Award Comp. of America - 20 plaques for goodwill Ambassador certificates	401.00
		Postage	300.00
		Bell of Pa. - Personal Tax	210.95
		Calculated Industries - office calculator	134.85
		Philadelphia Stationers - office Supplies	134.65
		Philadelphia Stationers office Supplies	214.20
		Zules Magazine Subscription	17.97
		The Phone Works - Oct Answering Service	70.00
		Penn. Unemployment Comp. Under payment	110.83
		Arise Kimo - to airport & return ITME	184.00
		M. Adams Expense Acct	481.93
		Media Concepts - Copy videos ITME &	296.80
		TOTAL REIMBURSEMENT REQUESTED Rest. Dubai	

Requested by: _____

Date _____

Approved by: _____

Date _____

**DUBAI COMMERCE AND TOURISM PROMOTION BOARD
U S OFFICE
REQUEST FOR PAYMENT**

No: 014 - pg 1

Date 11-20-90

Opening balance Imprest as of (Date) 11-19-90 182.54

Reimbursement Received during the Month: → 24817.46

Total Imprest: · 25000.00

Expenses during the current period (Details below): 22171.47 PAID OUT

Balance available as of (Date) 11-20-90 2828.53

Sr. No	Voucher No	Paid to & Purpose	Amount
		Salaries 20/11	5977.11
		FICA 20/11	457.25
		POSTAGE	125.26
		BILL COMMUN. (TRADE SHOW GUIDE 1991)	105.00
		MARSH ANSWERING SERV. (10-21)	141.33
		UNION TRANSPORT-STAND FITTING CHICAGO to PHIL.	1088.50
		UNION TRANSPORT - BROCHURES CHICAGO to LONDON	639.04
		JOHN ALDEN INSUR. CH-MA-DM	2792.76
		VCI - CAR LEASE FOR DEC.	567.95
		CSH EXP ACCT 11-2-90	1610.05
		CSH EXP ACCT 11-3-90	455.23
		AT&T 22/11 PHONE BILL	974.74
		NATIONWIDE CELLULAR - CAR PHONE 16-10	1322.58
		WOLF BARTH - CLEARANCE OF BROCHURES	6.44
		BELL OF PA - LOCAL CALLS	189.81
		BUDGET PRINTING - STATIONARY	354.09
		BUDGET PRINTING - PHOTO COPIES	.53
		BUDGET PRINTING - PRESS REG. PAPER	124.02
		MEREDITH SHELLEY CALLIGRAPHY	75.00
		FED. EXPRESS	1557.50
		PAUL REVERE DISABILITY - MA	364.68
		TOTAL REIMBURSEMENT REQUESTED	

Requested by: _____

Date: _____

Approved by: _____

Date: _____

**DUBAI COMMERCE AND TOURISM PROMOTION BOARD
U S OFFICE
REQUEST FOR PAYMENT**

No: 015...

Date 12-12-90

Opening balance Imprest as of (Date) 12-12-90 2828.53

Reimbursement Received during the Month: \longrightarrow 22171.47

Total Imprest: 25000.00

Expenses during the current period (Details below): 19737.07 PAID OUT

Balance available as of (Date) 12-12-90 5262.43

Sr. No	Voucher No	Paid to & Purpose	Amount
		SALARIES 4/12	5977.11
		FICA 4/12	457.25
		PARKING CSH Square, Cash	190.00
		PARKING MA Square, Cash	190.00
		PARKING DM Square, Cash	190.00
		Columbian Mutual Life Insur Club	1232.00
		Umu Chase Coffee	97.75
		Walt Balth - Clearance of Signs Boards	102.47
		National Cellular - Car Phone	777.69
		Bell of Pa - Home Fax	196.55
		2nd Du - Research Council Dues	400.00
		Richard J Rubin Rent December	3515.94
		Richard J Rubin - Use & Occup Tax	301.52
		Budget Printing - Stationery	215.18
		Manpower - Temp Personnel	455.00
		Comm. of Pa - Shortage on Unemploy Comp	113.04
		Postage	300.00
		Dictionaries - 1991 Office Diary	27.48
		Richard J Rubin - Electric Maintenance	38.00
		Union Transport - Fare and fee to London	227.52
		Bell of Pa - Local Calls	158.71
		Bill Devane - Computer Class for Donna	150.00
		Bacon's Shipping Service	151.80
TOTAL REIMBURSEMENT REQUESTED			15465.01

Requested by: _____

Date: _____

Approved by: _____

Date: _____

**DUBAI COMMERCE AND TOURISM PROMOTION BOARD
U S OFFICE
REQUEST FOR PAYMENT**

No: 018 pg 1

Date 2-4-91

Opening balance Imprest as of (Date) 1-18-91 447.27 NOTE

Reimbursement Received during the Month: USABLE IMPREST → 47446.21 \$11057.16 WILL NOT CLEAR BEFORE 2-28-91 BECAUSE IT WAS NOT A WIRE TRANSFER

Total Imprest: 18720.32 47893.48

Expenses during the current period (Details below): 28495.57 \$18116.00 IS ALLOCATED FOR CAPITAL EXPEND. → PAID OUT

Balance available as of (Date) 2-4-91 24397.97

Sr. No	Voucher No	Paid to & Purpose	Amount	
		BELL OF PA.	303.13	Pd
		NATIONWIDE CELLULAR	805.88	Pd
		JOHN ALDEN MED. INSUR.	2702.76	Pd
		AT&T	327.89	Pd
		SQ TRAVEL - TRAIN TO/FROM WASH. DC	96.00	25 Jan
		PAUL REVERE INSUR.	88.77	Pd
		PHILADELPHIA STATIONERS	72.90	Pd
		WOLF BARTH - CUSTOMS CLEARANCE	81.00	
		THE PHONE WORKS - ANSWERING SERV.	70.88	Pd
		DOYLESTOWN LOCKY STORAGE - FOR ITME		
		MATHIS	48.00	Pd
		PHILADELPHIA INQUIRER - SECRETARY		
		HELP WANTED AD	756.00	
		ACE AIR PRGT. - BROCHURE DELIVERY	24.43	Pd
		PAUL REVERE INSUR. CSH DISAB.	1014.71	Pd

**DUBAI COMMERCE AND TOURISM PROMOTION BOARD
U S OFFICE
REQUEST FOR PAYMENT**

No.: 019.....

Date 2-27-91

Opening balance Imprest as of (Date) 2-4-91 24397.97

Reimbursement Received during the Month: 93495.51

Total Imprest: 47893.48

Expenses during the current period (Details below): 44151.51 PAID OUT

Balance available as of (Date) 2-28-91 3741.97

Sr. No	Voucher No	Paid to & Purpose	Amount
		PHILADELPHIA STATIONERS-OFFICE SUPPLIES	270.81
		CSH MARCH PKG	190.00
		MA MARCH PKG	190.00
		DM MARCH PKG	190.00
		PHILADELPHIA STATIONERS	19.56
		HEALTH FAIR - OFFICE SUPPLIES	.83
		POMERANTZ - OFFICE CHAIR	493.50
		PERSONAL FAX	67.54
		BACON'S CLIPPING SERV.	153.60
		POSTAGE	3.00
		DAY-TIMERS MA	17.67
		DEBOARS OMNIPLAN	366.50
		EWING FAIRCHILD INT'L	295.00
		BELL ATLANTIC - 4th PHONE	248.04
		PHILADELPHIA NEWSPAPER - AD	89.04
		YOUR CHOICE COFFEE	44.85
		PHONE WORKS	70.00
		NATIONWIDE CELLULAR	717.66
		YOUR CHOICE COFFEE	23.00
		FAX DIRECTORY	75.00
		SALARY 2-12	5977.11
		FICA 2-12	457.25
		SALARY 2-26	6746.34
TOTAL REIMBURSEMENT REQUESTED			

Requested by: _____

Date _____

Approved by: _____

Date _____

