

For Six Month Period Ending **FEB 28 1998**
(Insert date)

I - REGISTRANT

1. (a) Name of Registrant **GOV'T OF DUBAI** (b) Registration No. **4217**
DEPT. OF TOURISM + COMMERCE MKTG

(c) Business Address(es) of Registrant
SUITE 1950
8 PENN CENTER
PHILADELPHIA, PA 19103

2. 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 ☒ |

(c) Explain fully all changes, if any, indicated in items (a) and (b) above.

CRM/ISS
REGISTRATION UNIT
1998 MAR 26 PM 4: 47

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, AND 5(a).

3. If you have previously filed Exhibit C¹, 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.

¹ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws 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.)

-
4. (a) 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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- (b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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-
5. (a) Has any person named in item 4(b) rendered services directly in furtherance of the interests of any foreign principal? Yes ☐ No ☒

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

- (b) Have any employee or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting? Yes ☐ No ☒

If yes, furnish the following information:

Name	Position or connection	Date terminated
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- (c) During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(c) of the supplemental statement? Yes ☒ No ☐

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

II - FOREIGN PRINCIPAL

7. 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

8. Have you acquired any new foreign principal² during this 6 month reporting period?

Yes ☐No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

9. In addition to those named in Items 7 and 8, if any, list foreign principals² whom you continued to represent during the 6 month reporting period.

DUBAI DEPT OF TOURISM & COMMERCE MKTG.
JEBEL ALI FREE ZONE AUTHORITY

10. **EXHIBITS A AND B**

(a) Have you filed for each of the newly acquired foreign principals in Item 8 the following:

Exhibit A³Yes ☒No ☐Exhibit B⁴Yes ☒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.

2 The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual 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 principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

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

4 The 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.

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 7, 8, and 9 of this statement? Yes ☒ No ☐

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

FOR BOTH PRINCIPALS IN ITEM 9 WE HAVE PROVIDED
GENERAL MKTG, PR + DIRECT MAIL DISTRIBUTION
OF COMMERCIAL + TOURISTIC MATERIAL

SEE ATTACHED ACTIVITY REPORTS

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity⁵ 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 ACTIVITY 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.

⁵ The term "political activities" means any activity that the person engaging in believes will, or that the person intends to, in any 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 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 7, 8, and 9 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 no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies⁶

Date	From Whom	Purpose	Amount
------	-----------	---------	--------

ALL MONIES REC'D WERE FOR DIRECT OFFICE
REIMBURSEMENT EXPENSES AND EMPLOYEE
COMPENSATION W/ ACTIVITIES WHICH
REQUIRE REGISTRATION

\$407,700.85
Total

(b) RECEIPTS - FUND RAISING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fund raising campaign⁷, any money on behalf of any foreign principal named in items 7, 8, and 9 of this statement? Yes ☐ No ☒

If yes, have you filed an Exhibit D to your registration? Yes ☐ No ☐

If yes, indicate the date the Exhibit D was filed. Date _____

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, and 9 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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^{6, 7} A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. (See Rule 201(e).)

⁸ An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fund raising campaign and transmitted for a foreign principal.

⁹ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

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

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign named in Items 7, 8, and 9 of this statement? Yes ☒ No ☐(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

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.

Date	To Whom	Purpose	Amount
------	---------	---------	--------

FOR NORMAL OPERATING EXPENSES
 SEE ATTACHED LEDGERS DETAILING
 VENDORS, SUPPLIERS, ETC & CORRESPONDING
 EXPENSES

\$446,774.66
 Total

(b) DISBURSEMENTS-THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value¹⁰ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, and 9 of this statement?

Yes ☐No ☒

If yes, furnish the following information:

Date disposed	Name of person to whom given	On behalf of what foreign principal	Description of thing of value	Purpose
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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 value¹¹ 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:

Date	Amount or thing of value	Name of political organization	Name of candidate
------	--------------------------	--------------------------------	-------------------

^{10, 11} 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.

V - INFORMATIONAL MATERIALS

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials¹²?
 Yes ☒ No ☐

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

17. Identify each such foreign principal.

DUBAI DEPT OF TOURISM + COMMERCE MKTG.
 JEBEL ALI FREE ZONE AUTHORITY

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 informational materials?
 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 informational materials 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) TRADE SHOWS

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials 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 the informational materials:

☒ English

☐ Other (specify) _____

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes ☒ No ☐

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act? Yes ☒ No ☐

¹² The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4 (b) of the Act.

VI--EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

3-19-98

(Type or print name under each signature¹³)

Charles S. Henth

CHARLES S HENTH

13 This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

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

NOTICE

Please answer the following questions and return this sheet in triplicate with your Supplemental Statement:

1. Is your answer to Item 16 of Section V (Informational Materials - page 8 of Form CRM-154, formerly Form OBD-64-Supplemental Statement):

YES ✓ or NO _____

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

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

YES _____ or NO _____

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

Charles S. Neath
Signature

3-19-98
Date

CRM/ISS
REGISTRATION UNIT
1998 MAR 26 PM 4: 47

CHARLES S NEATH
Please type or print name of
signatory on the line above

DIRECTOR N.D.
Title

MONTHLY ACTIVITY REPORT

SEPTEMBER 1997

NORTH AMERICA OFFICES

HEAD OFFICE PROJECTS

Name: Dubai Cruise Study
Dates: Various
Place: Dubai

Reviewed final draft of cruise study and terminal floor design. Passed comment on to DCE.

Name: Seatrade '98 Miami
Dates: Various
Place: Miami

Received rejection from HO of stand design. Have asked for redesign and quotes based on modular concept.

Name: Intartex
Dates: November 20 - 23 '97
Place: Toronto

Received HO approvals for stand design, prepared pre-authorizations and budgets, confirmed hotels, faxed catering requirements, hostess costs etc.

Name: ITME
Dates: October 6 - 8 '97
Place: Chicago

Finalized arrangements for participation at this annual event. Ordered stand fittings, dates, and hospitality items. Selected display items for stand. Purchased, packed, and shipped items and display stand to venue. Brochures and printed materials ordered and are being shipped direct from head office in Dubai.

Name: Cruise Media Fam
Dates: November 1 - 5 '97
Place: Dubai

Received HO approval to extend invites to leading cruise journalists to visit Dubai and report on cruise initiative progress. Six journalists confirmed.

REGISTRATION UNIT
CRM/ISS

DOMESTIC PROJECTS

Name: American Travel Market

Dates: 23 - 26 October, '97

Place: Orlando, FL

Finalized plans to use 10' x 10' portable display stand at this event, sharing a booth with Sea-Air Holidays, highlighting their new Dubai product. We are presently coordinating graphics to be used. This event is an extension of the large World Travel Market and is intended to further publicize Dubai and new tour product that is available.

Name: USTOA Tour expo

Dates: 31 October - 02 November, '97

Place: Anaheim, CA

Finalized details, with DTCM Los Angeles, to use our 10' x 10' portable display stand at this event, co-sponsored by USTOA and Travel Agent Magazine. Brochures have been ordered and are being shipped direct to the event by head office in Dubai. This expo will be in conjunction with a series of joint marketing visits planned by both US DTCM offices.

Name: Montreal World Business Exhibition

Dates: September 17 - 19, 1997

Place: Montreal, Canada

Dubai was featured as a business and travel destination using our customized 10' x 10' stand. The Dubai booth was in the International Section, which featured foreign organizations and government bodies hoping to encourage tourism, business travel, and investment. We met with over 350 business in the Montreal area, distributing our literature both in French and in English and featuring our "Destination Dubai" and "Dubia Means Business" videos. (See attached report).

Name: Discover Dubai Seminar

Dates: 25 September, '97

Place: Los Angeles

Completed first of three "Discover Dubai" breakfasts, co-sponsored by Emirates Airlines' LA office and Universal Travel Systems. A total of 19 Southern California travel agencies attended despite a severe rain shower. Feedback from participants was excellent as most reported the experience greatly enhanced their understanding of the region.

Name: Comdex
Dates: November '97
Place: Los Angeles

Submitted registration materials to Comdex for the November 1997 show in Las Vegas -- one of the world's leading computer hardware/software conventions. Will determine viability of DTCM exhibiting in 1998 and make recommendations.

MARKETING VISITS

John Cook, **Seabourne Cruises** - has agreed to look at Dubai for 2000 cruise season. CSH to prepare proposal addressing questions and concerns.

Called **Cunard, Silversea, Seaborne** and **Princess Cruises** to offer Dubai as alternative port if civil unrest continues in Mombassa.

Reema Jweied, Marketing Director, **National US-Arab Chamber of Commerce**, requested assistance with a trade mission to Dubai for members of NUSACC. Dates have been planned to coincide with major trade shows in Dubai in February, and other cooperative logistics have been discussed.

Provided labor cost estimates to Charles Davis of **America On-Line** to assist with feasibility study for a 30K sq. ft. office facility in Jebel Ali.

Set meeting with Scott Linton of **Landa International** during marketing visit with LAO in November.

Assisted Darla Mendoza of **L. A. Gear** with information on setting up a Jebel Ali distributorship, as well as logistics for participation in Motexha show in Dubai. Meeting to be set during marketing visits with LAO in November.

George Ferguson of **Grainger** met with the Department and Mr. Saif Sultan at Jebel Ali to discuss plans for a distributorship. Follow up planned for his return.

Vicken Aharonian of **HTS Engineering** requested information on trading in the Jebel Ali Free Zone.

Gary Saylor of **Aquasystems** will visit Dubai in October to research possibilities for distributorships. He was provided with full information on doing business and traveling in Dubai.

Zoe Claydon of **IMP** has reported that her first choice for the 1998 meeting (100 persons from around the world) will be Dubai. Awaiting confirmation to follow up with Familiarization trip.

Meeting with Ann DiGregory of the **Ritz International** to discuss joint promotional programs, including seminars geared to the meeting planning and incentive industries.

Meeting with Naguib Tayyara of **W.A.T.S.**, who is interested in launching "**Made in the USA**" show in Dubai. Researching possibilities of joint promotion and cooperation.

Further requests from Martha Mellblom of **The Gap, Inc.** for information on Jebel Ali for sourcing material and textiles.

Faris Al Salih of **Tate Access Floor Inc.** looking at Jebel Ali to manufacture floor materials after 20 years of business in the region.

Met with the president of **Zeus Tours** (large tour operator), whose product is sold by prestigious **USTOA** members such as **GO GO Tours** and **Runaway Tours**. There is interest in putting together a Dubai-Oman package or a Dubai stopover en route to Seychelles packages they currently operate. Discussed various activities to be included on an itinerary and Zeus is currently dealing with Dubai ground operators regarding costings, itineraries. Will follow-up.

Follow up with **The Accent Group** concerning three groups he is sending to Dubai late '97, early '98. Supplied printed material as requested.

Atrium Travel, Boca Raton, Florida, confirmed 22 October presentation date for Dubai seminar to be given to the entire staff of this large travel wholesaler. Ordered Arabic food for lunch during the presentation. Emirates Airline, originally scheduled to participate, is unable to attend.

MEDIA

Met with Mr. Peter Greenberg, one of the USA's leading travel journalists, regarding a possible assisted VIP visit to Dubai in 1998. Mr. Greenberg is the NBC Today Show's travel correspondent and appears regularly in leading travel periodicals.

Provided additional information to Jom Calio re: American Express golf publication which may feature Dubai in its inaugural issue.

Foundation for International Meetings, though not participating at this year's expo, we have secured a current membership listing and mailed updated information on Dubai and its meeting facilities to 79 members.

ITME sent three part postcards mailout to 700 incentive meeting planners scheduled to attend this event. Each postcard had a different picture of Dubai, along with text tailored to the pictorial. All postcards invited the recipient to visit our booth at the show.

1998 Shopping Festival two mailouts of 1998 shopping festival information -- one to 42 selected tour operators, on to 35 USTOA members.

Met with Stan Ericson, CEO, Farm Journal - interested in story on Al Jherrau grain site operation in Jebel Ali Port.

Met with following publications for '98 advertising proposals:

Business Week	Travel Weekly
ASTA Management	Meetings & Incentives
Cruise Ind. News	Meeting Professionals
Seatrade Review	Forbes
Travel Agent	Travel World

Interviewed with following publications

- Norm Sklarewitz - Travel Agent Magazine
- David Kauffman - Conde Nast
- Lark Ellen Gould - Travel Agent Magazine
- Carla Hunt - Travel Weekly

Prepared PR proposal for 1998.

Continue Page 6 (Monthly Activity Report North America Offices Sept. '97)

Database update:

Montreal '98	115 labels
Complete Forbes 500 list	781 labels

Direct Mail:

Jebel Ali Update	69 labels
Montreal '98 Invites	56 labels
ITME Invites	937 labels

ADMINISTRATION

Prepared 1998 budget

ASSISTANCE GIVEN

Attached

**13th World Business Exhibition
September 17-19, 1997
Montreal, Quebec
Canada**

Show Report

Attending:

Marian C. Florence, MCP
Heather S. Jones, MKC

As one of our goals for 1997, we targeted the growing Canadian market, to broaden the scope of our North American activities and tap into an increasingly international business community. At the World Business Exhibition, we featured Dubai as a business and travel destination using our customized 10' x 10' stand. The Dubai booth was in the International Section, which featured foreign organizations and government bodies hoping to encourage tourism, business travel, and investment. We met with over 350 businesses in the Montreal area, distributing our literature both in French and in English and featuring our "Destination Dubai" and "Dubai Means Business" videos.

Some important contacts made at the show include:

Ms. Manon Lortie, **Focus Planification**: Member of Meeting Professionals International, organizes and plans international meetings and incentives, interested in exploring Dubai as a new destination.

Mr. Samer Rahawanji, **OMY Investments**: Met in Toronto in 1995, has since established a cosmetics store "Faces" in the Wafi mall.

Mr. Luc Girouard, **SNC Lavalin Environment**: Going to Dubai to visit aluminum plant; his company runs aluminum plants in Abu Dhabi and Qatar.

Mr. Terry Dubuc, **Val-Mar**: Design and construction of water parks -- send information on the Chicago Beach Hotel project.

Mr. Nawwaf Awwad, **Canatrade International Inc.**: Presently established in Montreal and Bahrain; will be moving offices to Dubai.

Mr. Georges Klein, **Intercel Communications**: Manufacturer of emergency call systems (i.e. "911") for police and fire stations.

Mr. Joe Harnest, **Rival Systems**: Material handling and automation systems; interested in Jebel Ali and the Dubai Intermodal Show.

Mr. Ralph Morris, **Suzanne Goyer Travel Inc.**: Seeking further information on Dubai as a travel destination.

Mr. Pierre Nadeau, **Pierre Nadeau Direct**: Tour operator interested in featuring Dubai in upcoming travel packages.

(1)

West Coast Office
ASSISTANCE GIVEN

September 10

- Ms. Zoe Habib from Tatum International Travel called and requested tourism information. Brochures were forwarded.
- Ms. Soheila Anidi of Days Inn called and requested information on business and commerce. Brochures were sent with letter.
- Mr. Elan Nabeghi called and requested general information on Dubai. He mentioned that he is planning on relocating to Dubai sometime in the future. Brochures were sent and the tourism video is to follow shortly.

September 11

- Ms. Susanne Flother is a German magazine writer. She works with a German airline publication and was interested in learning more about Dubai since the airline flies into Abu Dhabi. A variety of information and brochures were sent to her.

September 16

- Mr. Abdul Nasir called and requested information on conducting business in Dubai and visa requirements. Business brochures and visa information were sent.

September 19

- Harriet from Adore Travel called with visa requirement inquiries. The information was faxed to her.

September 25

- Mr. Ofman Farah called for information concerning business. He has a general merchandise importing business. Information was sent to his attention.
- Ms. Jane Sherrill, a travel consultant with King Travel in Atlanta, GA called and requested tourist information. She has clients interested in visiting Dubai at the end of the year.
- Ms. Barbara Avery, sales manager of The Empress – Canadian Pacific Hotels in British Columbia, Canada is planning on visiting Dubai next year. She requested tourism information. Brochures were sent.

933

2

August 31, 1997

Director of General
Dubai Commerce and Tourism Promotion Board
Dubai, United Arab Emirates
971-4-511-711

D.T.C.M. - Head Office
01 SEP 1997
RECEIVED

Dear Director of General:

We are Japanese citizen who are going to visit Dubai at the end of this year as a group tour. We would like you send me some brochures, catalogues, and other event calenders of Dubai and Jebel Ali Free Trade Zone. Each participant's address that you send are

Yoichi Hirata
Toyo Gift Co
1287-1 Mikkabi
Matsudo City, Chiba
Japan

Tomoyuki Osada
Office Haru
3-15-17 Sugamo
Toshima, Tokyo 170
Japan

Shinichi Sotoyama
Nagasaki Trading Co
8-19-18 Higashi Kanamachi
Katsushika, Tokyo 125
Japan

Rikuo Ando
Miyako Chikusan
1-41 Sakae
Miyako City, Iwate 027
Japan

- JAFZA Bus Cde

~~Dest~~

Mizuho Murata
Flight Attendant Office
United Airlines Co
Narita Airport 1st Terminal
Narita City, Chiba
Japan

Yoshio Takahashi
Yukari Co
6-170 Shinmatsudo
Matsudo City, Chiba
Japan

- Duty Free

- Golf

- WTR

- AX A SP

- 197 Exhibitions

Yasushi Haneda
UTB Co
1870 W Beverly Blvd
Los Angeles, CA 90028

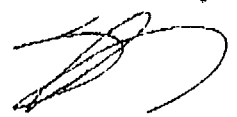
Yasuhiro Tanabe
EQ Japan USA
2923 Briarwood Drive
Torrance, CA 90505

- Tourism 4B

- 2 card

- official Self

Thank you very much for your help. We are waiting for your responds.



September 3, 1997

Director of General
Dubai Commerce and Tourism Promotion Board
971-4-511-711

935
3
9/18
D.T.C.M. - Head Office
03 SEP 1997
RECEIVED

Dear Director of General:

We are going to Dubai next November for a week. Please send us some brochures and catalogues as a tourist information, because of lack of information. Our address is

Chales Geyer
6701 Bellamy
Spring Fields, VA 22152
USA

A Tourism D+B
- 2 card
* AA A JL
* OFF-GW
Ikuo Asanuma
3510 N 152th Ave
Omaha, NE 68116
USA

Yasuko Yokota
3855 Inglewood Blvd
Marvista, CA 90086
USA

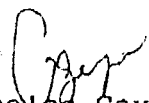
Chiharu Nakazono
2608 Colibri Ln
Carlsbad, CA 92009
USA

Yoshiya Satoko
1-24-2-108 Minami Mizumoto
Katsushika, Tokyo 125
Japan

Christy Weckerlin
1712 Mar Ella Trail
Des Moines, IA 50310
USA

Thank you very much for your help. We are looking forward to hearing from you soon.

Sincerely,


Chales Geyer

September 1997 Tourism Ass't. Given

DA	FR	WI	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
						SEPTEMBER 1997				
4	PS			x	John Peters	Zeus Tours	NY	x		dest/at a gl/off gde/zcard/golf/wtr/2 tourism dxb/2 enter
4	PS			x	John D. Dikeos	Ulysses Tours	NY	x		dest/at a gl/off gde/zcard/golf/wtr/2 tourism dxb/2 enter
4	PS			x	Fayez Saddek	Foriegn Indep. Tours	NJ	x		dest/at a gl/off gde/zcard/golf/wtr/2 tourism dxb/2 enter
4	PS			x	Mumtax Walji	Seven Oaks Travel	Ont	x		dest/at a gl/off gde/zcard/golf/wtr/2 tourism dxb/2 enter
4	DG			x	Carol Goldstein		HI	x		tour dxb/zcard/airport zcard/off gde
5	PS			x	Mr. & Mrs. Neil Menegh		WI	x		1 zcard/2 tourism dxb
5	PS			x	Rick Munder II		CA	x		1zcard/2 tourism dxb
8	PS			x	Janet Moore	Distant Horizons	CA	x		duty 1r/dest/off gde/at a gl/zcard/wtr/golf/ent/shop fest 98/un-
9	HJ			x	Carolyn Fuller	Travel Strategies	CT	x		zcard/dest/ entx2/golf/ in figs/tour dxb/wtr/exb in dxb
9	HJ			x	N. Batra		TX	x		dest/entx2/golf/wtr/us-dxb nws
10	DG			x	Andre Loureiro	Council Travel	CA	x		shop fest 98/golf/wtr/dest/zcard/ent/off gde/duty free/at a gl/
11	DG			x	Alma Koski		FL	x		3 visa appls.
12	HJ			x	Ajman Al Awadhi	items for national day	CO	x		25 tour dxb/dest video/posters
16	PS			x	Louisa Montague		NY	x		recipe booklet
17	DG			x	Beverly Lindquist	Uniglobe Select	CA	x		dest/ent/golf/wtr/off gde/zcard/at a gl/duty free/airport zcard
18	DG	x			Rosemarie	The Art of Travel	ON	x		off gde/dest/zcard/shop fest 98/duty free/golf/wtr/at a gl/ent
18	DG			x	Lisa Cosenza	Keywest Travel	CA	x		at a gl/zcard/shop fest 98/off gde/ent/dest/golf/wtr/duty fr
18	DG			x	Doug Marrelli		VA	x		facts & figs/zcard/at a gl/off gde/bus hdbk/tour dxb/ent

5

September 1997 Tourism Ass't. Given

DATE	FR	W	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
19	D3		x		Juliett Johnson	Bay Area Display (Arab Wksho)	CA	x		off gde/ dest/enter/zcrd/duty fr/wtr/conf & mtg fac/tour dxb/hc
22	D3		x		John Peters	Zeus Tours	NY	x		enter/comesl on the run video/dest video/slides
23	D3		x		Cathy Eng	DTCM-LA	CA			200 at a gl
23	PS		x		John Peters	Zeus Tours	NY	x		grt incent/conf & exhib fac/duty fr (May & July 97)
23	PS	x			Georgia Blazeka		Ont	x		off gde/zcard/sailing cham. info
25	MF		x		Brian Sharhey	Sea Air Holidays	CT	x		75 goll/125 at a gl/1 off gde
25	PS		x		Carolyn Luginbill	96 FILM prize winner	VA	x		zcard/off gde/tour dxb/duty fr/dsf 98/cty of gold/Radisson
22	D3	x			Adriane D. Green	Welcome Travel	NY	x		tour dxb/duty fr/net tours/conf & mtg/grt incent/off gde/wtr/gol
26	PS		x		Samir Michael		FL	x		tour dxb/goll/wtr/at a gl/dest/zcard
26	PS		x		Lori Shea		NH	x		dest/off gde/goll/wtr/tour dxb/at a gl/ent/zcrd/duty fr/dsf 98
29	HJ		x		Ed Ganon		VT	x		bus dxb/zcard/ent/offgde/tour dxb/exb in dxb
29	HJ		x		Julien Carralero	Ritz Carlton	CA	x		at a gl/dest/zcard/goll/off gde/tour dxb/wtr/schools&colleges

COMMERCE ASSISTANCE LOG

SEPTEMBER

6

DATABASES WORKED/COMPLETED

- Forbes 500 DB - 781 labels ---> COMPLETED
- Montreal'98 DB - 115 labels ---> WORKING

MAILINGS

- Montreal'97 invites - 56 pieces
- Jebel Ali Update Mailing - 69 pieces

ATTENDED

- Montreal'97 Business World Expo -- MCF/HSJ
September 16-19

9/3

- compiled monthly reports data and printed
- transcribed cruise correspondence for CH
- prepared and stuffed literature for Montreal mailing

9/4

- processed Montreal invites mailing (56 letters sent)
- request from Francis Nyarko for business info -->sent brochures
- request from M. Nikjoo for list of US Cos. doing business in DXB -->sent both copies with DXB & US addresses
- continued entering labels into Forbes 500 DB
- spoke with W. Cosler/High Sierra Sport Company who is seeking lists of travel bag traders -->forwarded request to OSIC

9/5

- *completed Forbes 500 Database (781 labels)

9/9

-spoke with F. Weston/TMS Co. who was seeking further details on licensing, etc. than what was provided in the bus DXB brochure and also what his next steps should be -->advised him on finding a local agent to aide in establishing in DXB and when the time came would aide in licensing; fax'd comm directory offer

-tallied LAO office September monthly brochure and telephone reports for reading file

-spoke with N. Batra on visa requirements -->sent tour brochures

-response from OSIC regarding W. Cosler request for a list of luggage/travel bag traders -->forwarded list

-fax to OSIC regarding brochure request to JAFZA for 'Business Guide' --> requested that copies sent be 75 rather than 350

-request from C. Fuller/Travel Strategies who will be @ GITEX seeking city/hotel info -->sent 9/10 full tour packet w/ exhibiting in DXB info

9/10

-created new September monthly report forms and entered data

-transcribed correspondence for CH

-spoke with P. Alling/Lanier W.W. Inc. looking for commerce and j/a info -->sent packet

9/11

-packed up for Montreal'97

-spoke with caller regarding visa requirements to DXB -->referred to Embassy

-request from M. Jones/KTC International looking for contacts in automotive textiles and women's handbags & belts -->forwarded request to OSIC

-spoke with A. Jabr/Gulf Trading Group seeking commerce info -->sent pack

-spoke with V. Krug/lawyer seeking info for client looking to open retail business --> sent comm brochures

-request from G. Wadodd/Impression One Int'l who is seeking electronic commerce contacts in DXB -->gave him web address and awaiting fax to forward to OSIC

-processed and sent Jebel Ali Mailing - 69 pieces

-request from L. Aruath for '98 calendar of events

9/16 - 9/19

-MCF & HSJ attended Montreal World Business Expo'97



9/22

-fax'd commercial directory offer to M. Khalil/Hand & Medical Supplies

-spoke with M. Rizvi/Marssa Trading Co. seeking info on doing business -->sent comm info 9/23

-submitted request to OSIC for F. Nyarko seeking film & photo supply distributors

-entered monthly report data

-created Montreal'97 Database and began entering contact data

-entered Montreal'97 contacts onto Enterprise Mailing List

-request from S. Rahawanji/OMY Investments for lists of PR firms, shopping center, trade shows, publications --> fax'd info

-request from M. Mellblom/The Gap for j/a info --> sent / MCF follow up

9/23

-request from A. Farwati for business info -->mailed pack

-spoke with D. Doran/ Entrepreneur Magazine who was searching for info on M.E. Electricity --> gave him contact #'s and fax'd over '98 Calendar of Events

-request from A. Currie/Hong Kong Bank for DXB and j/a info -->sent j/a and tour DXB pack

-spoke with P. Ajmera/ Brownstein, Brownstein & Assoc. (WBE contact) requesting further info on j/a --> sent w/w and updates

-spoke with E. Adham/Lanech Inc. seeking info on j/a, banks and business --> sent j/a pack

-continued entering data into Montreal'97 DB

-spoke with M. Duarte/student doing a research project on DXB and seeking stats and info --> mailed various copies from DXB development stats book and sent collection of brochures 9/24

-submitted request to OSIC for the statistics on DXB's trade with Canada for Montréal contacts as information

9/24

-received response from OSIC regarding DXB-Canada trade stats for Montréal contacts

-continued entering contacts data into Montreal'97 DB

9

-spoke with B. Chandpuri/Systems Source Corp. seeking commerce info --> fax'd comm dir. offer and mailed commerce info and included the contact # for Khaleej Times

-faxed commercial directory offer to D. Guy/Hub Computer Consulting

-spoke with an inquirer regarding visas in DXB and what is required

-assisted caller in locating a particular DXB company's contact information

-spoke with J. Perullo/Bay Networks seeking information on business in DXB particularly setting up as a internet server/provider --> sent 9/26 commerce pack & Dubai Net Show '98 info

-request from F.D. Memarzadeh/PARS Assets LLC for business info in DXB --> sent full commerce pack w/ comm dir

9/25

-extracted from various databases Miami contacts for PGS at the request of Kathy C. from Emirates

-assisted caller in locating fax #'s for a couple of fragrance companies in DXB

-response back from OSIC regarding request from M. Jones/KTC International on automotive textiles and care products as well as women's handbags, purses and belts --> forwarded lists to Mr. Jones 9/29

-spoke with J. Coplos/J.D. Honigberg Int'l Inc. about the business/trading climate in DXB deals with medical equipment trading --> sent bus dxb, Arab Health show info, uae yearbook, & medical instruments trading list

-request from E. Canon for info on GITEX '97 and hotels/tour info --> fax'd list of hotels and GITEX info; mailed tourism exhibiting info 9/29

-request to M. Molyneux @ HO for 10 copies of Enterprise DXB - July issue

-request from F. Al Salih/Tate Access Floor Inc. looking @ J/A to manufacture construction materials --> sent j/a info

9/26

-continued entering contacts data into Montreal '97 DB

-submitted request to OSIC for a list of construction cos. in DXB per WBE contacts

-2nd request from M. Duarte/student (research project) for a list of hotels with prices --> fax'd over copy from bus dxb

-following WBE assistance tendered:

- A. Reznik/R.A.M. Int'l -> commercial directory offer

- 
- fax'd emp svcs list to:
 - C. De Lorenzi/Importeca Canada
 - F. Adowani -> by mail
 - C. Abdo/Group Technology Canada
 - N.E. El- Hakim -> by mail
 - F. Sallem

9/29

- request from M. Khalil for a list of medical devices --> fax'd
- response back from OSIC regarding request from various WBE contacts for construction companies contacts --> filed list for action
- caller requesting address/phone/fax for United Food Co. in DXB --> gave her contact details
- spoke with J. Carralero who is moving to DXB and seeking info on school, housing, shipping car over, etc. --> fax'd schools list, sent brochures, referred to PGS for shipping car
- per CH sent K. Ghachem/Creative Trading Int'l Ltd. j/a and commerce brochures

9/30

- submitted request to OSIC on behalf of D.A. Evans/ Evans Int'l Associates, Inc. for a list of food stuff trades
- submitted second request to OSIC for F. Nyarko seeking film & photo supply distributors
- began preparing monthly reports data for end of month submission
- assisted PGS with postcard mailing - 700 pieces

MONTHLY ACTIVITY REPORT

OCTOBER 1997

NORTH AMERICA OFFICES

HEAD OFFICE PROJECTS

Event: Intartex Toronto - LA/Philadelphia

Dates: 18 - 14 November, 1997

Place: Toronto

Finalized booth design, ordered stand catering, graphics, photographer, furniture, phone, A V equipment, hotel accommodations, media kit, brochure request.

Event: USTOA Conference & Golf Tournament - Philadelphia

Dates: 9 - 11 December, 1997

Place: Kona, Hawaii

Finalized Dubai sponsorship of this event, a high profile part of the USTOA annual conference. arranged for event hole-in-one promotion, ordered Dubai signage for each hole and coordinated banners and audio-visual for check-in area. Prizes for winners to be sent from Dubai.

Event: Tebodin Cruise Study - Philadelphia

Dates: 6 October, 1997

Place: Dubai

Read Tebodin Study of Cruise Industry and prepared report for DCE with comments.

1998 MAR 26 PM 4: 47

CRM/ISS
REGISTRATION UNIT

DOMESTIC PROJECTS

Event: ITME - Philadelphia
Dates: 6 - 8 October, 1997
Place: Chicago

This was the 7th time Dubai has participated in this annual event, the largest of its kind in the U.S. Participation was downsized this year to a 10' x 20' information - only booth, in line with Emirates 10' x 10' presence. Set up Dubai portable display stand, coordinated last minute requirements and purchased stand refreshments. See: (Trip report attached).

Event: American Travel Market - Philadelphia
Dates: 23 - 25 October, 1997
Place: Orlando, FL

Participated in this first time event, an American offshoot of the prestigious World Travel Market in London. Shared a 10' x 10' stand with Sea-Air Holidays, a large American tour operator with product to Dubai. Used Dubai portable display stand, with graphics of Dubai and Sea-Air brochures. Traffic steady with much interest in the destination. This show is expected to grow into one of the leading American trade shows. On close of show, stand shipped to California for upcoming trade show. Requests for follow-up information actioned.

Event: USTOA Tour expo '97 - LA/Philadelphia
Dates: 30 October 2 November, 1997
Place: Anaheim, CA

Participated in this semi-annual trade show, sponsored for the travel trade by USTOA and Travel Agent magazine. Set up Dubai portable display stand and purchased last minute stand supplies. Assisted on stand by DTCM-West Coast personnel and Mr. Omar Suliman, an intern with Los Angeles office. There was a keen interest in Dubai and many new contacts were established. Requests for follow-up information actioned.

Event: Cruise Media Fam - LA/Philadelphia
Dates: 30 October - 7 November, 1997
Place: Dubai

Finalized planning for cruise media fam visit, booked air, received hotel confirmation, itinerary finalized. Six journalists representing Travel Agent Magazine, Tour & Travel News, Seatrade Cruise Review, Travel Age West, Travel Weekly and Cruise Travel Magazine.

Incentive Travel and Meeting Executives (ITME) Expo
Chicago
06 - 08 October 1997

Attending, DTCM North America
Peter G. Streng
Donna M. Gonzalez

This annual show is the largest of its kind in North America, catering to incentive and meeting planners worldwide. The Dubai stand this year was a 200sq. ft. in-line end cap, located next to the 100sq ft. presence of Emirates Airline. Our stand was our 20' x 20' portable display stand, with shadow box and numerous Dubai graphics. The barriers between DTCM and Emirates were removed to create a large, free flowing look and to allow for personnel to move easily about. Emirates and Arabian Adventures sales personnel occupied their stand, along with an Emirates flight attendant, who acted as hostess. The DTCM stand was planned for "information only" and no co-participants from Dubai were invited.

A three part postcard direct mail campaign was sent to 700 pre-registered attendees, inviting them to visit our stand. This attracted some visitors to the stand, many carrying their postcards with them.

The day prior to the show, DTCM and Emirates personnel were on hand to assemble the stand, hang graphics, and put out brochures. TV monitors were delivered and were tuned prior to the show opening the next day. The Dubai tourism video was shown throughout the show hours. Press kits were delivered to the press room and quantity was continually monitored and replenished as needed.

Overall attendance seemed less than last year, with many last minute attendees discouraged by the \$50.00 fee if they had not pre-registered. The quality of visitors was far superior to past years, with a steady flow of visitors to our booth. Many of them arrived, wanting to discuss the specifics of programs they are planning to Dubai. This was, by far, the best show, thus far, for Dubai. Some of the visitors to our booth included:

Barbara W. Davis
Barbara Davis Incentives
Phoenix

group of 182 passengers, August 1998
round-the-world, will include Dubai

Keith Elain
Oasis Creative
New York

represents Mariah Carey and Boys II
Men, planning spring 1998 concerts
in Dubai

Richard Gaeta
Premier Incentives
Boston

interested, along with three of his clients, in our destination for series of group movements. Discussed possible fam with Emirates.

Judy Guy
Chief Executives Organization
Maryland

will have 50-60 passenger group on 1999 Sea Goddess cruise to Dubai

F. N. James
Kelly Springfield Tire Co.
Maryland

wants incentive trip to Dubai, has been discouraged by his incentive planner, secured incentive contact and will co-ordinate with planner

A. K. Merrell
Merrell, Remington Direct
Salt Lake City

discussed golfing packages to Dubai along with other destinations that might be included. Suggested Qatar and Morocco for "Arabian" golfing experience.

Bernadette Patton
WAEA
Chicago

has worldwide meeting group of 200 persons going to Dubai in March 1998, is working directly with Emirates. Provided copies of our literature to be included in her mailout and discussed the destination, offering suggestions on things to do to make her meeting and off time more enjoyable.

Jim Sheba, Carol Krugman
Incentives to Intrigue
San Francisco

are working with several Silicon Valley companies, who have asked them to develop programs to new destinations. Learned of Dubai through MPI and are very interested.

Eve Sotnok
Carlson Marketing
Minneapolis

organizing group of 50 Chrysler executives to Dubai in October 1998. Requested further information on beach front hotels.

Jim Tullman
Anheuser-Busch Creative Service
St. Louis

develops large programs to sports events for his employer, interested in Dubai dates and events. Also outsources.

Nancy Waite
Ports of Call
Denver

has recently been to Dubai to put finishing touches to itinerary for 100 persons to Dubai in March 1998. Stopped at booth with many questions and updated us on how the preparations for group were proceeding.

Observations/Suggestions

The DTCM-Emirates side-by-side setup used at this show worked very well, creating the appearance of a larger stand. Personnel moved about easily and were able to talk with visitors together. The absence of co-participants enabled stand personnel to be more readily available to talk with visitors on a one-on-one basis. All in all, this was probably our best ITME ever, and I would suggest using this same concept again next year.

MARKETING VISITS

Tom Harris of **The Gap, Inc.** confirmed plans to lease a 12 unit office space in Jebel Ali for a representative sourcing office. Also confirmed meeting in San Francisco for November 14. Philadelphia/LA

Dubai presentation given to members of the **Temple University Association of Retired Professionals**, to update them on the business climate and recent developments. Philadelphia

Confirmed meetings for **West Coast marketing visits** -- Balboa Motivation, The Masters Group, Ritz-Carlton Hotels, L.A. Gear, Forsan Corporation, African Travel, Landa International, Portland Chamber of Commerce, and The Gap. Other meetings being secured by the L.A. Office. Philadelphia/LA

Coordinated participation in **West Coast marketing visits** for Mr. Omar Suliman, trainee in the L. A. Office. Philadelphia/LA

George Ferguson of **Grainger** reports good meetings with Mr. Saif Sultan at Jebel Ali and Afridi & Angell legal firm in Dubai. Also met with distributor in Saudi Arabia, who has proposed a joint venture in Jebel Ali. Sales are growing in the Gulf at 60-70% and some presence in Jebel Ali is set for mid-1998. Philadelphia

Michael Lehrter of **Dell Computer** reports that they have set up a regional office in Dubai and are looking for 60% growth in sales. Philadelphia

Meeting with Naguib Tayyara of W.A.T.S. who is interested in launching "**Made in the USA**" show in Dubai. He has requested our participation in "**Zyara USA**", an exhibition to be held in Miami in June, 1998 promoting Arab goods to the American market. Philadelphia

Dr. Raed Al-Ali of **SAGA International** has requested information on opening a bottling plant in Jebel Ali. Full information sent. Philadelphia

Nancy Brant of **Consolidated International** reports that after two weeks of meetings in Dubai, the owner has decided not to open an office in Dubai yet. They are already doing considerable business with new hotels being built supplying industrial washing equipment. Philadelphia

Atrium Travel in Boca Raton, Fl hosted in-office luncheon and conducted Dubai seminar for 24 staff of this large Florida travel wholesaler. Keen interest in the destination with many questions asked. Philadelphia

The Egyptian Connection in New York met with the owner of this tour operator and discussed ways to expand his product to Dubai. Philadelphia

Global Destinations in Virginia Beach met with owner of this tour wholesaler and discussed tour product he is planning to Dubai. Offered to coordinate appointments on his planned upcoming site inspection. Philadelphia

Julie Bludworth, Manager, Balboa Motivation, 5414 Oberlin Dr. #160, (619) 678-3498 marketing visit. Philadelphia/LA

Geraldine Gatehouse, Director of Purchasing, The Masters Group, 11300 Sorrento Valley Road, #101, (619) 450-9514. Philadelphia/LA

Geraldine Hayes, Manager, World Travel Partners, 402 W. Broadway, Suite 700, (619) 702-9801 x3033. Philadelphia/LA

Karen Sheldon, International Sales, Ritz-Carlton, 6033 West Century Blvd., #1250, (310) 338-8600. Philadelphia/LA

Darla Mendoza, International Development, L.A. Gear, 2850 Ocean Park Blvd., (310) 581-7356. Philadelphia/LA

Samer Al-Olayan, Forsan Corporation, 8282 Sunset Blvd., West Hollywood, (213) 656-7750. Philadelphia/LA

David Herbert, President, African Travel, 1100 East Broadway, Glendale, (818) 507-7893. Philadelphia/LA

Scott Linton, Director of International Sales, Landa International, 13705 NE Airport Way, (503) 255-5980 x188. Philadelphia/LA

Karl Kato, Vice President, International, Portland Chamber of Commerce, 221 NW 2nd Ave., (503) 228-9411. Philadelphia/LA

Lisa Mertens, International Sourcing Department, Tom Harris, Director, International Tax, The Gap, Inc., One Harrison St., (415) 427-2278. Philadelphia/LA

Greg Suarez, Sega Entertainment, Redwood City, (415) 802-3183. Philadelphia/LA

MEDIA

American Express Golf Magazine -- Provided additional information to Jim Calio who is a contributing editor to the new international golf magazine. Mr. Calio is interested in doing a feature article on golfing in Dubai for a worldwide audience. *L.A.*

NBC Today Show -- Followed up a prior meeting with Mr. Peter Greenberg of the highly rated network television program, The Today Show. Mr. Greenberg is planning to lead an exclusive tour to Dubai involving major motion picture and television producers. Previous trips by this select and powerful group of entertainment executives from Los Angeles and New York have been very positive for the destinations that they have visited over the past several years. *L.A.*

Database update to Montreal World Business Expo (184 labels) *PHIL.*

Enterprise Dubai direct mail (1340 pieces) *PHIL.*

Montreal follow up mailing (54 labels) *PHIL.*

Dubai Airshow Mailing (29 labels) *PHIL.*

FIM mailing (694 labels) *PHIL.*

ASSISTANCE GIVEN

Attached

• Assistance Given

LA

October 3

o Kay from Sunset Travel in Los Angeles attended one of the recent "Discover Dubai" breakfasts and requested additional copies of the Dubai: The Classic Golf Destination brochure. The brochures were forwarded.

o Ms. Jennifer Johnson requested travel brochures and visa information in preparation for an upcoming trip. Materials were sent via mail.

October 14

o Ms. Vera Krug requested business and commerce information. The appropriate materials were sent.

October 17

o Ms. Cookie Cairnes of SAIC Travel in San Diego, California called for travel information that would apply to business travelers. Brochures and information were forwarded.

o Mr. Larry Stevens of All World Travel in Vallejo, California called and requested tourism information for a client of elderly age who has plans to visit Dubai in the next few weeks.

o Mr. Salman Habib requested a listing of recruitment consultants in Dubai. The list as well as additional general information were sent via mail.

October 20

o Mr. Bruno Chiaruttini of Behind the Scenes Travel requested information on Dubai for the ARTA meeting in November. Tourism information was forwarded.

October 21

o Mr. Elan Nabeghi was sent upon request a video tape of the newest tourism video as well as a copy of the "Dubai Means Business" video.

October 28

- o Jennifer Gant requested tourism brochures and materials. The appropriate literature was sent.
- o Lisa Cosenza of QST Travel called and requested poster of Dubai for use in her office to attract and interest clients to inquire about Dubai as a travel destination. Two posters were forwarded.
- o Mr. John Feil of EXTRA requested maps and tourism information for his company. Several employees are scheduled to attend the Dubai Air show.

October 29

- o Dean Jones was sent information on the Jebel Ali Free Trade Zone. Business brochures were also enclosed in the package of information.

October 30

- o Ms Cheryl Muhlestein of Thomas Travel called and requested travel brochures and information. A poster was also sent per her request.

Telephone Tally for October

Type	Number
Comm. Indiv.	4
Comm. Corp.	3
Tour. Indiv.	10
Tour Corp.	8
Media Edit.	3
Total calls:	28

Number of Brochures Sent Out for October

Name of brochure	Number Sent
Business Handbook	1
Jebel Ali Free Trade Zone	2
Destination Dubai	10
Update - October '97	4
Golf	6
Water Sports	5
Dubai Airport Free Zone	1
Dubai International Airport	1
Tourism Dubai	57
Dubai Guide	3
Dubai At A Glance	29
Decide on Dubai	4
Dubai City Map	10
Conference & Exhibition	1
Women In The UAE	1

Miscellaneous Information

Name of Item	Number Sent
Visa Information	1
Dubai CD-roms	2
"Say no..." pamphlet	1
Posters	3
New Tourism 1997 video	1
Dubai Means Business video	1
Desert Safari Tour & Excursion Info.	1
Recruitment Consultants List	1

October 1997 Tourism Ass't. Given

Phil

DA	FF	WI	OF	NAME	COMPANY	ST	T	M	ASSISTANCE
					OCTOBER 1997				
1	DG		x	John Feil	EXTRAS	CA	x		200 zcards (DXB Airshow)
1	PS		x	Alistair Geddes	Commonwealth Travel Cntr	VA	x		slides
1	CH	x		Marylyn Springer	Gulf-Africa Duty Free	RL	x		slides
2	DG		x	Yuhnis Sydnor		PA	x		z card/at a gl/tourism DXB
2	PS		x	Julien Carralero		CA	x		golf/off gde/zcard/tour dxb/dest/at a gl/duty free/wtr/enter/Am
2	DG		x	Kelly Carlson	Travel Connection	CO	x		dest/at a gl/zcard/off gde/duty fr/tour dxb/golf/wtr/enter/dsf
2	HJ		x	Vahe Yacoubian	Manatt Pheipst	CA	x		zcard/dest/golf/tour dxb/wtr
3	DG		x	Jay Gupta		NJ	x		at a gl/zcard/tour dxb
3	DG		x	Lue A. Hill		WV	x		at a gl/zcard/tour dxb
3	DG		x	Dorothy Timmerma		Car	x		tour dxb/at a gl/zcard
3	DG		x	Rochelle Stokes	Accent Group	PA	x		20 of: at a gl/zcard
3	DG		x	Vivian Forth	Carlson Travel	CT	x		dest/duty fr/ent/at a gl/zcard/tour dxb/golf/wtr/arabian adven/
3	DG	x		Sara Vaillancourt	Amex Canada Inc.	ON	x		dsf 98/dest/duty fr/ent/golf/wtr/at a gl/z card/tour dxb
6	HJ		x	Sonia Clayton	Continental Airlines	TX	x		zcard/in figs/golf/wtr/tour dxb/off gde
7	HJ		x	V.M. Leone		NJ	x		zcard/dest/golf/tour dxb/wtr/dsf 98
8	HJ		x	Stephani Platt	Ritz Carlton Hotel	GA	x		2 paks of: at a gl/dest/golf/in figs/tour dxb/wtr/posters
9	MF		x	Judy Hachpeld	Carlson Mktg. Grp.	MI	x		10x Chicago Bch/dest/incentive
9	HJ		x	Grace Cicchini		ON	x		at a gl/dest/golf/tour dxb/wtr
9	MF		x	Eve Somak	Carlson Mktg. Grp.	MN	x		Net/SNTTA/Orient/Dest Dxb/grt incent/wtr/at a gl/dest video
14	PS		x	Hal Cone	Young President's Organ.	TX	x		Chi Bch/ent/conf & exhib fac/golf/wtr
14	DG		x	Chuck Johnson	Peapack Travel	NJ	x		2 z card/2 at a gl/2 tour dxb/ent/birding/wtr/duty fr/dsf 98/de
15	HJ		x	Lisa Tse		NY	x		visa appl/reqtmnts

October 1997 Tourism Ass't. Given

DATE	FF	WI	OF	NAME	COMPANY	ST	T	M	ASSISTANCE
16	D3	x		Christopher Trowl	(Travel Agent ad resp.)	CA	x		tour dxb/zcard/at a gl
21	HJ	x		Jabar Al Bastaki		WV	x		at a gl/bus dxb/dest/tour dxb/WTC events
22	CH	x		Mohammed Al Kaal		MO	x		200 of: tour dxb/in fig/zcard
22	MF	x		Becky Lee	CCG	TX	x		dest/at a gl/tour video
23	D3	x		Anna Bel Tomlinson	World Travel	CA	x		grt incent/conf & exhib/ent/at a gl/dsf 98/dest/zcard/bird/gol
23	D3	x		Dr. Ayman Alouri	Washington Ctr. for Intl. St	DC	x		zcard/in fig/facts & figs/at a/hndbk/ent/dest/poster maps
23	D3	x		Doug Nelms	Air Transport World	DC	x		zcard/at a gl/duty fr/cargo vlg nws/dest/tour dxb
23	D3	x		Eleanor Havekollie	Traveler Trust (Trvl Agt ad)	FL	x		air zcard/dsf 98/dest/bird/gol/wtr/at a gl/duty fr/tour dxb/zc
23	D3	x		Jessica Jin	Tulip Travel (Trvl Agt ad)	NY	X		at a gl/z card/dsf 98/wtr/ent/dest/duty fr
23	D3	x		Barbara Pastelak		NJ	x		zcard/tour dxb/at a gl
23	D3	x		Jane Harte	AAT Travel	MO	x		at a gl/gol/wtr/dest/ent/zcard/duty fr/hndbk/dsf 98
23	D3	x		Bill King	Getaway Travel	MI	x		dest video/dest/ent/bird/wtr/at a/zcard/duty fr/dsf 98/posters
23	D3	x		Kathy Haley	writer	PA	x		tour dxb/zcard/at a gl/enter
23	D3	x		Sandra Campbell	Premier Travel (Trvl Agt ad)	PA	x		dsf 98/zcard/bird/wtr/gol/dest/at a gl/duty fr
23	PS	x		Patricia Nelson		WI	x		tour dxb/zcard/at a/dest/wtr
23	D3	x		Bruce Thabit		CA	x		tour dxb/zcard/at a gl
23	D3	x		Misrak Belachew		VA	x		tour dxb/zcard/at a gl
23	D3	x		Ron Cers		ON	x		z card/at a/fact & figs/hndbk/list of engineering co.
24	D3	x		Vivien Harben	Sherman Travel LTD	ON	x		dest/zcard/at a/duty fr/wtr/enter/bird/dsf 98
24	D3	x		Ahmed Ali		PA	x		dest/video/zcard/ent/gol/wtr/duty fr/at a/tour dxb/bird
27	D3	x		Elan Bitan	Cyber Axioma	NY	x		at a/dest/ent/in figs/ tour dxb/wtc expo/visa appl
27	D3	x		Patty Christakos	Dept. of Emp Trvl-Canadian	ON	x		dest video
27	D3	x		Rita		TN	x		zcard/at a/tour dxb
30	HJ	x		PJ Montgomery		FL	x		at a/dest/ent/tour

October 1997 Tourism Ass't. Given

DA	FF	WI	OF	NAME	COMPANY	ST	T	M	ASSISTANCE
30	DG		x	Virginia Quintana		NY	x		tour video
31	DG		x	Michelle Joahns		MA	x		at a/zcard
31	DG		x	Kristen Drumhelle	Liberty Travel	PA	x		dsf 98/wtr/ent/at a/zcard/dest/bird/duty fr
31	DG		x	Lana Gordon	Lana Gordon Trvl (Tm) Agt	MI	x		dest/at a/bird/wtr/duty fr/ent/zcard/dsf 98
31	DG		x	Ellen Pekarsky		NY	x		at a/zcard/dest
31	DG		x	Mat Wilson		AZ	x		in figs/facts & figs/ent/hndbk/zcard/at a/list of hotel rates
31	PS		x	Andrew Mojica		AZ	x		list of hotel guest stats/dest/at a/zcard/ent/wtr/birding
31	DG		x	Randy Schweitzer		CA	x		dxh boat show info/dest/ent/at a gl/zcard/hnkbk
31	DG		x	Ed Lauble	Preferred Travel	AZ	x		dest/2 zcards/duty fr/2 at a gl/ent/wtr/birding
31	DG		x	Stev Weiss	Weiss Music Co.	PA	x		at a gl/zcard/dest/ent
31	DG	x		Mavis Shaw		MD	x		zcard/at a gl/tour dxb
31	DG	x		Magda Speed	(contact from DTCM-London)	ON	x		zcard/at a gl

Philadelphia
COMMERCE ASSISTANCE LOG
OCTOBER

DATABASES WORKED/COMPLETED

- Montréal'98 DB - 184 labels ---> COMPLETED

MAILINGS

- Enterprise Dubai Mailing - 1340 pieces
- Montreal Mailing - 54 pieces
- DXB AIRSHOW '97 EXHIB. - 29 pieces

10/1

- completed September monthly reports
- fax'd visa requirements to S. Jindel for perusal
- fax'd visa application to S. Andersen/Cass Ind.
- located for caller the contact details for a DXB company in the Commercial Directory
- fax'd request to DWTC for a supply (200) of their 97-98 Calendar of Events
- fax'd Commercial Directory offer to G. Weidner/ARINC at his request

10/2

- question from caller inquiring about the necessity of obtaining a visa - the nature of her visit is business, she is with the navy and it is doubtful that she will be leaving the ship during her week stay --> explained to her the options of visa sponsorship and directed to Embassy
- sent commerce info to G. Weidner/ARINC at his request
- request from L.G. Maghill/Int'l Jet for info on '97 Airshow --> sent organizer contact details and general info
- following WBE assistance tendered:
 - R. Fortin/Atout Affaires Inc. --> fax'd comm dir offer
 - J. Pascual/ISM Co. --> fax'd US cos. in DXB list
 - sent employment services list to:
 - N. Barkatris
 - A. Aran/ Industry Canada
 - A. Dardano/Aditel Consulting
 - D. Szanajda/ Canadax Technologies
 - fax'd construction cos. list to:

- P. Gazagne/Galilée Int'l
- J. Mandarino/L.I.U.N.A. Canadian Tri-Fund
- J. Koubatis
- Y. Normandin
- P. Tamine/ Force & Lumière
- V. Mekjian

- request from W. Primus/Gen-Al Enterprises request for general info and directory --> fax'd comm dir. & sent commerce & tour info
- request from V. Yacoubian/Mnatt Phelps & Phillips for development info --> sent dev in DXB list and tour info
- request by fax from A.S. Patel/Wetherington Golf & Country Club for JAFZA info --> sent full packet

10/3

- extracted NJ contacts from Newsletter Contacts DB and NJ/Local DB for PGS
- request from R. Keyfitz/Wefa Group seeking info --> sent commerce and dxb ports brochures
- following WBE assistance tendered:
 - A. Bousaidan --> mailed US cos. in DXB list, decide on
 - A. Fingerwajg/Despradelle --> fax'd list of Canadian cos. in DXB
 - A.M. Dellah/Centraccés PME --> fax'd cost of living info
 - J. Mekjian/Qualité Air Ventilation Inc. --> fax'd cost of living info

10/6

- request from S. Claton/Continental Airlines for info on DXB --> sent tour pack
- spoke with G. Borchin/Viccs Corp. regarding comm & tour info on DXB --> sent us cos in dxb list, '98 cal of events, brochures, added to mailing list
- request from N. Doherty/ND International trade Inc. seeking bus. info --> sent pack with REHAB'98 show info
- request from M. Ayaz/AU Global who trades in gold jewelry --> sent commerce info as well as jewelry show report and list
- following WBE assistance tendered:
 - faxed BIG 5 Show info and Joe Baker contact info to:
 - W. Beatty/W.L. Beatty Int'l Inc. --> also received official guide by mail
 - R.Tanner/Universal Shelters Ltd.
 - P. Goulet/IPG International --> fax'd DXB's trade with Canada stats
 - M.A. Ekra/HEC --> mailed bank and financial institutions list
 - S.M. Rahawanji/OMY Investment --> fax'd cosmetic trading agents list
 - mailed '98 Calendar of Events and At a Glance to:
 - M. Shimizu/Izu-Tech Inc.

- G.Yregoyan/ Gold Pacific Reality
- mailed Developments in DXB listing to:
 - Jean-Marcel De Magistris/Loue-Vent JMC Inc.
 - J.P.M. Steenbrink/Vireco Export Development Corp.

10/7

- submitted request to OSIC on behalf of R. Juteau/Jouets Kido Toys Inc. (WBE contact) for a list of toy manufacturers
- submitted request to OSIC for WBE contact M. O'Reilly/Clermont int'l for a list of agricultural (food) traders in DXB
- J. Hovey/ RD Medical business in dxb info --> sent handbook
- following WBE assistance tendered:
 - R. Israël/Dominion Blueline Inc. -->mailed paper products traders and bus dxb handbook
 - M.C. Fernandez/Secrétaiat et Traduction Marie-Claire --> mailed textiles list with brochures
 - J. Tabet/Jouveinal Inc. --> mailed lists of: emp svcs, banks, hospital, new developments and brochures
 - F. Vella/Future Int'l Diversified Inc. --> fax'd cosmetics list
 - G. Varoutsos/European Imports --> fax'd d/f contact info, jewelry & belts trading lists

10/8

- fax to DWTC for information on Commercial Security, Fire & Safety Exhibition (MESEC)
- spoke with L. Mansour requesting a list of U.S. cos. in DXB --> fax'd info
- advised caller regarding visa procedures to DXB
- spoke with A. Brinson/American Consultants seeking business & trade show info --> sent bus dxb and wtc events
- informed caller about DXB's status within the UAE in relation and location
- following WBE assistance tendered:
 - R.S. Akhras/White Banners of Canada Inc. --> fax'd computer lists
 - G. Obregón M./Mexico-Canada C of C -->fax'dinfo on NUSACC mining conf.
 - L.C. Girouard/SNC-Lavalin Environment --> sent brochures
 - A.B. Houle/KITO Systeme -->sent brochures and organizer info Kitchens & Bathrooms show
 - N. Dion/GAB --> sent brochure and INDEX info
 - S. Cheikh.Media9 --> sent brochure & GITEX info
 - A. Brunelle/Plan Résidentiel Du Québec --> sent construction, trading stats, and brochures
 - M. Mohammadi/Ingénieure en ouvrage d'Art --> sent brochures & wtc events
 - M.A. Moheir --> afz info, emp svcs, wtc events, brochures
 - W. Ziobro/Teletheque Productions --> sent afz info, CES info wtc events, brochures
 - fax'd DCCI contact information to:
 - A. Gemayel/Architecte
 - N.M. Nguyen/Project Management Services, Inc.

10/9

- following WBE assistance tendered:
- B. Rehel/ Construction Impact Inc. -->sent info on imp/exp stats and j/a fax'd info on Big 5 show
- P. Schukys/Import/Export -->sent j/a info and fax'd comm dir
- A. Demin -->fax'd info on hotels
- M. Le Beau/Government of Québec --> sent airport and freezone info and wtc events
- sent commerce video to:
 - J.S. Magon/Melaleuca of Canada
 - G. Baron/Hospitality Consultant
- C. Nour-Eddine --> sent tour info
- G. Debut/Golf des 4 Domaines Inc. --> sent golf info and brochures
- sent commerce info (bus dxb, at a, wtc events) to:
 - N. Hamelin/Duplication M.C. D. M. Ltée
 - N. Dumas/Ormaya Int'l Inc.
 - M.V. Hubert/Groupe Imeco Inc.
 - J.P. Yvorra/CoFoMo Inc.
 - S. Sekia/SSEC
 - P. Bailet/ CTI
 - S. Khan/Shellcast Foundries Inc.

10/14

- request to OSIC on behalf of N. Doherty/ND Int'l Trade Inc. for a list of tape product traders
- request to OSIC on behalf of Élie J. Chaïb/S.C.C. Chaïb Inc. (WBE contact) for a list of security systems distributors
- request from L. Mansour for the emp svcs --> fax'd list
- request from S. Rheuban/American Int'l Services for commerce info --> added to ent mailing list and sent commerce brochures 10/15
- began processing Enterprise Dubai mailing
- following WBE assistance tendered:
- sent commerce info to:
 - F. Savaria/Sovatech Int'l Inc. -->also included Motor Show info
 - P. Fortin/Impreimerie Ste-Julie Inc.

10/15

- faxed commercial directory offer at the request of A. Dangra/Dangra Int'l
- request from P. Almen/Elitexpo International for commerce info --> sent packet
- continued processing Enterprise Dubai Mailing - (1340 labels)

10/17

- request from E. Momeni/Momeni Enterprise for commerce info --> sent pack
- request from D. Koenemann/Transco Travel for info on DXB --> sent pack
- continued processing Enterprise DXB mailing
- put together 60 brochure packets for MCF's TARP speech on 10/20
- continued processing Enterprise Dubai Mailing - (1340 labels)

10/20

- attended TARP symposium with MCF
- continued processing Enterprise Dubai Mailing
- response from OSIC regarding request from F. Nyarko for a list of film & photo suppliers --> fax forwarded list 10/22
- request from S. Street/ Ford Motor Company who will be relocating with family and would like info --> sent video, American school info, tour broch

10/21

- response from OSIC regarding R. Juteau/Jouets KIDO Toys Inc. (WBE contact) request for a list of children's toy manufacturers --> forwarded list by fax
- response from OSIC regarding M. O'Reilly/Clermont (WBE contact) request for a list of Agricultural food traders in DXB --> forwarded request by fax
- response from OSIC regarding D.A. Evans/Evans Int'l Assoc., Inc. request for a list of flour, spices, foodstuff traders --> forwarded list by fax
- continued processing and began posting Enterprise Dubai Mailing
- request from Mr. Merahcheris for business info --> sent packet

- request from J. Al-Bastaki for tour and business info --> sent info
- A. Juma/ Univ. of CO seeking a collection of brochures for a school event --> sent an assortment of brochures

10/22

- request from D.F. Corman for a list of american schools in dxb --> mailed list
- spoke with a woman seeking info on behalf of her boss whose son (14yrs.) will be traveling there with some friends and was interested in the laws and enforcement - say if his son were to do something wrong/break the laws - how radical were the punishments --> I explained that we weren't looking at Singapore here and that if he were to watch himself (and not do anything stupid) he should be fine
- began entering monthly reports data for end of month tally
- response from OSIC regarding request from E.J. Chaïb/S.C.C. Chaïb Inc. (WBE contact) for a list of security products trading --> fax forwarded list
- request from T. Young/Innovative Data Connections for commerce info and trading lists --> sent commerce information and included computer traders & security products trading lists
- request to HO (Mike M.) for 200 more pieces of the September issue of *Enterprise Dubai*

10/23

- request from K. Pouryan/Joint Services Ltd. seeking info on DXB and how to set up business there & make contacts --> fax'd commercial directory offer & mailed commerce brochures & imp/exp. stats and textiles list
- jebel ali request from N. Le Maistre --> sent brochures
- Montreal contacts assistance given to following:
 - N. Mokbel/Lifestyles --> fax'd lists of cosmetics, cleaning and soap manufacturers
 - J. Vaccaro/Trueline Valve Corp. --> fax'd oilfield equipment list
 - M. Alami/Int'l Excellence --> fax'd jewelry list
 - M. Lehrer/Bijoux Artista Jewelry Inc. --> fax'd textiles list
 - B. Mecibah/Info Bilingue --> mailed commerce brochures and list emp. svcs, and colleges list
 - E. Tse/ETCO Info Inc. --> mailed commerce broch and list of computer software & equipment traders
 - C.A. Naseer/Tecom Systems Inc. --> sent airport freezone and commerce info
 - sent full commerce pack to following:
 - P. Lepage/Can Int'l
 - E. Zeidan/Sports Challengers Inc.
 - R. Issa/Al-Issa Int'l Trade Exchange

- S. Boufers/MedAtlantic Imp/Exp-->incl.wtc expos and wtr filter & purification list
- S. Benchoubane/S.O.L.I --> incl. j/a gde ,j/a up, & lists of Canadian & US cos.
- sent imp/exp statistics info to following:
 - R. Payeur/Photo Excel Enr.
 - M. Y. Chaudhry/Starspak Enterprises, Inc.
- sent hotel info to following:
 - S. Cheikh
 - S. Kehar

10/24

- request from D. Caston/Lomax Group seeking j/a info --> sent packet
- Montreal contacts assistance given to following:
 - E. Schwarcz/ISoft International --> fax'd list of software trading cos.
 - R.L. Staians/ National Compressor Exchange Inc. -->fax'd comm dir offer
 - sent commerce packet to following:
 - R. Victor/Marketing & Export Bus Dev. -->incl. j/a gde & update
 - D. Bagat/CIM 2000 Inc. --> incl. j/a gde & update
 - B. Sternthal/Tremblant --> incl. developments in DXB
 - M. Ramadan/Prayas Marketing Inc. -->incl. securities products trdg, imp/exp stats
 - D. Gauthuer/Technocar --> incl. wtc events calendar
 - J. Duraes/DIMEX
 - K. Patel/Microplay --> incl. franchise show info

10/27

- request from E. Bitan/Cyber Axioma for tour & visa info --> mailed packet
- read through articles and filed in article binder
- continued monthly report data entry
- brochure inventory - organized and purged
- WBE Assistance given:
 - sent commerce info packs to following:
 - C. Paquin/Chiro L'Optimum
 - A.G. Kirmoyan/Insul-Coustic Inc.
 - W. Guiol/Krypton Scien-Tek Inc.
- S.Y. Zhang/Canaimex Co.-->fax'd list of plastic bottles & containers list from Comm Dir.
- sent request to OSIC for lists requested by WBE contacts (5)

10/28

- response from OSIC regarding request from N. Doherty/ND International Trade Inc. for a list of dealers of tape --> forwarded response
- WBE assistance to E. Grenon/HEC --> sent commerce pack with foodstuff wholesalers list
- continued processing Enterprise Dubai mailing
- request from M. Cherif for business info --> sent packet
- spoke with inquirer seeking the personal # to Mohammed Al Maktoum --> discovered see was interested in horses and gave her #'s to the Dubai Racing Club and Dubai World Cup
- spoke with K. Gray/My Africa who is seeking commerce info and list of plastic containers and bottle manufacturers --> mailed info
- request from A. Ali seeking commerce info --> sent package
- spoke with J. Meliani seeking info on J/A and custom brokers in DXB -->
- request from T. Firoozeh for commerce info --> sent packet with list of Jewelry Wholesalers
- request from F. Sherif/ Crescent Air Freight for j/a and afz info --> sent full packet
- request from N. Angeld/ US Fed Aviation Assoc. who will be attending the Air Show seeking a collection of at a glance for delegates --> sent 8 pieces

10/29

- organized and filed slide binder
- spoke with M. Vig seeking brochures and commerce info --> forwarded packet
- fax'd Jerry D. @ LAO List of American Companies in Dubai with US addresses also included Jebel Ali list from Mike M. --> sent hard copy by mail
- request from B. May/Brighton Engineering seeking j/a info --> cargo news, MEIDC

10/30

- request from L. Bradford/Battell who is attending the Air Show'97
- spoke with D.J. Montgomery request info on Dubai and a copy of the "60 Minutes" story on DXB --> sent info and awaiting word on video copying
- request from G. Hamady/GH International Enterprises seeking info on the American Hospital in Dubai --> fax'd over copy of American Hospital information with contact details
- continued working on monthly report data entry and tallying
- fax'd request from R. Al-Ali/SAGA Int'l for Jebel Ali info --> sent packet

A. By company:	51
B. By individual:	10
C. Jebel Ali:	19
E. Directory Sales Offers:	07
F. OSIC Requests:	05

COMMERCE ASSISTANCE TOTAL: 92

(Total Commerce Telephone Inquiries = 103)

MONTHLY ACTIVITY REPORT

NOVEMBER 1997

NORTH AMERICA OFFICES

HEAD OFFICE PROJECTS

Event: Emirates Road Show - Philadelphia

Dates: 4 - 7 November, 1997

Place: Boston, Newark, Miami

Participated in a one week Emirates Airlines road show, with receptions and Emirates-Dubai presentations in Newark, Boston, and Miami. Was introduced at the presentation and answered numerous questions on destination Dubai.

Event: Intartex Toronto - Philadelphia/LA

Date: 18 - 24 November, 1997

Place: Toronto, Canada

Joint exhibition with Dubai Ports & Customs. DTCM\USA organized the design & construction of a 1600 foot booth, two hostesses, TV/VCR monitors, press releases and media kits, etc. This was a four day program of carpets and floor covering companies mostly from Iran. The first two days were Trade only and the last two were for consumers. Overall the show was poorly organized and based on attendance it is recommend that we not do again.

DOMESTIC PROJECTS

Event: Discover Dubai Seminar - Philadelphia

Date: 12 November, 1997

Place: Wiedner University

Presented a one hour presentation on Dubai to approximately 100 graduate students at the Department of International Business.

1998 MAR 26 PM 4: 47

CRM/ISS
REGISTRATION UNIT

Continue Page 2 (November, 1997 Monthly Activity Report)

Event: Forbes Highlander Cruise - Philadelphia
Date: 14 - 16 November, 1997
Place: Washington, D.C.
Attended a one day cruise hosted by Forbes on the ship Highlander along with 76 CEO's and Presidents of major international organizations. Attendees attached.

Event: CI Travel Show - Philadelphia
Date: 09 November, 1997
Place: Naples, Florida
Provided posters and brochures for Dubai display at the annual CI Travel Show. Attendance approximately 8000. Dubai stand manned by agency personnel.

Event: USTOA Tourexpo '97 - Philadelphia/LA
Date: 30 October - 02 November, 1997
Place: Anaheim, CA
Follow-up mailings to requests for specific information from Tourexpo trade show.

Event: USTOA Annual Conference & Marketplace - Philadelphia
Date: 09 - 11 November, 1997
Place: Hawaii
Finalized travel arrangements and hotel accommodation for this annual event. Skipped posters, signage, and audio-visual for Dubai sponsored golf tournament. Arranged for one-on-one meetings with leading tour operators.

MARKETING VISITS

Sea Air Holidays provided slides to be used in upcoming brochures by this tour operator. Dubai-Oman package, Dubai Desert Classic, Dubai Shopping Festival. Philadelphia

✓ **Global Journeys** assisted this agency with their planned site inspection trip to Dubai. Introduced to Emirates Airline and Dubai ground operators. Scheduled meeting at DTCM head office. Philadelphia

✓ **Spectacular Sports Specials** provided information on Dubai World Cup to this operator of sports tours. Philadelphia

Continue Page 3 (November, 1997 Monthly Activity Report)

Jaguar met with representatives of Jaguar North America concerning an incentives group of 1600 people to Dubai in 1998. Discussed the destination and concerns some of their dealers had with travel to Dubai. Offered to meet with some of these people for a group discussion. Philadelphia

Lisa Mertens of **The Gap, Inc.** confirmed plans to lease a 12 unit office space in Jebel Ali for a representative sourcing office. Also interested in opening Duty Free outlet. Philadelphia/LA

Scott Linton of **Landa** confirmed plans to establish warehouse in Jebel Ali for distribution and manufacture of waste water treatment machines. Philadelphia/LA

Greg Suarez of **Sega Entertainment** expressed interest in Dubai market; has coordinated with Sega Japan for follow up. Philadelphia/LA

Annabel Tomlinson of **World Travel Partners** has confirmed a 5-day meeting for IMP Corporation in September 1998. Presentation planned for December, 1997 in Connecticut. Philadelphia/LA

Karen Sheldon of **Ritz-Carlton** has agreed to extensive joint programs to promote their new property in Dubai. Mailings and regional programs planned. Philadelphia/LA

Samer Olayan of **Forsan Corporation** has confirmed plans to establish a spice processing and packaging plant in Jebel Ali next year. Philadelphia/LA

Guido Esselborn of the **State of North Carolina, International Trade Division** has confirmed establishment of a Dubai representative office in 1998. Philadelphia

Continued work with Reema Jweied of the **National US-Arab Chamber of Commerce** to promote trade mission for February 1998. Philadelphia

Michel Nouafo of **Libbey** is researching possibility of establishing a warehouse for distributing tableware in Jebel Ali. Full pack sent. Philadelphia/LA

Had lengthy discussions on the destination with representative of **Zeus Tours**. Philadelphia

Had lengthy discussions on the destination with representative of **Council Travel**. Philadelphia

Continue Page 4 (November, 1997 Monthly Activity Report)

Had lengthy discussions on the destination with representative of Mill Run Tours. Philadelphia

Comdex 1997 - Attended Comdex Fall 1997, the world's largest computer hardware and software exposition held annually in Las Vegas. More than 15,000 attended the show and there were more than 2,000 exhibitors. LA

The LA office will submit a separate Comdex Report in December detailing why DTCM might participate in the 1998 show. Many countries including Singapore, Hong Kong, Korea, Canada, Puerto Rico, Mexico, England, Germany, and Italy to name a few, have a significant presence at Comdex promoting exhibiting companies based in the various countries are or promoting trade and commerce and corresponding incentives.

MEDIA

Follow up after Fam visit with
Seatrade Cruise Review
Travel Weekly
Travel Agent Magazine
Tour & Travel News
Travel Age West
Cruise Travel Magazine
Corpley News Service

Met with Outbound Traveler - Considering cruise article.

Interview with Conde Nast Travel Magazine.

Direct Mail:

Jebel Ali Update 68 pieces

Data Base update:

Franchise Computer 1,114 pieces Philadelphia/LA

Dubai Economic Indicators update Philadelphia

USTOA Tour Expo - entered attendees and prepared mail shot 60 pieces LA

THE HIGHLANDER

HILLWOOD

NOVEMBER 15, 1997

Mr. & Mrs. G. Allen Andreas (Allen & Toni)
President, Archer Daniels Midland Company

Mr. & Mrs. Robert H. Angle (Bob & Joann)
Executive Director, American Society of Interior Designers

Ms. Diane Atwood & Mr. Paul Reilly (Diane & Paul)
Managing Director, A232 Digital Projects, Inc.

Mr. & Mrs. Michael N. Bassermann (Michael & Kathi)
President, Mercedes Benz of North America, Inc.

Ms. Constance M. Bentley & Mr. Charles Bentley (Connie & Chuck)
President, Zenger Miller

Mr. & Mrs. James W. Brinkley (Jim & Dana)
President, Legg Mason Wood Walker, Inc.

Mr. & Mrs. Frank V. Cahouet (Frank & Ann)
Chairman & President, Mellon Bank

Mr. Ronnie Chan (Ronnie)
Chairman, Hang Lung Development Co. Ltd.

Ms. Elaine L. Chao & Senator Mitch McConnell (Elaine & Mitch)
Distinguished Fellow, The Heritage Foundation

Mr. & Mrs. Dennis Chookaszian (Dennis & Karen)
Chairman, CNA

Mr. & Mrs. Erik Christansen (Erik & Maria)
Chairman, New Hope Holdings

Mr. & Mrs. Bruce L. Claflin (Bruce & Kerry)
Vice President & General Manager, Personal Computer Business Unit, Digital Equipment Corp.

Mr. & Mrs. Jeremy Coote (Jeremy & Susan)
President, SAP America

Mr. & Mrs. Anthony L. Craig (Tony & Jane)
President, Global Knowledge Network Inc.

Mr. & Mrs. Fred R. DeLuca (Fred & Kathy)
Vice President Business Operations, American Institute of Architects

Mr. & Mrs. Livio D. DeSimone (Desi & Lise)
Chairman, 3M Company

Mr. & Mrs. Robert M. Devlin (Bob & Kate)
Chairman, American General Corporation

Mr. & Mrs. Victor H. Doolan (Vic & Ann)
President, BMW of North America, Inc.

Mr. & Mrs. David F. Dougherty (David & Kim)
President, Matrixx Marketing Inc.

Mr. & Mrs. James D. Ericson (Jim & Pat)
President, Northwestern Mutual Life Insurance Company

Ms. Nancy J. Fox & Mr. Jim Steenbergen (Nancy & Jim)
Vice President, Jaeger-LeCoultre

Mr. & Mrs. Alan G. Handly (Alan & Oksana)
President, National Corporate Services

His Excellency & Mrs. Morris Harf Meyer (Morris & Karen)
Ambassador at Large for Special Trade Issues, Country of Colombia

Mr. & Mrs. Charles S. Heath (Chuck & Sandy)
Director, North America, Department of Commerce & Tourism Marketing, Government of Dubai

Mr. & Mrs. Charles R. Hughes (Charlie & Barbara)
President, Land Rover North America

Mr. & Mrs. Jerry J. Jasinowski (Jerry & Isabel)
President, National Association of Manufacturers

Mr. & Mrs. Edward B. Jobe (Ed & Laura)
Chairman Emeritus & Director, American Re-Insurance

Mr. & Mrs. Harry P. Kamen (Harry & Barbara)
Chairman & President, Metropolitan Life Insurance Company

Mr. & Mrs. Barry Kaye (Barry & Caroie)
Chairman, Wealth Creation Centers

Mr. Patrick Khoury & Ms. Heather Johnson (Patrick & Heather)
General Manager of Marketing & Sales, Asiana Airlines

Mr. & Mrs. Rajen Kilachand (Rajen & Nina)
Chairman, Dodsall Limited

Mr. & Mrs. Robert W. Kinzie (Bob & Jane)
Chairman, Iridium LLC

Mr. Herbert V. Kohler, Jr. & Ms. Natalie Black (Herb & Natalie)
Chairman & President, Kohler Co.

Mr. & Mrs. Thomas R. Kuhn (Tom & Wendy)
President, Edison Electric Institute

Mr. Jonathan Ledecy & guest (Jon)
Chairman, U.S. Office Products Company

Mr. & Mrs. Ted Leonsis (Ted & Lynn)
President, AOL Studios, America Online Inc.

Mr. & Mrs. Michael J. Maples (Mike & Carolyn)
former Ambassador, Microsoft Corporation

Mr. & Mrs. Deryck C. Maughan (Deryck & Va)
Chairman, Salomon Brothers Inc.

Mr. & Mrs. Christopher McCleary (Chris & Mari Kay)
President, DIGEX, Inc.

Mr. & Mrs. Robert Mednick (Robert & Susan)
Managing Partner, Professional & Regulatory Matters, Anderson Worldwide

Mr. & Mrs. Victor E. Millar (Victor & Pat)
former President, AT&T Solutions

Mr. & Mrs. Craig Millar (Craig & Michele)
Chairman, Prudential Preferred Properties

Mr. & Mrs. C. Douglas Miller (Doug & Harriett)
President, Norrell Corporation

Mr. & Mrs. Robert Minkhorst (Rob & Rosalind)
President, Philips Consumer Electronics Company

Mr. & Mrs. Robert B. Morgan (Bob & Jean)
President, Cincinnati Financial

The Honorable Robert A. Mosbacher (Bob)
Chairman, Mosbacher Energy Company

Mr. & Mrs. Howard Mosher (Howard & Cindy)
Vice President, Retail Operations, Land Rover North America

Mr. & Mrs. Angelo R. Mozilo (Angelo & Phyllis)
Chief Executive Officer, Countrywide Home Loan, Inc.

Mr. & Mrs. Ronald H. Muhlenkamp (Ron & Connie)
President, Muhlenkamp and Company, Inc.

Mr. & Mrs. Philip A. Odeen (Phil & Marge)
President, BDM International, Inc.

Ms. Maura O'Neill & Mr. Vaho Rebassoo (Maura & Vaho)
President, Connex

Mr. & Mrs. James E. Ousley (Jim & Peggy)
President, Control Data Systems

Mr. & Mrs. Harvey J. Padewer (Harvey & Nancy)
Senior Vice President & General Manager, Utilcorp Energy Group

Mr. & Mrs. Linwood Pearce (Lin & Mary)
Chief Executive Officer, Template Software, Inc.

Mr. & Mrs. Daniel O. Pegg (Dan & Pat)
Senior Vice President, Public Affairs, QUALCOMM Inc.

Mr. Robert W. Pittman & Veronique Choa (Bob & Veronique)
President, AOL Networks, America Online Inc.

Mr. & Mrs. William A. Porter (Bill & Joan)
Chairman, E*Trade Securities

Mr. & Mrs. David C. Potter (David & Carol)
President, Source, Inc.

Mr. & Mrs. Thomas J. Pritzker (Tom & Margot)
President, Hyatt Corporation

Mr. & Mrs. Raul Pupo (Raul & Martha)
President, PKS Information Services

Mr. Roland Puton (Roland)
President, Rolex Watch U.S.A., Inc.

Mr. & Mrs. Leslie C. Quick, Jr. (Les & Jean)
Chairman, Quick & Reilly

Mr. & Mrs. John V. Roach (John & Jean)
Chairman, Tandy Corporation

The Honorable Selwa Roosevelt & guest (Lucky)

Mr. & Mrs. Edward B. Rust, Jr. (Ed & Sally)
Chairman & President, State Farm Insurance Co.

Dr. Mohamad Salleh Ismail & Dato' Shahrizat Abdul Jalil (Mohamad & Dato' Shahrizat)
Managing Director, Technology Park Malaysia

Mr. & Mrs. David Salz (David & Barbara)
President, Alfred Dunhill of London Inc.

Mr. & Mrs. Jonathan M. Schofield (Jack & Beverly)
Chairman, Airbus Industrie of North America

Mr. & Mrs. H. Kerner Smith (Kerner & Patty)
Chairman, Stone & Webster Engineering Corporation

H.E. Dr. Jenö C. A. Staehelin (Jenö)
Permanent Observer, Mission of Switzerland to the United Nations

Mr. & Mrs. Ruedi Stalder (Ruedi & Carmen)
Member of the Executive Board, Credit Suisse Private Banking

Mr. & Mrs. Fred G. Steingraber (Fred & Vroni)
Chief Executive Officer, A.T. Kearney, Inc.

Mr. Mark Stephenson & guest (Mark)
Executive Director, Steel Alliance

Mr. & Mrs. William R. Tiefel (Bill & Vada)
President, Marriott Lodging

Mr. & Mrs. Mark Ellis Tipton (Mark & Robin)
Chief Executive Officer, Smart House

Mr. & Mrs. Joshua S. Weston (Josh & Judy)
Chairman, Automatic Data Processing, Inc.

Mr. & Mrs. John R. Whitmore (John & Suzanne)
President, Bessemer Trust

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Return trip only

Mr. & Mrs. Frederick Fisher (Fred & Becky)
Director, Hillwood Museum

Ms. Anne Odom & Mr. William Odom (Anne & William)
Curator, Hillwood Museum

.....

Mr. & Mrs. Steve Forbes (Steve & Sabina)
President, Forbes Magazine

Mr. & Mrs. Timothy C. Forbes (Tim & Anne)
Chief Operating Officer, Forbes Magazine

Mr. Caspar W. Weinberger (Cap)
Chairman, Forbes Magazine

Mr. & Mrs. Christopher C. Forbes (Kip & Astrid)
Vice Chairman, Forbes Magazine

Mr. & Mrs. Robert L. Forbes (Bob & Lydia)
President, Forbes FYI & President, Forbes Global Business & Finance

Mr. & Mrs. Jeffrey M. Cunningham (Jeff & Betsy)
Publisher, Forbes Magazine

WEST COAST MARKETING VISITS

November 10-14, 1997

Marian C. Florence, Manager Commerce
Shelly Welborn, Marketing Coordinator, LA
Omar Suliman, Trainee, LA

The goal of the west coast marketing visits was to follow up with west coast companies interested in Dubai, and to introduce our new Los Angeles representative to our regional contacts. Mr. Suliman joined us for training purposes.

Monday, Nov. 10 - San Diego

Julie Bludworth, Account Manager
Donna Nagle, CMP, Planning & Purchasing
Balboa Motivation

Balboa was given a full introduction to Dubai, and expressed interest in Dubai as a new destination for their incentive clients. Good potential.

Geraldine Gatehouse, Director of Purchasing
The Masters Group

Very enthusiastic about Dubai following her participation in our May familiarization trip. Provided us with contact names of several other local incentive houses that handle high end clients.

Geraldine Hayes, Vice President Business Development
Annabel Tomlinson, Senior Account Manager
Donna Skowronski, Manager of Purchasing and Contracts
World Travel Partners

Currently working with IMP of Stamford, CT on a meeting in Dubai in September 1998 for 100 people. Briefed Ms. Tomlinson for a presentation to IMP in December -- invited on Familiarization trip in February.

Tuesday, Nov. 11 - Los Angeles

Karen Sheldon, Director of International Sales
Lynne Long, Director of Entertainment Travel
Donna Gordon, Business Travel Sales
Ritz-Carlton

Planned joint promotion of newest Ritz-Carlton property in Dubai. They agreed to do a mailing of our literature to 100 of their top clients, as well as coordinate a Discover Dubai program for their contacts in the Los Angeles region. We will follow up with Ritz-Carlton representatives in the other regions of the US to coordinate other joint promotional activities.

Darla Mendoza, International Development
L. A. Gear

Reported great meetings in Dubai at Motexha exhibition. However, L. A. Gear has recently gone out of business.

Samer Al-Olayan, President
Forsan Corporation

Forsan will establish a plant in Jebel Ali for the processing and packaging of spices for export to the Middle East region and the US. Time frame is for 1998 -- Mr. Olayan will be in Dubai at the end of November to finalize plans.

Wednesday, Nov. 12

Meetings and Commerce Briefing with The Phelps Group

Thursday, Nov. 13 - Portland, OR

Scott Linton, International Accounts Manager

Bob Wakefield, Vice President, Sales

Landa International

Landa is seriously considering establishing a presence in Jebel Ali for the assembly and distribution of their waste water treatment and power washing machines. They currently have a master distributor in Qatar who is developing regional markets, so with sales volumes increasing they will use Dubai as a local hub. Follow up includes information on Jebel Ali as well as introduction to new potential markets for their varied products.

Carl Kato, Vice President, International

Portland Chamber of Commerce

Mr. Kato has agreed to distribute our information to member companies in the Portland area, as well as plan a Discover Dubai seminar for interested companies. Los Angeles staff will address local professionals and follow up with other companies.

Friday, Nov. 14 - San Francisco

Lisa Mertens, Manager, Corporate Legal

Tom Harris, Director, International Tax

The Gap, Inc.

Confirmed establishment of 12-unit office in Jebel Ali, to be open very soon. Also discussed the possibility of opening a Gap store in Dubai, possibly in the Duty Free area. Briefing by Los Angeles staff for Gap personnel to be coordinated soon.

Greg Suarez, Director of Business Development

Sega Entertainment

Sega is currently distributing in the Middle East through their Japanese counterpart. We discussed the computer and software markets in Dubai, and suggested they confirm that their educational software is being bundled with computers being sold in Dubai. We also stressed new IPR legislation as an important step in opening up markets for their separately packaged games software.

November 1997 Tourism Ass't. Given

D/FR	WI	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
					NOVEMBER 1997				
3	DG	x		Amal Wijemuni		ON	x		Dest '97
3	MF	x		Samir El Attar	Cleopatra Sugariy	NY	x		tour dxb/ent/at a gl/dsf/trade shows
5	DG	x	x	Gramham Frazer	Jaguar NA	NJ			entx2/duty free/conf & mtg fac/wtr/golf/zcard/zcard airport/vic
5	PS	x		Joan Phillips	Hilton Int'l. Sales	IL	x		at a/ent/zcard/zcard airport/grt incen/conf & mtg fac/bird/d
5	HJ	x		Abby Clay	Penn Int'l.	SC	x		at a/dest/ent/in fig
10	PS	x		Mr. Jossen Loffi	Silkroad Tours	ON	x		ent/dest/duty fr/dsf/zcard/bird/wtr/at a gl
10	DG	x		Susan	Travel Store	CA	x		ent/dest/at a/duty fr/dsf/zcard/bird/wtr
11	PS	x		Stephani Fletcher	(Dubai Police Games)	OH	x		zcard/ ILEG
12	PS	x		Marta Herera	Atlas Motivations	FL	x		zcard/dest/duty fr/grt incen/conf & exhib/wtr/golf/bird/emira
12	PS	x		Rae Lynn Stafford	CHA Relocation Mngt	CA	x		3 pks: dest/ent/duty fr/at a/wtr/zcard/bird/dsf
12	PS		x	Gretchen Schmidt	Recommend	FL	x		zcard/dest/DXB-Gulf's golfing capital/wtr/bird/ent/emirates/city o
14	PS		x	Don McGenty	Ann's Crossroads Travel	CA	x		zcard/tour dxb/emirates info
17	DG	x		Maher R. Tinko		NH	x		zcard/at a
17	DG	x		Paul Gullmann		CA	x		at a gl/zcard
17	PS		x	Mathew Pargament	The Manhattan Club	NY	x		arabian Advent/dest/zcard/bird/ent/duty fr
17	PS		x	Bedford Forrest	Wonderland Tours & Travel	TX	x		tour dxb x2/zcard/golf info
17	PS		x	Karen McKinney	KLM Communications	FL	x		zcard/tour dxb/recipe book
18	PS		x	Michael Tattoli		NJ	x		Intercon. Hotel info
18	PS		x	Jennifer Irwin	Sea-Air Holidays	CT	x		slides
18	PS		x	Alastair Geddes	Global Journeys	VA	x		5 DWC inserts

November 1997 Tourism Ass't. Given

DA	FR	WI	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
19	DG		x		Mary Zimmer	Wayland Travel	MA	x		dsf/dwc/dest/at a/zcrd/ent/duty fr/wtr/bird
19	DG	x			M. Pfeifer	Amery Travel Service	WI	x		at a/zcard/wtr/ent/zcrd/duty fr/dsf/dwc/bird
20	DG		x		Dewy Norton	Decisions System Int'l.	GA	x		dest/dsf/dwc/zcard/at a/golf incen/conf & ex fac/grt incen/dut
20	PS		x		Vince Gibson	Spectacular Sport Specials	LA	x		tour dxb/2x dwc '98
20	PS		x		Debbie Fife	PVA Travel		x		slides
21	DG			x	Malcolm Thacker	Beacon Hill Travel (Boston	MA	x		zcard/at a/dsf/golf/wtr/duty fr/ent/dwc
21	DG		x		Beverly Carlson	BJC Travel	IL	x		zcrd/at a/dsf/golf/wtr/bird/ent/dty fr/dwc
21	DG	x			Stefan Deorge	Willow Crk Middle School	MN	x		UAE yearbook
24	PS		x		Bill Myers	Carlson Park Ave. Travel	PA	x		dty fr/dwc/dsf/bird/ent/wtr/at a/zcrd
24	DG	x			Garrett Benike	Willow Crk Middle School	MN	x		uae yearbook
24	DG	x			Ryan Franz	Willow Crk Middle School	MN	x		uae yearbook
25	PS		x			Lookaway Golf Club	PA	x		tour dxb2x/zcrd/golf/other golf info
25	MF		x		Alex Hadri	National Trading	FL	x		price waterhouse/tour dxb x2/list of dxb hotels
25	DG		x		Paul Dobyly	CHA Relocation Mngmt	CA	x		tour video
25	DG		x		Christiane Launi	Carlson Wagonlit	MI	x		2x tour dxb/zcrd/ent/wtr/at a/bird/dsf/dwc/dty fr
25	DG		x		Robert Cearsass,	elm. student	MD	x		stamps/uae/bird/recipe booklet/in figs/at a/post cards
25	PS		x		Bob Stone	Bob Stone & Assoc.	FL	x		ent/conf & ex fac/tour dxb x2/grt incen/zcrd
25	PS		x		Sherry Hicks	Accent Travel & Tours Inc.	FL	x		ent/dwc/ 2x tour dxb

18 November 1997

Dear

It was a pleasure meeting you recently. I enjoyed talking with you and having the opportunity to tell you something about our destination.

Dubai -- one of the seven emirates which compromise the United Arab Emirates --is a place of contrasts, a distinctive blend of modern city and timeless desert, of East and West, of old and new. As a visitor to Dubai, you can look forward to:

- | | |
|-------------------------------------|--------------------------------------|
| *Year-round sunshine | *Fabulous water sports |
| *Uncrowded, clean sandy beaches | *Deep Sea fishing and scuba diving |
| *Luxury modern hotel accommodations | *Three championship golf courses |
| *Tolerant, welcoming ambiance | *Crime free environment |
| *Exotic sites and experiences | *Cosmopolitan lifestyle |
| *Desert Safaris, Arabian barbecues | *Exciting and varied nightlife |
| *Duty-free shopping/gold souks | *Falconry, camel and horse racing |
| *Easily convertible currency | *Direct air links to over 100 cities |

In short, Dubai offers a winning combination -- an exotic destination together with a modern lifestyle featuring all the comforts and facilities to satisfy even the most discerning traveler.

As promised, enclosed is an information packet on Dubai. I hope that it will prove interesting and informative and convince you of Dubai's suitability as a first rate tourist destination.

Please call if you have any questions or would like further information. I look forward to working with you to send your travelers to the "Pearl of the Gulf."

Sincerely,

Peter G. Streng
Marketing Manager, N.A.

Ms. Kathy Rafael		Mr. Napoleon Zambrano, Jr.	
Travel consultant		Travel Consultant	
See The World Travel		Best Travel Agency	
1824 NW 108th Ave.		2200 SW 16th St, Ste. 210	
Plantation, FL	33322	Miami, FL	33145
Ms. Lourdes S. Maurer		Mr. Letty Andrade	
Account Executive		Manager	
Southern Travel		Southern Travel	
2801 Ponce De Leon Blvd., Ste. 1010		2801 Ponce De Leon Blvd., Ste. 1010	
Coral Gables, FL	33134	Coral Gables, FL	33134
Mr. Ron Roberts		Ms. Sandy Quitugua, CTC	
Ron Roberts Cruises		Sales Coordinator	
Rte 28 @ Rte 62-161 Main Street		Travel & Cruise Professionals Int'l.	
North Reading, MA	01864	Kruse Meadows, 15080 SW Bangy Rd.	
"Uncle " Phil Dryan		Lake Oswego, OR	97035
"Travel With Uncle Phil"		Bharat Bhakta	
FN# 100, 350 S. Winchester Blvd.		Chairman	
San Jose CA	95128-2099	Blobimex Int'l. Travel Agency	
Mr. Derek A. Welling		3350 Wilshire Blvd., Ste. 430	
President		Los Angeles CA	90010
Creative Receptives Int'l., Inc.		Ms. Lynn Mawhinney, CTC	
49B North Orange Ave.		Owner/Travel Consultant	
Orlando, FL	32801	Group Travel Source	
Mr. Steve Briggs		5305 CReekmur Dr.	
Owner		Lakeland FL	33813
VIP World Travel		Ms. Misha Radulovic	
4971 Ringwood Meadow		President	
Sarasota, FL	34235	Unique World Travel	
Mr. Ralph Morris		39 Beechwood Ave.	
Director		Manhasset, NY	11030
Suzanne Goyer Inc.		Ms. Danielle Naud	
4640 Decarie, Ste. 225		Sales Representative	
Montreal, Canada	H3X 2H5	Int'l. Tourism & Travel Show	
		801 Sherbrooke St. East, 10th fl.	
		Montreal, Que. Canada	H2L 1K7

Ms. Lea Bell

President

Int'l. Travel Alternatives, Inc.

7920 Sebago Ct.

Orlando FL

32835

Ms. Catherine Bino, CTC

Super Eagle Travel

P.O. Box 43606

Baltimore, MD

21236

**11/11/81*
Handwritten notes:
- TR
- CA 1
- CA 2
- CA 4 2
- OR 1
- NY 1
- MO 1
- 10/1/81
**11/11/81 - 10/1/81*
**11/11/81 - 10/1/81*

COMMERCE ASSISTANCE LOG

NOVEMBER

MAILINGS

- Jebel Ali Update Mailing (Oct & Nov. issues) - 68 pieces

11/5

- continued data entry on October monthly reports
- request from A. Fatty/Blue Coral for business info --> mailed packet
- request from A. Clay who will be relocating to DXB for info --> sent tour pack

11/6

- fax'd Shusheela/HO a request for a copy of the Dubai Commercial Directory CD-ROM
- 2nd request fax to C. Doyle/DWTC for an update on the MESEC show in DXB
- completed monthly reports
- updated OSIC index

11/7

- request from A. Assaf for 3 sets of commerce broch and stats --> sent info 11/10
- fax'd list of Alcoholic drinks trading to W. Roselle at his request

11/10

- request for DXB Commercial Directory from A. Mostafa --> sent by mail 11/12 with brochures
- spoke with G. Hamady who was seeking a stateside contact for the American Hospital in Dubai for recruitment purposes --> provided him with DXB details and advised him to contact them directly as I had no further information
- request from S. Kann/Auto & Truck International Magazine seeking information on the Auto Parts Show'98 --> gave him organizer details and fax'd 98 calendar of events
- sent 2nd request to OSIC for a variety of list per Montréal contacts
- Spoke with M. Burag/IMSCO who is seeking building materials trading contacts in DXB --> mailed list of construction companies in DXB 11/12 and awaiting OSIC request

- advised a caller, who will have a extended layover in DXB, about the Transfer visa available through any airline for up to 96 hours
- spoke with M. Fatty/Lucoral Co. Inc. who will attending the Autumn Trade Fair this month seeking information on visas --> referred him to his hotel and expo organizer for sponsorship

11/12

- response from OSIC regarding request from Montréal contact for trading lists (incl. yacht, electrical contractors, plastic & product manf. & suppliers, wood) --> forwarded information to interested parties 11/13
- spoke with T. Amer/UAE Embassy/Military Office who was seeking financial, statistical, commercial info on DXB for a research paper --> sent bus dxb, ent, in figs, decide on
- spoke with a consultant for a company who recently acquired a business in dxb and was questioning about employee benefits, etc. --> referred her to a government department in dxb
- put together various brochures (40 of each) for CH's speech @ Weidner Univ.

11/13

- request fro K. Jorda for a Dubai city map --> mailed at a & decide on
- spoke with S. Rassam/Digital Comp. who was seeking a list of US cos. in DXB --> fax'd over list
- merged Cruise Media DB with Media Contacts DB per CH

11/14

- request from E. Weinstein/Economics Research Assoc. for census stats on population demographics, and residential demographics; working with Bechtel Corp on Magic World Theme Park project --> mailed packet 11/17 (PGS follow up)
- finished processing last of Enterprise DXB mailing because of shipment of an extra 200 issues
- put in order back room supply of brochures
- spoke with T. Ewing/Arthur Anderson seeking info on behalf of a high tech client on j/a and stats on flights, etc. --> fax'd list of us cos in dxb and mailed info pack 11/17 (MCF follow up)

11/17

- request to OSIC per CH (N. Slarowitz) for architects and details on certain buildings in DXB
- request to OSIC (montreal contacts) for a list of Office Equipment Traders

- spoke with J. Verschuur/World Trade Counselors request tour/comm info --> sent packet 11/18

11/18

- began entering monthly reports data onto databases
- spoke with P. Barkman/Roto-Rooter seeking info on the '98 Franchise Show --> forwarded '97 info and '98 calendar of events & advised him to contact Infocentre 11/19

11/19

- spoke with A. Sullivan/Congressman Kingston who is seeking info in behalf of a constituent on food regulation in Dubai --> fax'd and mailed info
- began work on 1996 DXB economic indicators sheet; updating stats
- fax'd request to OSIC per CH for the GITEX'97 exhibition directory
- spoke with a Amer. Exp. Travel agent calling on behalf of a customer who will staying in DXB for business and leaving for one day will be in Doha for a meeting and then returning back to DXB --> he was told he needed a intransit visa or return visa --> advised her that she should contact his sponsor for clarification on his visa type

11/20

- spoke with O. Diob/ABC Trading who is looking various lists for trade contacts --> fax'd over list of medical, foodstuff, & textile traders and wholesalers
- received a written request from L. Trocha for a list of fruit and vegetable importers and business info --> sent brochures with fruit and vege trading list
- request to OSIC for the 1996 Statistical Summary - Dubai
- continued work on 1996 DXB economic indicators sheet; updating stats

11/21

- request from N. Naik for the organizer for Gulf Beauty --> fax'd details
- request from J. Kidermann/AMINCO Resources for food regulations and general info --> mailed broch and food info 11/24
- request from S. Heinrich/Bechtel Corp per PGS --> sent 7 each of selected commerce brochures

11/24

- spoke with inquirer about ISO 9002 -> MCF explained meaning and referred to Dept. of Commerce for further details
- request from G.L. Pierce for DXB info - sent full comm & tour packet
- processed J/A update mailing --> 68 pieces
- response from OSIC regarding request from Montréal contact for a list of Office Equipment traders --> forwarded list
- received Statistical Summary for 1996 from OSIC
- response from OSIC regarding request from N. Sklarewitz for info on selected buildings in DXB --> forwarded info

11/25

- response from OSIC regarding request for the GITEX'97 Exhibition Directory which will be sent by next week's pouch
- monthly reports data entry
- spoke with an inquirer moving to Cairo and looking to purchase a Mitsubishi or Toyota vehicle --> looked up dealers in Yellow Pages and gave him fax #'s

11/26

- request from R. Lange for tour & visa info --> advised on hotel sponsorship for guests and mailed tour info pack
- J. Rash/Liberty Oriental (Carpet show contact) seeking a list of carpet traders in DXB --> fax'd list
- referred inquirer to V. Shea/Media Representative in response to advertising with the Khalij Times and Gulf News

A. By company:	25
B. By individual:	10
C. Jebel Ali:	09
E. Directory Sales Offers:	03
F. OSIC Requests:	08

COMMERCE ASSISTANCE TOTAL: 55

(Total Commerce Telephone Inquiries = 129)

MONTHLY ACTIVITY REPORT

DECEMBER 1997

NORTH AMERICA OFFICES

HEAD OFFICE PROJECTS

None to Report

DOMESTIC PROJECTS

Name: Corporate Conference & Incentive Planner Fam Trip - Philadelphia.
Date: 21 - 28 February
Place: Dubai
Confirmed participation of Corporate Motivations, Helms-Briscoe, Pocahontas Foods, and Site Search & Select. World Travel Partners & IMP to confirm next month.

Name: USTOA Conference - Philadelphia.
Date: 9 - 11 December
Place: Kona, Hawaii
This was the annual conference for active and supplier members of the United States Tour Operators Association, the organization of America's premier tour operators. Arranged on-on-one meetings with several of the tour operators. There was genuine interest on the part of most, with emphasis on cursing being shown by Isram World of Travel and IST Cultural Tours. Update Sunnyland Tours, African Travel, and Brendan Tours on new developments in our destination. Freegate Tourism requested ground handling information, saying that prices they had been quoted by one Dubai DMC were exorbitant. Educational Travel Service would be interested at a later date, but referred us to their incentive arm, who would have more immediate interest.

Dubai was, again this year, the sponsor of the conference golf, with 144 members playing in the tournament. Trophies were presented at the closing banquet, and Dubai literature was available at the tournament location and in the conference registration area.

1998 MAR 26 PM 4:47

CRM/ISS
REGISTRATION UNIT

Name: Cunard Seminar Reception - Philadelphia/LA
Date: 11 December
Place: Laguna Niguel, California
Cunard organized their Inner Circle conference for their top 100 travel agencies to announce their 1999 itineraries. Since Dubai will handle the Sea Goddess II for 7 cruises as a hub in 1999 as well as QEII RTW and Royal Viking Sun twice - DTCM were invited to make a presentation at the meeting and co-host the closing banquet reception.

Name: Jaguar NA
Date: 5 December
Place: New Jersey
Jaguar Worldwide is planning its 1999 new car launch in Dubai and had received some resistance from US dealers. DTCM was requested to address Jaguar NA executives to assist in overcoming any concerns.

Name: Star Clipper Cruise Lines Fam Trip
Date: 21 December - 2 January
Place: Dubai/Oman
The owner of Star Clipper requested visit to Dubai/Oman of which DTCM handled Dubai portion. As result, Star Clipper confirmed October '98 maiden call of Star Flyer for turnaround cruise as well as April '99 turnaround. Currently considering 4 sailing's October '99, 4 sailing's April 2000 and then weekly sailing's between October 2000 to April 2001.

MARKETING VISITS

John Johnson of the **International Sign Association** is interested in organizing a Sign & Banner Exhibition in Dubai for February '98. Provided information on possible venues. Philadelphia

Judy Pacheco of **Abbott Laboratories** confirmed plans to establish in the Airport Free Zone. Philadelphia

Richard White of **Altos Management** requested assistance with establishment of a representative office in Dubai. Followed up with UAE Embassy in Washington, DC. Philadelphia

Alastair Geddes of **Global Destinations** met with MNA and MCP to discuss promotion of Dubai as a corporate meetings and incentives venue. Philadelphia

Barbara Downey of Kallman Associates referred **Kimberley Rich** of the **California Office of Economic Development**, who is interested in taking a pavilion at the **Arab Health Show**. Established contact, sent information. Philadelphia

Continued work with Reema Jweied of the **National US-Arab Chamber of Commerce** to promote trade mission for February 1998. Philadelphia

Met with H.S. Leong, the president of **Vacationland** at the **USTOA Conference**. He advised of Malaysia Airlines proposed Newark-Dubai non-stop service in 1998 and is interested in area and destination stopover packages. Briefed him on the destination and provided a complete information kit and video. He will be contacting the Malaysian Airline's DMC in Dubai regarding pricing and handling. Philadelphia/LA

Spoke with president of **Innovative Meeting & Incentives**, as a result of a contact received at the **USTOA Conference**. He is very interested for the year 2000 and has asked for our guidance and support for a site inspection trip when he is next in the Middle East. Philadelphia

Malaysia Tourism Promotion - met with their VP Eastern US concerning the planned Malaysia Airlines Newark-Dubai non-stop service. She requested destination information and has expressed interest in a joint familiarization trip. Philadelphia

Commonwealth Travel Service - met with the president and marketing manager as follow-up to their recent Dubai site inspection trip and discussed ways to promote their planned tour and meeting packages to our destination. Philadelphia

Spoke with LA office of **Deloitte, Touche** accountancy to explore feasibility of sponsoring a joint presentation to major Deloitte clients on trade and commerce opportunities in Dubai. The discussion was positive and we agreed to follow-up with a specific outline and proposed dates for the first quarter of 1998. LA

Dr. Robert Levy, **Pepperdine University School of Business** to jointly sponsor a Dubai reception, targeting leading alumni, donors, and supporters. We are seeking out the right Pepperdine official who will be supportive of the effort and obtain the necessary approvals. We expect to be able to finalize our plans in January. Pepperdine has one of the best known post graduate International

Studies on the West Coast and its alumni network consists of major business executives in a wide cross section of industries. LA

Received confirmation **Halton Golf Travel** sent 32 clients on Golf Tour and they have another 30 booked for September '98. LA

Confirmed **Power Places** booked 40 clients for Dubai Golf Tour and rebooking for fall '98. LA

Contact being made with **Distant Horizon Tour** for Dubai\Iran package '98\'99. LA

Contact with Teresa Tapanes of **Polo\Ralph Lauren**, looking at setting up business in Dubai. Requested visa assistance. Philadelphia

Contact with Steve Tebben, VP Ops of **Intrav** regarding '98\'99 DXB programs. Philadelphia

Met with Julie Jones, VP, **American Express Platinum Travel Division**. Interested in DTCM doing four seminars to 250 each of their travel consultants. Philadelphia\LA

Met with **Sea Air Holidays** who is considering a joint charter of the Galeleo cruise Ship from Zeus Tours and positioning in DXB for 5 specialty cruises. Philadelphia

Princess Cruises, Joe Robinson, marketing analyst follow up from June meetings.

One on one meetings at USTOA with

- X a. **Isram World of Travel** - looking at DXB stopover off East Coast USA for Asia tours
- b. **Sunnyland** - discussion about DXB tour package
- c. **Freegate** - previous contact DXB tour operator quoted too high. List of other tour ops sent.

MEDIA AND INFORMATION

Amway Corporation provided 200 tourism brochures in support of their planned 1998 corporate meeting in Dubai.

Follow-up mailings to USTOA contacts with specific information, tourism brochures as requested.

Provided information kits to representatives of the Ritz Carlton Hotel who will be traveling to Dubai to help setup this new hotel project.

Update Christmas card mailing data base and sent 257 cards

Discussed cruise article with Ann Kalosh of Seatrade. Article will appear in March to coincide with Cruise conference.

ADMINISTRATION

LA office completed move to new address:

901 Wilshire Boulevard
Santa Monica, California 90401
Phone: 310/752-4488
Fax: 310/752-4444

Due to office move, promotional activity was limited. We are however making up for lost time on preparations for Seatrade and LA Times Travel Expo.

COMMERCE ASSISTANCE LOG

DECEMBER

MAILINGS

- Christmas Cards Mailing - 257 pieces

12/1

- fax'd list of carpet traders and manf to A.T. Amiri/Trafin Corp. (CH Carpet show contact)
- completed monthly reports data
- organized back room
- began updating and revising Christmas card mailing list

12/4

- spoke with S. Rassam/Digital Computers On-Line seeking bus info and US cos in DXB list
--> sent bus dxb handbook and list

12/5

- request from A. Rabani/Cato Co. for commerce information --> sent packet
- request from M. Varnedore/Mid South Feeds for commerce information --> sent packet

12/8

- faxed Z. Urfali /Urfali USA Inc. list of US Cos in DXB
- faxed list of seafood traders to F. Lubane/Pacific Seafood

12/10

- spoke with R. Rabie/Commerce Int'l Canada seeking commerce and directory info --> sent packet and commerce directory offer

12/11

- spoke with J. O'Connell/Malaysia Airlines --> sent commerce and tour information
- spoke with Dr. Omar/GBC requesting a list of hotels in DXB and commercial directory --> fax'd list & directory offer
- spoke with S. Daglass/Hansen Information Technologies seeking business information --> sent commerce packet

12/15

- request by fax from J. Emmett/Two Sons Trading Co. (Media Response) for information regarding business in DXB --> sent commerce packet
- request from J. Kroll/Micron Electronics Inc. seeking information on j/a and afz for warehousing --> sent all info (MCF follow-up)
- request from W. Elkasmi/Epcot Center for info on DXB for a Millennial Party their hosting for international attendees --> fax'd commercial directory offer and sent bus and tour information

12/16

- request per CH from American Gateway for commerce and j/a info --> sent full comm & j/a packet
- spoke with M. Group/Andanna, N.A. who is seeking business and tour info
- phone message from S. Bendek for info on Toy Show
- processed and mailed Dubai Christmas cards
- request from W. Sheick for commercial directory --> fax'd offer

12/17

- spoke with N. Emani/Hoyt Group Int'l requesting commerce information --> sent info
- request from M. Akbari for lists of garment, textiles, & auto parts trading --> sent by mail

12/23

- request from A. Watanyar/American Technology Export Corp. seeking trading contacts for medical & telecommunications equipment, etc. --> forwarded request to OSIC 12/xx

12/24

- V. Mohan/ Orient Junction seeking J/A and commerce info --> forwarded info packet

12/29

- request from V. Algin/AVM Design (referred from NUSACC) who will be traveling to Dubai seeking business contacts and opportunities --> mailed commerce info (MCF follow-up)

A. By company:	40
B. By individual:	03
C. Jebel Ali:	11
E. Directory Sales Offers:	07
F. OSIC Requests:	05

COMMERCE ASSISTANCE TOTAL: 66

(Total Commerce Telephone Inquiries = 86)

December 1997
Tourism Ass't. Given

DA	FR	WI	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
						DECEMBER 1997				
1	OH			X	John S. Stoll	Silversea	FL	x		bird/zcard/at a gl/dest/grt incant/wtr/ports auth/dest video/giv
2	DG		x		Mohammed Al Qabli	(national)	MO	x		20 of:tour dxb/at a gl/ent/posters
2	DG		x		Debbie Koeneman	Trans Co Travel	MO	x		zcard/at a gl/dwc/dsf/incant/duty fr/bird/wtr
2	DG		x		Mohammed Raissi	Raissi Resources(Trvly W	RI	x		duty fr/incant/wtr/zcard/at a gl/bird/dsf/dwc/sntta cruise
3	DG	x			Ruth Rittmister	Carl Erdman Travel	HI	X		2 dest
3	DG		x		Rakesh Garg		CA	x		zcard/at a gl/duty fr/airport zcard
5	HJ		x		Aimee Coopersmith	Malta Travel	NY	x		zcard/dest/ent/tourx2/wtr
9	DG		x		Sabida Quraishi		NM	x		zcard/dest
9	DG	x			Emily S. Applegate	ESA Enter. Co./Leisure Trv	DC	x		duty fr/ent/at a gl/dest/dsf/dwc/wtr/incant/zcard/bird
12	DG		x		Shirley	Bradshow Trvl SVC	MA	x		dwc/wtr/dest/at a gl/incant/dsf/bird/ent/duty fr
12	DG		x		Amy Walsh		GA	x		tour dxb/at a gl/zcard
12	DG		x		Suya Davenport		FL	x		tour dxb/zcard/at a gl
12	DG	x			Joe Winkleman	Winkleman Travel	RI	x		duty fr/ent/incant/zcard/bird/wtr/dsf/dwc/dest/at a gl
16	MF		x		Mary Clark	Decision Systems Int'l.	GA	x		hotel broch/dwtrc/trade shows
17	PS		x		Kevin Cox		TN	x		zcard/off gde/tour dxb
17	OH			x	Mikael Krafft	Star Clippers	Mo			grt incant/ports auth/zcard/at a gl/wtr/bird dest
17	HJ		x		Timothy Gallivan		NS	x		zcard/dest/ent/in figs/tourx2/wtr
18	PS				Knox Divoll	Windigo Trvl	VT	x		golf info
19	HJ		x		Albert England		IL	x		dest/zcard/entx2/golf/in figs/tour x2/wtr
22	HJ		x		Michael Mirza		IL	x		zcard/dest/entx2/golf/tourx2/wtr
22	PS			x	H.S. Leong	Vacationland (USTOA Conf)	CA	x		video/zcard/dsf/ent/at a gl/tour dxbx2/duty frx2/dest/cal/golf/

December 1997
Tourism Ass't. Given

DA	FR	WI	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
23	DG	x			Jennifer	Anchorage Travel Bureau	AK	x		ent/dwc/duty fr/tour dxb/dest/golf/wtr/at a gl/zcrd/dsf/bird
23	PS		x		Neil Meneghini		WI	x		ent/dest
23	PS		x		Ruby Batra	Enaka Int'l.	GA	x		dest/zcrd
23	PS		x		Suya Davenport		FL	x		dest video
23	PS		x		Bill Sellmer	IMI (USTOA Conf)	FL	x		dest/video/conf & exhib/golf/wtr/bird/emirates/duty fr/at a/zcrd
23	DG	x			Jenis Shaikh	(H.S. student)	NJ	x		post cards/bird/dest/dxb zoo/tour dxb/facts & figs/in fig/duty
23	PS		x		Galen Miller	Arabian Nights (USTOA Conf)	FL	x		3 caps/video/at a gl/zcrd/tour dxb x2/bird/duty frx2/dest/ca
23	PS		x		Ted Evangelatos	Free Gate Tour, Inc.	NY	x		dsf/ent/tour dxbx2/grd ops/duty fr/dest/calendar
23	PS		x		Dan Regan	Dollar Rent A Car (USTOA Conf)	HI	x		3 caps/cal/at a gl/zcrd/golf
23	DG		x		Inger Niden	(Ritz Carlton project)	FL	x		ent/golf/wtr/duty fr/tour dxb/at a gl/dest/zcrd
30	DG	x			Brian D. Sutton	Silk Road Tours LTD	BC	x		200 tour dxb/25 zcrd/25 at a gl
30	DG	x			A. Normand		Ont	x		tour dxb/at a gl/zcrd
30	DG		x		Paulett Downey		CA	x		zcrd/duty free
30	DG		x		Richard Mansek	Amway Corp.	MI	x		100 tour dxb/100 at a gl
30	DG		x		George Ibrahim	(DSF 98)	VA	x		tour dxb/at a gl/zcrd/dsf
30	DG		x		Larry Neilson	Am Ex Travel	TX	x		duty fr/dest/golf/wtr/ent/at a gl/zcrd/bird/tour dxb/dsf/dwc
30	DG		x		Glenn Kornahorens	(Ritz Carlton project)	SC	x		dest/zcrd/at a gl/tour dxb/golf/wtr/duty fr/ent
30	DG		x		Mohammed bin Khalid	(friend of Mubarak)	NC	x		hndbk/tour dxb/golf/wtr/ent/at a gl/zcrd/grt incnt/dwc/dsf/bird
30	DG		x		Walter Herest	Herest, Lazar & Lell Incorporation	IL	x		bus hndbk/golf/wtr/ent/at a gl/zcrd/dest
30	DG		x		Kurt Peterson	Herest, Lazar & Lell Incorporation	IL	x		bus hndbk/golf/wtr/ent/at a gl/zcrd/dest
30	DG	x			Alastair Geddes	Commonwealth Travel Ctr	VA	x		100 grt incnt/6 golf -gulf articles/20 conf & Exhib/20 DWTC/20
30	PS		x		Gaylen Koons	Maupintour (Travel Agent)	KS	x		video/dest/ent/at a/zcrd/golf/wtr/bird/incnt/duty fr/tour dxb



GOVERNMENT OF DUBAI
DEPARTMENT OF TOURISM AND COMMERCE MARKETING

MONTHLY ACTIVITY REPORT

JANUARY 1998

NORTH AMERICA OFFICES

HEAD OFFICE PROJECTS

Name: Seatrade 1998
Date: 3 - 7 March
Place: Miami
Philadelphia/LA
Completed booth design negotiations, began developing direct mail invitations and updating data base, secured hotels, pre registered co-participants, began writing Cruise Line Operational brochure, confirmed cruise ads, completed various forms required.

DOMESTIC PROJECTS

1. Assisted Scott Hambridge, President Sea Air Holidays with possible cruise ship charter in Dubai for 17 weeks beginning January, 1999.
Philadelphia
2. Secured carpets from Canada Customs for raffle winners from International Rug Show Toronto and forward to winners.
Philadelphia
3. Initiated dialogue with Malaysia Air who is beginning non-stop service to Dubai from Newark mid-April. Developing several co-marketing trips and fam visits.
Philadelphia
4. Prepared trip report on Comdex for Dubai co-participation with JAFZA and Airport Free Zone.
LA

5. Finalized plans for February Fam visit of Corporate Management & Incentive Executives. Philadelphia
6. Requested and received pre-authorization for following programs in '98:

ASTA World Congress	LA
LA Times Travel Expo	LA
Tourfest	Philadelphia
Canada Travel & Leisure	Philadelphia
Mid West Roadshow	Philadelphia
Comdex	LA
7. Researched the potential value of DTCM participating in the Los Angeles Times Travel Show in April 1998 and Comdex Las Vegas in November, 1998. Completed proposals and forwarded recommendations. Participation was approved and we have initiated appropriate follow-up. LA
8. Wrote promotional copy for DTCM's participation at 1998 Seatrade Convention to be included in a flyer and additional copy for a "sound card". Provided graphics art support and coordinated production on promotional materials including identifying suppliers and obtaining bids. LA
9. Contacted Sandra McNutt Comrie, an L.A. - based senior executive with Arthur Anderson Accounting, proposing a reception for AA clients in Southern California. Purpose is to promote DTCM initiatives among AA's impressive roster of Fortune 500 corporate clients. Decision pending. LA
10. Continued to explore staging joint receptions with leading area universities targeting alumni, donors, and supporters. Universities under initial consideration are USC, UCLA, and Pepperdine. These elite universities have broad support from the business community and joint programs offer great potential for DTCM related activities. LA
11. Contacted Dr. Robert Maxson, President of California State University at Long Beach -- one of the U.S.'s largest public universities -- to offer L.A. office assistance in Dr. Maxson's forthcoming trip to Dubai and to propose joint activities targeting constituents. Dr. Maxson has made several trips to the UAE in the past. LA

12. In January, the West Coast office aggressively pursued additional opportunities for promoting commerce and trade in Dubai. With the assistance of intern Omar Suliman, the following nine companies in the Southern California area were personally contacted and informed of the business advantages and benefits available in Dubai:

Jack Murray, Vice President of Marketing & Sales
Creative Computer Applications

Mr. Frank Wilson
Daniel Mann Johnson and Mendenhall

Mr. Scott West
Software Tech Corp.

Ms. Jennifer Repcik
Goldmine Software Corp.

Mr.. Bismark Padilla
American Furniture Systems

Ms. Tamara Krueger
THQ Interactive

Introductory letters were sent following the initial phone conversations or voice mail messages. Goal was to obtain appointments for marketing visits.

Out of the nine contacted, we secured a meeting with THQ Inc. in Calabasas, California, a leading developer of Sony Play Station and Ninetendo games. As a result of the subsequent meeting with international marketing coordinator, Tamara Krueger, THQ is reviewing a number of possible options for taking advantage of Dubai's business incentives and for expanding its markets in the Middle East. All companies listed above received marketing letters and copies of the "Dubai Business Handbook".
LA

13. Follow-up strategy includes re-contacting targeted companies while adding new ones to the list. Based on the company's input, they are coded as "interested" "possibly interested" or "not interested".

We continue to pre-select companies based on industry, size of the organization, and international business history. Omar's main objective is to confirm appointments for marketing visits with targeted Southern California companies. LA

14. ASTA Annual Tourfest and Specialty Travel Showcase
29 - 30 January 1998
Dallas

This was the annual ASTA conference on tours and touring. We exhibited at the conference showcase, using our 10' x 10' portable display stand, with our tourism video showing throughout. Dubai tourism material and American tour brochures featuring Dubai were available to the attendees. See separate show report. Philadelphia

MARKETING VISITS

26 - 28 January
Minneapolis, Chicago, Kansas
Three city-three day marketing visits to leading tour operators, incentive and meeting planners, and travel agents. See separate trip report. Philadelphia

Canada Travel & Leisure Show
23 - 26 April
Toronto
Submitted pre-authorization to exhibit at this travel show, the largest of its kind in Canada. Approval received. Space booked. Philadelphia

MPI Annual Conference & Exhibition
12 - 14 July
San Diego
Submitted pre-authorization to exhibit at this travel show for international meeting planners. Approval received. Space booked. Philadelphia\LA

American Travel Market

10 - 12 September

Orlando

Submitted pre-authorization to exhibit at this trade show, the American arm of the prestigious World Travel Market and the Arabian Travel Market. Approval received. Philadelphia

Arabian Travel Market - Tour Operators Familiarization

Submitted pre-authorization to accompany a group of leading tour operators to Dubai on a familiarization to coincide with the Arabian Travel Market and its assisted buyer program. Awaiting approval.

Philadelphia\LA

BI Travel

Met with their director-travel and staff and discussed a meeting for 300 persons planned for January '98, to be followed by an incentive trip for 300 couples in January 2000. Updated them on the destination and discussed transportation, meeting facilities, and leisure activities. Offered all assistance. These trips are an outcome of our '97 incentive travel planners familiarization trip to Dubai. Philadelphia

World Travel & Incentive

Updated this travel planner on new facilities and upcoming events in Dubai. Their proposed group to Dubai last year chose another destination, but they continue to suggest Dubai to upcoming groups. Offered to assist with joint presentations or marketing visits.

Philadelphia

University Travel Service

An Emirates appointed travel wholesaler. Met with their director and discussed stopovers in Dubai for travelers beyond and travel to the Dubai Shopping Festival.

Philadelphia

Chicago

Malaysia Airways

Met with their Midwest sales manager and staff and introduced them to Dubai, in connection with Malaysia Airways upcoming Newark-Dubai non-stop service. Discussed ways to promote the new service and the destination. Offered all assistance.

Philadelphia

Travel Excellence/Motivation Excellence

Met with this travel planner's director development--updated them on the destination. They have a program to Dubai, which they find hard to sell because is considered "too exotic" by their customers. They have notice a growing interest in the destination and expect a growth in their programs.

Philadelphia

American Express Corporate Service

Emirates has noticed a growth in Sears corporate travel to Dubai and beyond. Met with the account's travel counselor to introduce her to the destination and all it has to offer her clients.

Philadelphia

Maupintour

This large, respected tour operator is a former USTOA member, presently planning to rejoin the organization. Updated them on our destination and upcoming events. There was interest in Dubai, combined with other destinations, as well as millennium and special interest packages. They would like to send their tour development director to Dubai in the near future in order to experience the destination.

Philadelphia

Bryan World Tours

Updated this tour operator on our destination, however, there was little interest for the present. Their Middle East product is selling slow and they are reluctant to add new destinations at this time.

Philadelphia

BTI Americas

There is interest in our destination at this meeting/incentive management, however, they haven't found the "right group." Updated them on new developments and special events in Dubai.

Philadelphia

Bonnie Montgomery, Executive Vice President
Executive Services International
Atlanta, GA

This lady requested her meeting through the organization. She was very interested in the destination and had many questions -- requested several sets of brochures to show to prospective group travelers to our destination.
Philadelphia

Suzanne Slavitter, Vice President
Sports Empire
Lakewood, CA

This operator of tours to leading sports events was interested in Dubai -- requested a list of the many events in our destination and a complete information kit and video, along with ground operator information.
Philadelphia

William Wise, Owner
Wise - Carlson Wagonlit Travel

Stopped by our booth and was very interested in Dubai. Requested information on transportation, destination management companies, and activities in Dubai.
Philadelphia

Larry Bleiberg, Ass't. Travel Editor
Dallas Morning News

Very interested in Dubai as a possible story for their newspaper. Provided complete information packet and offered all assistance.
Philadelphia

Nancy Moorehead, Manager
Escapade Travel
San Antonio, TX

Has sent customers to Dubai but was unaware of all it has to offer the leisure traveler. Requested complete information on tours and activities while in Dubai.
Philadelphia

Nancy Davidson, CTC, Manager
Tuschko - Lippert Consultants
Fresno, CA

Very interested in tours to Dubai and the surrounding region. Provided complete information kit and tour brochures and information on destination management companies. Philadelphia

**Ken Kramer, Regional Director of Sales
Star Clippers**

Very interested in Dubai, in line with his company's plans for using Dubai as a cruise port. Requested follow-up information and video.
Philadelphia

**John Graham, Director
Travel Agent Tourexpo Trade Shows**
New York, NY

Discussed our participation in last year's Tourexpo and plans for this year's show in Las Vegas.
Philadelphia

Samer Olayan of Forsan Corporation confirmed plans to visit Jebel Ali for establishment of a spice processing plant. Philadelphia

Susan Warner of Aladdin Travel confirmed meeting for **Gilbarco** (a division of General Electric) for 80 people in November, 1998. Bob Shepherd will be visiting Dubai in March for site visit.
Philadelphia

Michel Nouafo of Libbey Tableware has confirmed the establishment of a distribution office in Dubai.
Philadelphia

Coordinated with **Monica DeBartolo** of the Merchandise Mart in Chicago regarding **International Franchise Exhibition '98**. DTCM will coordinate a seminar on the franchise market in Dubai -- speakers include **Charles Heath (DTCM)**, **Rick Bisio (America's Favorite Chicken)** and **Al-Tamimi Law Firm**. Philadelphia

Meeting Professional International monthly meeting attended.
Philadelphia

Debbie Moore of Pfizer confirmed meeting in March '98. Being handled out of London office: **PPSI London, Collette Duggan (44-1903) 524-157**.
Philadelphia

MEDIA & INFORMATION

1. Cruise Line Database (346 labels) Philadelphia\LA
2. Newsletter Contacts (1696 labels) Philadelphia\LA
3. Enterprise & Updates (1427 labels) Philadelphia\LA
4. Media Contacts (235 labels) Philadelphia\LA
5. Cunard Inner Circle (97 labels) Philadelphia\LA
6. Jebel Ali Update mailing (72 labels) Philadelphia\LA
7. US-Dubai News and Enterprise mailing (2431 labels) Philadelphia\LA
8. Seatrade Invite mailing (48 labels) Philadelphia\LA
9. Mailout of Dubai calendars and 1998 Destination Dubai tourism manual to 67 active USTOA members and past chairman of the organization.
Philadelphia\LA
10. Mailout of complete Dubai information kits and 1998 calendar of events to 11 Malaysia Airlines North America sales offices in anticipation of their upcoming Newark-Dubai non-stop flights. Philadelphia\LA
11. Mailout of 96 Dubai tourism information packets to respondents of our ads in Travel Agent magazine.
Philadelphia\LA
12. Mailout of information packets and videos to 7 tour operators advertising Middle East and Mediterranean tour packages in International Travel News.
Philadelphia\LA
13. Mailout of Eid cards in celebration of the joyous occasion of Eid. Phila.
14. Mailout of 1997 US-Dubai News of tourism developments during the year. 957 copies mailed to leading travel professionals.
Philadelphia\LA
15. Gulf Air, Chicago
Mailed multiple copies of Dubai tourism material to Gulf Air midwest manager for use in his marketing efforts. Philadelphia\LA

16. Commonwealth Travel Service, Virginia Beach
Mailed multiple copies of Dubai tourism material to aid in this agency's marketing efforts for their product to Dubai.
Philadelphia\LA
17. Ports of Call, Denver
Requested 100 copies of the UAE silver anniversary brochure, which will be distributed to the members of this incentive tour group, traveling to Dubai in March.
Philadelphia\LA
18. Produced and mailed the attached two "US-Dubai News for calendar 1997 highlights".
Philadelphia
19. Co-Edited press release with Cunard announcing their increased Dubai cruise calls in 1999.
Philadelphia
20. Coordinated '98 calendar of advertising insertions for Business Week and Travel Agent Magazine.
Philadelphia
21. Created presentation folder for cruise lines. Philadelphia\LA
22. Interview with Travel Weekly, Seatrade Cruise Review, Travel Agent Magazine, Outbound Traveler and Conde Naste. Philadelphia

ADMINISTRATION

1. Closed '97 books and opened '98.
2. Completed all monthly, quarterly and yearly tax declaration forms.
3. Issued W-2 forms to all staff.
4. Reconciled check book.
5. Sent DFA year end payroll summary, vacation\medical summary, 98 Holiday schedule and last '97 RFP.

US-DUBAI NEWS

Government of Dubai
Department of Tourism and Commerce Marketing

January 1, 1998

AIRPORT FREE ZONE OPENS AT DUBAI INTERNATIONAL AIRPORT

Standing at the crossroads of the world's busiest trading routes, Dubai has established itself as the commercial hub of a region with access to a market of over 1.4 billion people.

The new Airport Free Zone, which has an area of more than 2.2 million sq. meters, offers significant advantages for businesses because of the extensive airline connectivity as well as its proximity to Port Rashid and the Jebel Ali Free Zone. Like Jebel Ali, this new free zone offers 100% foreign ownership, a corporate tax holiday of 15 years renewable for another 15 years, no personal income tax, the freedom to repatriate both capital and profits, full exemption of import duties and the waiving of currency restrictions.

U. S. Companies in the Airport Free Zone:

AEI, an integrated logistics company, has announced that it will open a 85,000 square foot warehousing and distribution center at the start of 1998.

Boeing will open a distribution center for aeronautic spare parts.

Dell Computer Corporation has announced that it will open an office to spearhead the company's activities in the Middle East.

DHL has opened its new \$4 million air express center, which gives the company two dedicated air bays and is expected to handle about 6,000 shipments per day.

Digital Equipment Corporation has announced the relocation of its

Middle East headquarters from Bahrain to the Dubai Airport Free Zone.

Evans & Sutherland Computer Corporation announced in August that it is establishing a new, full-service Middle East branch office in the Airport Free Zone

United Parcel Service has expanded its Dubai Cargo Village hub. The new facility offers an extra 250 square meters of storage and sorting space for shipments via Dubai International Airport.

Among companies reported to have signed up to operate in the new Dubai Airport Free Zone from January 1998 are IBM, Mastech, Samsonite, and Abbott Labs.

Ritz-Carlton Dubai to open Summer 1998

The Ritz-Carlton has chosen Dubai for its Middle East debut. The 141- room resort property is located on 1000 feet of secluded beach, opposite the marina and Emirates Golf Club. All rooms feature stunning oceanfront views, and full-scale spa and recreation facilities are available year-round.

Commerce Highlights

Danka Business Systems, an automated office equipment supplier, is to set up a regional office in Dubai.

The UAE's first Dunkin' Donuts outlet has opened in Dubai's Warba Center.

Eastman Software Inc., a Kodak company, has opened a regional office in Dubai to provide support for its partners throughout the Middle East, Africa, and the Subcontinent.

The Gartner Group, a US-based IT consultancy, is to upgrade its Dubai presence to a fully-fledged office during the third quarter of this year.

To met the expected growth in the regional market, Gillette Middle East has officially opened a new headquarters office in Dubai.

JEBEL ALI FREE ZONE: 32 New American Companies

AFK International FZE, trading in tools, baby products, foods, shoes, consumer products

APM Trading Co., trading in testing & measuring equipment for water treatment, filters

Aero Parts & Services, trading in fuel systems related components, aircraft components

Ahmadi Brothers Inc., trading in carpets, drapes, pre-fabricated kitchen cabinets

Allied Products International Ltd., trading in medical, safety, health, and environmental products

American Food Systems Inc., trading in food & related products & equipment

Anixter Ltd., trading in wiring system products

Belden Internat'l, trading in wire, cable and cord products

Brightpoint Middle East FZE, trading in mobile telephones

Capital Consolidated, trading in foodstuff, dairy products, fabrics and garment accessories

Choice Mercantile FZE, trading in chemicals, fertilizers, foodstuff

Colgate-Palmolive (Middle East) Ltd., trading in personal and household care products

Edward/Vogt Valves, trading in purpose valves

Electronic Resources, trading in electronic components and computer hardware

Generators & Cranes FZE, trading in second hand generators and plant equipment

Hanbury FZE, trading in natural and chemical health food products

International Marketing & Management Group, trading in health care products, stationery, computer accessories

J. Ray McDermott, S.A., engineering & construction services

J. T. Gibbons, Inc., representative office

Keyline Inc., trading in perfumes, machinery, equipment, and raw materials for perfumery

Montebello Group Trading, trading in foodstuff, toiletries, furniture, building materials, plastics, textiles and carpets

National Oilwell, L.P., trading in production and exploration equipment and supplies

Pacific Wave International, assembly of computer components and systems

Gap International Sourcing FZE

has opened offices to oversee trading in shoes, casual apparel and related products

Pantara International Inc., trading in marble, granite, natural stone and construction equipment

Par Microsystems Corp., trading in computer hardware & software

Satex Enterprise Inc., trading in textile machinery, spare parts, raw materials

Shurlapeved Ltd., slitting of tapes

Unistar Enterprise Inc., trading in agricultural equipment, home appliances, industrial machinery, electrical cables

Yohem Trading, trading in marbles, coffee, oil seeds, automotive batteries & tires

York Airconditioning & Refrigeration FZE, trading in refrigeration systems, air-conditioning systems, and spare parts.

Coherent Communications chooses Jebel Ali

Leading voice enhancement and echo cancellation service, Coherent Communications Systems Corporation, held the formal opening of its Middle East office in the Jebel Ali Free Zone in May.

Coherent's President and COO, David Powell, attended the opening, commenting, "We recognize the importance of providing a local presence throughout the Middle East, and have been working steadily towards achieving this goal... Our choice of location was carefully considered - the Jebel Ali Free Zone Authority is the ideal site for our local operation, offering us an impressive range of facilities. In addition to our office, we plan to use this as our central distribution outlet and may consider manufacturing our products here in the future."

Commerce Highlights continued...

Annual capacity at Gulf Oil's Dubai lubricant blending plant is to be increased from 30,000 tons to 150,000 tons with the completion of an expansion program next January.

Hvide Marine Inc. has acquired the 37-vessel fleet of Dubai-based Gulf Marine and Maintenance Offshore Service Company (GMMOS) for \$61 million.

International Trucks, North America's largest producer of medium and heavy duty trucks and school buses, has opened a regional training center to complement its fully staffed office in Dubai. The center is located at Dynatrade Automotive, the exclusive dealer for International products in the UAE.

Lucent Technologies has announced that it will open an office in Dubai in a move to boost its regional coverage.

The first outlet of the Mail Boxes Etc. franchise in Dubai has been opened in the Karama district.

Dubai Investments and Mobil Corporation have set up a 50:50 joint venture tanker company, Dubai Mobil Shipping Co. (Dumoco). Its first acquisition is the 280,000 ton VLCC "Eagle."

Western Digital, a hard disk drive manufacturer, is to open a Middle East regional office in Dubai.

X Mind Systems is assembling desktop personal computers and servers in Dubai. The 12,000 square foot facility, completed in December, will be doubled in size in a second phase.

Xtra International, a container leasing company, has opened an office in Dubai to cover its Middle East operations.

Kinko's Brings 24-Hour Business Services to Dubai for the first time

A joint venture between Kinko's and the Kharafi Group will open the first two branches in Dubai in 1998. These openings will be followed by a roll-out of branches throughout the Middle East.

Fast Frame to open in Dubai

Brian Harper, President of Fast Frame USA, has announced the franchise's first outlet in Dubai. The company makes customized picture frames.

OTHER 1997 NEWS...

New business videos are available -- call us for your copy!

Corporate meeting planners and incentive planners joined DTCM for familiarization trips to Dubai.

DTCM participated in the International Business Expo in New York and the World Business Expo in Montreal to present business opportunities in Dubai. Dubai's first-class meeting venues were showcased at Meeting Professionals Int'l in Baltimore.

DTCM has opened its 12th overseas office in Mumbai, India.



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US-DUBAI NEWS

Government of Dubai
Department of Tourism and Commerce Marketing

January 1, 1998

DUBAI: NEW INTERNATIONAL CRUISE HUB

His Highness General Sheikh Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai, has announced an extensive project to develop Dubai as a cruise destination.

The project will involve the construction of a specialized cruise liner terminal at Port Rashid, incorporating customs, immigration facilities and a duty free complex. Dubai has already been chosen as a port of call by a number of cruise ships, including the QE2, Song of Flower, and Crystal Symphony. In 1997, Dubai hosted 14 cruise calls, with over 50 expected for 1998/99.

Cruising News:

Cunard Line: First to use Dubai as a hub port: 1999 will see a total of 10 port calls including *QEII* Round-the-world tour, *Royal Viking Sun* "Awesome Arabia," and *Sea Goddess II* on 7 cruises around the Gulf. *Sea Goddess II*, under charter to Peter Voll & Assoc., will make her maiden voyage to Dubai in '98 with two calls.

Radisson Seven Seas: Six-star *Song of Flower's* Arabian Gulf program uses Dubai as turn-around port; 4 voyages scheduled for 1998 in April, October & November.

Star Clipper: Starting in October 1998, Dubai will be added every spring and fall to re-positioning cruises between the Mediterranean and Thailand.

1998/99 calls to include:

<i>Silver Wind</i>	<i>QEII</i>	<i>Europa</i>	<i>Albatros</i>	<i>Maxim Gorkiy</i>
<i>Crystal Symphony</i>	<i>Royal Viking Sun</i>	<i>Song of Flower</i>	<i>Minerva</i>	
<i>Oriana</i> (maiden call)	<i>Sea Goddess II</i>	<i>Star Flyer</i>	<i>Calypso</i>	
	(maiden call)	(maiden call)		

Hotel Highlights

The 15-story **Al Boom Hotel**, designed in the shape of two racing dhows, is to be built on Dubai Creek as part of the new **Al Boom Tourist Village** development.

Five-star hotel **Al Bustan** opened in June with 300 rooms.

The **Dubai Marine Beach Resort's** new hotel is scheduled to open in early 1998.

Dutco Hotels LLC is to open a third property in early 1998.

The **Forte Grand Hotel** Dubai has become the first hotel in the Middle East to secure ISO9002 certification.

The **Four Points Sheraton** has been renamed the **Sheraton Deira**, reflecting its high quality standards.

Holiday Inn is planning a new hotel for 1998, as is **Howard Johnson**.

The **Jumeirah Beach Hotel** (previously the Chicago Beach) opened with 600 rooms, all with ocean view. The hotel's tower, which will be the tallest hotel tower in the world, is expected to open in 1999.

The **JW Marriott** will add 120 suites to the hotel's existing 235 rooms by the end of 1998.

Park Plaza Hotels is to manage a new 33-story, five-star hotel close to Dubai World Trade Center.

Radisson SAS Hotels Worldwide has opened a dedicated Middle East sales and marketing base.

The new 192-room **Ramada Continental Hotel** opened in October.

The **Ritz-Carlton** has chosen Dubai for its Middle East debut. The 141-room resort property is located on 1000 feet of secluded beach, opposite the marina and Emirates Golf Club. All rooms feature stunning oceanfront views, and full-scale spa and recreation facilities are available year-round.

Resort Development

North American Tour Operators Feature Dubai

Emirates develops ecotourism resort

Emirates, the international airline of the UAE, is now developing the UAE's first ecotourism resort in the Dubai desert, Al Maha, which is scheduled to open in early 1999.

The Al Maha will not be just another resort. It will be a specialized ecotourism project. As a responsible organization, Emirates has a role to play in ensuring the positive aspects of tourism go beyond just economic contributions to the country, but also include the benefits to the environment for all to enjoy. Ecotourism is a viable way to sustain the natural environment.

Emirates plans to dedicate 98% of the land to the establishment of a wildlife reserve, where the natural fauna and flora of the desert will be reintroduced, protected, and propagated. Man-made structures will be confined to just 2% of the site.

Other Developments:

Emaar Properties is developing Emirates Club Hills, which will incorporate a 27-hole golf course and 300 luxury villas on its 325 hectare site.

Two new permanent heritage villages are being built at Shindagha to show the seafaring and Bedouin lifestyles. Also, Sheikh Saeed's 100-yr.-old house has been opened as a national museum.

Hatta Heritage Village

The oasis village of Hatta, located an hour from Dubai, is to be modeled after a traditional Bedouin village. The new area will educate visitors about the region's traditions, wildlife, geology, and culture.

Also included are plans to develop a wildlife sanctuary, a recreational lake, a mountain cable car, and new, traditional-style visitor accommodation.

New for 1997:

Adventures Abroad, Vancouver, Canada -- 6 scheduled Dubai-Oman packages

Blue Charm Expeditions, West Chester, PA -- 1 Dubai World Cup package

Central Holidays, Jersey City, NJ -- wholesaling the Viaggiare (Rome) tour product of scheduled departures

Diners Fugazy, Chicago, IL -- 1 Dubai Shopping Festival package

Global Journeys, New York, NY -- Dubai scheduled departure as extension to Egypt tours

Intergolf, Atlanta, GA -- 1 Dubai Desert Classic package, 1 Round-The-World golfing package

Intrav, St. Louis, MO -- 2 cruise stops, 1 luxury RTW flight on private jet

Peak Time & Travel, New York, NY -- organizing Dubai stopover packages for travelers to India

Premier Sporting Vacations, Richboro, PA -- Dubai World Cup, Shopping Festival packages

Sea-Air Holidays, Stamford, CT -- Shopping Festival, Dubai-Maldives, Dubai-Oman packages

Viaggiare, New York, NY -- Dubai-Oman package

Travel Excellence, Schaumburg, IL -- 2 Dubai-Oman departures

Wide World of Golf, Carmel, CA -- RTW golfing package

1997 World Travel Awards

DTCM received two top honors at the 4th annual World Travel Awards ceremony in New York. Dubai was voted "Best Middle East Destination" and the DTCM as the "Best Middle East Tourism and Convention Bureau" in the ballot conducted by the World Travel Association.

Airline News

Emirates Airlines has signed a contract for two of the seven Boeing 777's it has on option. Delivery of the two aircraft will be in October and November 1998.

Northwest Airlines has begun code-share flights to Dubai, along with its alliance partner KLM.

Delta has begun code-share flights to Dubai, along with its alliance partner Swissair.

KLM, Swissair, Air France, and Lufthansa have all increased their flight frequency to Dubai, making it easier to reach the destination.

DTCM - North America 1997 trade shows

Dubai was highlighted as a new incentive destination at **IT & ME** in Chicago and as an exciting tourist destination at **USTOA** in Hawaii, **Tour Expos** in Los Angeles & New York, and the **American Travel Market** in Orlando. Canadian tourists discovered Dubai at the **Canada Travel and Leisure** show in Toronto.

DTCM participated in the **Seatrade Convention** in Miami, firmly establishing Dubai as an international cruise hub. Dubai's first-class meeting venues were showcased at **Meeting Professionals International** in Baltimore.

Top Conference Venue

Dubai was voted the world's top conference venue for the second year in a row by readers of **Business Travel World**.

ENDNOTES...

National Geographic aired a segment entitled "Camels on the Run" detailing the traditional sport of camel racing.

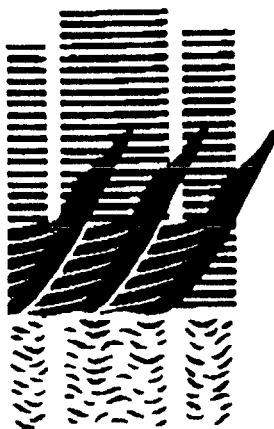
New **tourism videos** are also available at our offices -- call today for your copy!

Corporate meeting planners, cruise media, and incentive planners joined DTCM for several **familiarization trips** to Dubai.

Hard Rock Cafe, the international restaurant chain, has opened its first outlet in Dubai.

Halton Golf Travel and Power Places are planning golf tours of Dubai's three championship green grass golf courses in 1998.

DTCM has opened its 12th overseas office in **Mumbai, India**.



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COMMERCE ASSISTANCE LOG

JANUARY

MAILINGS

- Enterprise DXB & '97 Commerce/Tour Update mailings - 2431 pieces
- Seatrade Invite mailing - 48 pieces
- Jebel Ali Update mailing - 72 pieces

DATABASES

- Cruise Line DB - 346 labels
- Newsletter Contacts DB - 1696 labels
- Enterprise & Updates DB - 1427 labels
- Media Contacts DB - 235 labels
- Cunard Inner Circle DB - 97 labels

1/5

- V/ Algin/Savanah Limited requesting information on airport freezone and j/a (MCF follow-up)

1/6

- D. Payeh/Polygon GmbH requested information on commerce and tourism as well as commercial directory offer
- Y. Farani/Toyo Trading seeking information on car care product trading
- R. Hubbell/USA Jet Airlines requesting commerce information
- faxed M. Aghili a list of employment services

1/7

- R. Rabbi seeking import/export statistics for economic market research
- J.C. Lopez/21st Century Trading Corp. seeking information on business in Dubai
- L. Kapps/Coch Industries Inc. faxed copy of real estate agents in DXB
- response from OSIC regarding request from A. Drake/National Budget Merchandise regarding nails, bolts, screws, nuts manufacturers
- M. Aghili requesting list of manufacturers (comm directory) and commerce info

1/9

- V. Virkar/PanMedia Canada who has been appointed to represent the DWTC for the territory of Canada; seeking a 30 count supply of brochures

1/13

- R. Rudy/Global Trade Consultants seeking full information on DXB; included Gateway to the Gulf & both commerce and tour info

1/14

- M. Janowisky/SHI-HWA Stone Company of California seeking a list of Stone/Marble Importers and Exporters; sent request to OSIC and mailed commerce packet
- F. Moainie/Global Marketing seeking list of traders in ships/vessels; faxed Commercial Directory offer & Yacht Trading companies

1/15

- T. Lee seeking a job in DXB; provided with employment services list

1/16

- M. bin Khater/Beach Lake request for promotional material and videos

1/20

- response from OSIC regarding request from M. Janowisky/SHI-HWA Stone Co. of CA for lists of Stone/Marble Traders and Manufacturers

1/21

- J. Douglas/Jenny A Boutique requesting lists of Garment and Textile Traders and Manufacturers as well as gold souks & commerce information
- N. Driver/Ava Int'l requested list of Medical, Surgical Machinery and Instruments trading
- M. Aghili searching for employment in the metals manufacturing industry supplies metal parts manufacturers and emp svcs
- K. Aduzuhri seeking commerce and fast food restaurants info
- N. Bassam seeking info on casinos in DXB and employment opportunities

1/23

- J. Al-Bastaki a student from DXB seeking literature for a int'l fair; sent posters & supply of 20 tour&comm brochures
- per CH sent us cos in dxb list and comm update to Nahida/UAE Embassy

1/27

- A. Shalati/Delta Redro requesting trades show calendar and commerce info
- D. Bodzioch/Pharmaceutical Innovations info on DXB and visas

1/28

- N. Beezley/University of Wisconsin attending Gulf Education & Training Expo seeking DXB and hotel info
- M. Agha/Worldwide Trading Group Inc. seeking commerce info and computer software and equipment traders
- R.M. Davidson/J.P. Carey Inc. seeking info on banks in Dubai

January 1998
Tourism Ass't. Given

DA	FR	W	OF	FL	NAME	COMPANY	ST	T	M	ASSISTANCE
						JANUARY 1998				
2	DG	x			Erin Gilmore	World Express Travel	WA	x		26 zcrd/dest/duty fr/tour dxb/at a gl/dsf/dwc/golf/wtr/bird/ent
6	DG		x		Richard Fenners		NJ	x		tour dxb/zcrd/at a gl/Hyatt Hotel
6	PS			x	Doug McKenzie	ITT Sheraton	MA	x		ent/dest
6	PS		x		Ravi Muraka		NY	x		at a gl/zcard/tour dxb
7	MF		x		Emiy Weinstein	ERA	CA	x		tennis info/hotel broch/dest/tour dxb x2
7	DG	x			Betty Rothermich	Fair Winds Inc.	MO	x		dsf/dwc/bird/golf/wtr/tour dxb/zcrd/dest/hndbk/at a/ent/5 UAE
8	DG		x		Mr. Yogesh Shah		NJ	x		faxed visa require/appl
8	DG		x		Marion Slader		Ont	x		dest/at a/zcard/tour dxb/uae visa appl/require.
8	DG	x			Michael Pulling	Univer. of MN	MN	x		posters
8	DG	x			Bader Hasan Ali Hasan	ELS Language Ctr	CH	x		dest/golf/bird/wtr/zcrd/at a/duty fr/tour dxb/video/posters/ent
8	PS		x		Irmie Turtle	Turtle Tours	AZ	x		dest/ileg/dwc/dsf
8	PS		x			Bestway Tours & Safaris	BC	x		3 sets of: dest/ileg/dwc/dsf
9	PS		x		Tim Russo	Travel Incorp.	GA	x		golf/wtr/tour dxb x2/at a/zcrd/dest/bird/ent x2/dxb grd ops/98
9	DG		x		Phyllis Klang		WA	x		at a gl/zcrd/tour dxb/dxb grd ops
9	DG	x			Rae Lynn Craig	Island Travel	AR	x		wtr/bird/at a x2/tour dxb x2/dwc/dsf/zcrd x2/ent/dest/golf
13	PS		x		Helena Miele	(environmental writer)	NJ	x		Al Maha Desert Resort-Emirates development news release
15	DG	x			Joan B. Gerson, CTC	Rainbow Travel SVC	OK	x		dest/duty fr/zcrd/golf/wtr/bird/tour dxb/ent/at a/dsf/dwc
16	HJ		x		Shahram Tehrni		IL	x		at a/dest/ent x2/tour dxb x2/wtr
20	DG		x		Arnold Leland		NY	x		tour dxb/at a/zcrd/dsf 98
20	DG		x		Linda Rylott	Int'l. Travel	Ont	x		dest/wtr/golf/bird/at a/dest/ent/dsf/dwc/zcrd
20	HJ		x		Marion Sladen		Ont	x		at a/dest/ent x2/golf/tour x2/wtr/facts & figs
20	DG		x		Saleem Haque		CA	x		zcrd/at a/dsf/dest

January 1998
Tourism Ass't. Given

DA	FR	WI	OF	FU	NAME	COMPANY	ST	T	M	ASSISTANCE
20	DG		x		Dave Hawes		NE	x		tour dxb/zcrd/at a gl
20	PS			x	Al Thomas	Int'l. Travel Systems	NY	x		dxb grd ops brch/U.S. co in dxb/dest video/at a gl/ent/zcrd/c
21	DG		x		Char	Travel Premier	VA	x		faxed visa regulations
21	PS			x	Kuzma Kopano	Key Tours Int'l. (Travel Ag	VA	x		zcrd/dsf/dwc/video/dest/at a/golf/wtr/bird/tour dxb/ent
22	HJ		x		Sylvia Wright		MA	x		At a/dest/ent x2/facts & figs/golf/tour dxb x2/wtr
22	PS			x	Gerry Beauvais	BI	MN	x		conf & exhib/hotel info
22	HJ		x		Bill Wheeler		WA	x		at a/dest/ent x2/golf/in figs/tour dxb x2/wtr
22	PS			x		Bestway Tours & Safaris	BC	x		tour dxb x4
28	HJ		x		Sophia Dancause		QC	x		at a/dest/ent/golf/tour x2/wtr
28	HJ		x		Nadine Beezley	Unv. of WI	WI	x		at a/dest/ent/in figs/tour dxb/exb in dxb
29	PS			x	Ron Plummer	Passport Trvl Mngmt Grp	FL	x		dest/at a/ent/zcrd/airprt zcrd/wtr/golf/bird/conf&exhb/hndbk/grt

January Assistance Given

January 6

Fulfilled request of Listari Budiari from Unified Communications who sought a list of UAE national holidays.

January 8

Ms. Prem Kishore requested tour and travel information. Materials were gathered and forwarded.

January 8

Forwarded general tour and travel information on Dubai to Ms. Susan Penning from Travel Express, Inc.. Her office is promoting and organizing a tour to Dubai during the Shopping Festival.

January 22

Provided Listari Budiari from Unified Communications with information regarding Ramadan.

January 26

Mr. Leon Arouth from ATI called and requested information on the Auto Parts and Motor shows in Dubai. Information was gathered and sent.

January 27

Brian Zinati called and requested a list of conventions, conferences and exhibitions for the coming year in Dubai. The Dubai Calendar of Events was faxed to Mr. Zinati.

Telephone Tally

Type	Number
Comm. Indiv.	4
Comm. Corp.	6
Tour. Indiv.	15
Tour Corp.	8
Media Edit.	5
Total calls:	38

MONTHLY ACTIVITY REPORT

FEBRUARY 1998

NORTH AMERICA OFFICES

HEAD OFFICE PROJECTS

Name: Marine Life Aquarium *Philadelphia*
Date: U.S. Various
Place: Various
Received request from HO with architected plans on new aquarium to be built. Requested to meet with various planners and to provide list of developers. Report sent.

Name: Disney Millennium Proposal *Philadelphia*
Date: Calendar '99
Place: Orlando
Received proposal from Disney for Dubai Millennium Pavilion - sent to head office as info - proposal rejected.

Name: DTCM - Arabian Gulf/Indian Ocean Cruise Conference *Philadelphia*
Date: Jan./Feb. 1999
Place: Dubai
Received approval from D.G./DOD to coordinate with organizer, for DTCM to host first cruise conference in DXB.

DOMESTIC PROJECTS

Name: Seatrade Conference *Philadelphia/LA*
Date: 2-7 March, 1998
Place: Miami, FL
Report attached.

CRM/ISS
REGISTRATION UNIT
1998 MAR 26 PM 4: 47

Continue Page 2 (Monthly Activity Report- February, 1998 North America)

Name: L.A. Times Travel Expo *LA*
Date: 4 - 5 April, 1998
Place: Los Angeles, Ca
Ordered space, wrote press article for travel supplement, ordered promotional literature.

Name: Comdex *Philadelphia/LA*
Date: November, 1998
Place: Las Vegas
Received approval for 20 ft. x 20 ft. booth, opened discussions with stand designer, confirmed co-participants from JAFZA, DWTC and Airport Free Zone. Exploring possibility of Seminar.

Name: Consular Press Lunch *LA*
Date: 4 February
Place: Los Angeles, Ca
Attended press luncheon in LA. This is quarterly meeting of various Consular corporation members.

Name: CI Travel Show *Philadelphia*
Date: 14 - 15 March, 1998
Place: Virginia Beach, VA
Confirmed our participation at this large consumer show on a co-op basis with Sea Air Holidays. Booked space, ordered brochures. Used our portable display stand.

Name: MPI Annual Silent Auction *Philadelphia*
Date: 18 March, 1998
Place: Philadelphia, PA
Confirmed the donation of three items - a Dubai gift/food basket, carpet placements from the Dubai souk, and a Dubai golf course package - for the silent auction. Attended the organization's monthly meeting and offered to assist at the silent auction.

Name: Malaysia Airlines *Philadelphia*
Date: 2 - 4 May, 1998
Place: Chicago
Assisted with arrangements for a two day Dubai stopover on a May familiarization trip for U.S. travel trade. Investigated the possibilities of complimentary ground arrangements and hotel accommodations on behalf of the airline.

Continue Page 3 (Monthly Activity Report- February, 1998 North America)

Name: Malaysia Airline, Southeast U.S. *Philadelphia*
Date: February 27, 1998
Place: Miami, FL
Met with airlines regional sales manager and discussed ways we might work together for mutual benefit. This office is currently working on a tour package for the Dubai International Law Enforcement Games and is working closely with the cruise industry.

Name: ASTA World Congress *Philadelphia/LA*
Date: October, 1998
Place: LA
Received approval for 20 ft. x 20 ft. booth. Looking at costing to host reception for Dubai.

INWARD MISSIONS

Name: Corporate Meeting Planners *Philadelphia*
Date: 20 - 27 February, 1998
Place: DXB
Hosted fam trip to Dubai for 5 corporate meetings planners considering organizing meetings in Dubai. Unfortunately, due to Iraq crisis three planners canceled last minute.

Note: With new Malaysia Airlines non-stop service Newark - Dubai beginning in April, we have been asked to assist MAS with 5 future fams to Dubai. We are currently meeting with MAS to determine level of assistance required.

MARKETING VISITS

Received negative reply from Sandra Mc Nutt at **Arthur Anderson** accountancy in Los Angeles concerning coordinating a joint reception in L.A. with DTCM. Ms. Mc Nutt did not believe her firm would benefit from such a collaboration at this time.
LA

Followed up with Tamara Kreuger at **THQ**, leading U.S. developer of computer games. Ms. Kreuger is interested in possibly re-exporting goods through Dubai and was appreciative of the additional information we provided on U.S. companies trading in Jebel Ali Free

Trade Zone. Further, we are attempting to provide information at the present time concerning issues of video game piracy and unauthorized duplication. *LA*

Following up on our contact with Kimberly Rich at the **Los Angeles/Long Beach Port Authority**, the West Coast office is scheduled to meet with chamber of commerce officials in March to promote DTCM L.A. office activities available to the greater Los Angeles port region. *LA*

John Johnson of the **International Sign Association** confirmed plans to organize the Sign & Banner Middle East Exhibition in February, 1999 at the Dubai World Trade Center (see attached). *Philadelphia*

Meeting with Michael Muaddi and Saif Sultan of the **Jebel Ali Free Zone** to discuss joint marketing efforts. Confirmed assistance with Mr. Muaddi's visit to the States in April, as well as with Jebel Ali's co-participation in Comdex. *Philadelphia*

Meeting with Maqsood Ahmed of **U.S. Coatings** at Jebel Ali Free Zone, to discuss possibility of establishing a warehouse facility. *Philadelphia*

Meeting with David Guglielmi of the **U.S. Department of Commerce** in Washington, D.C. to update him on business opportunities in Dubai and to establish contact for future cooperation. *Philadelphia*

Khalil Jajati of **Jajati Batteries** has confirmed that he is planning to establish in the Free Zone, having submitted the next phase of papers to Mr. Muaddi. *Philadelphia*

Mr. Kevin Page of **Vinmar International** has submitted a preliminary application to Jebel Ali for petrochemical and plastics trading. Follow up from Mr. Muaddi awaited. *Philadelphia*

Discussions with Scott Hambridge, President **Sea Air Holidays** look for cruise ship to charter 1999 for 12-17 sailing's from Dubai. *Philadelphia*

Quik Lock, manufacture of container locks looking at JAFZA for warehousing - manufacture within two years. *Philadelphia*

Patrick Joley, VP **Estee Lauder**, looking at expanding his ME program to include opening show rooms and warehouse distribution in JAFZA. *Philadelphia*

Allister Mc Cleod, M Dir. of **Paddlewheel Cruises**, looking at building new cruise ships. Plans to cruise Scotland in summer, Mediterranean in fall and spring and either Secheylles or Dubai in winter.

Philadelphia

Timothy Fox, PR Agent for **Malaysia Air** - invited DNA on press flight of new service to DXB.

Philadelphia

Barbara Ruegner, EK NY - opened dialogue for EK fam trip 2-7 June for 10 different airlines that EK interchanges with.

Philadelphia

Received request from **JAFZA** for recommendation of US based exhibitions - response sent.

Philadelphia

Lee Lennon, International Developer Planner, **Norwegian Cruise Lines** - arrange meeting in Miami.

Philadelphia

John Stoll, Shore Execusion Mgr., **Silverseas**, arrange meeting in Miami.

Philadelphia

Pieter Van Gootens, **Seatrade - London.**, called for assistance in meetings in DXB for his upcoming visit.

Philadelphia

Anita Mc Whorter - **Star Clipper**, they make maiden voyage to DXB, October, 1998. Meeting to discuss how to expand future calls.

Holly Hutchinson and Mary Whitney - **Renaissance Cruise** - have not called DXB since 1994. Have two new ships on order for delivery 1998/99. Will consider DXB when receive new ships.

Philadelphia

Rick Strunck - **RCI/Celebrity Cruises** - looking at Dubai for 1999 reposition of one Celebrity Ship.

Philadelphia

Rob Wilkenson - **Cunard** - finalized 1999 itineraries, 10 call planned for DXB.

Philadelphia

MEDIA

Joint press release with Cunard announcing their new Arabian cruises.

Interview with Marsha Levin of the Washington Times doing article on cruising.

Interview with Seatrade - full page article on Dubai as cruise hub.

Interview with Travel Agent Magazine received two full pages on Dubai as cruise hub.

Interview with Travel Weekly - half page article on Dubai.

Direct Mail

- a. Follow up mailing from ASTA Tourfest to 56 Travel Agents.
- b. Direct mail to 4 Sports Tour organizers.
- c. Organized direct mail invites for Seatrade to 377 cruise contacts.
- d. Sent Seatrade invites to Germany, London, Milan and Paris for their distribution.
- e. Updated database for Enterprise - 1696 names.
- f. Developed and printed cruise manual for distribution to cruise lines.

2. February Assistance Given — LA

February 4

Zoe Habib from Tatum International Travel requested current tourism and travel statistics on Dubai for the agency's newsletter. The appropriate information was gathered and faxed to Ms. Habib the following day.

February 4

Mr. Magdi-Kaldas of Egy-Can Trading & Agencies is interested in expanding activities in the Arabian Gulf region. The company is a Canadian Exporting & Importing Company, dedicated to the trading of industrial, environmental and aerospace products between North America and the Middle East. Brochures were sent to provide Mr. Kaldas with additional information on how to begin conducting business in Dubai.

February 4

In response to an ad placed in Business Week magazine, Ms. Shirley Knull of AFI & All American Rugs & Jewels, faxed a request for information on how companies can profit from doing business in Dubai; information was sent.

February 4

Mrs. Sorgalun Palacios, a corporate travel consultant from Travel Dreams in Puerto Rico, requested through fax that we provide her with general tourism information with special emphasis on the cruise industry developing in Dubai. Several brochures and recent cruise articles were compiled and sent to Mrs. Palacios.

February 9

Mr. Hasan Choudry of LABOOST, a beverage company in Illinois, called and requested a list of soft drink manufacturers and distributors in Dubai. A list was obtained from OSIC through the head office and faxed to the inquirer.

LA Assistance

February 12

Vladimir Algin called to discuss business opportunities in Dubai involving spare parts for the computer hardware industry.

February 13

Mr. Michael Clason of Tours of Enchantment requested information and a video on Dubai as a travel destination. The new tourism video was sent to Mr. Clason in addition to several tourism brochures.

February 23

In response to Business Week ad, S. Katyal of Katyal International faxed in a request for information on conducting business in Dubai. Information on Dubai's Jebel Ali and Airport Free Trade Zones as well as the general business brochures were sent accordingly.

February 24

Shawn Rasouli and Paul Gabai of Micro First visited the West Coast office and discussed business opportunities in Dubai in general, and telecommunications importing opportunities specifically. The guests were given information including the Business Handbook and the Jebel Ali Free Trade Zone Business Guide upon departure and are planning to visit Dubai in March.

February 25

Mr. Ashraf Gouda of Professional Accounting & Insurance responded to a Business Week ad by sending in a fax requesting business information.

February 1998 Tourism Ass't. Given - Phila

DA	FR	WI	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
						FEBRUARY 1998				
2	DG	X			Jim Peterson	Gulf Air	IL	x		x6.grt inccnt/golf/wtr/bird/dsf/conf & ex/at a/tour dxb/zcrd/us
2	PS		x		Gaylen Koons	Maupintour	KS	x		us-dxb nws/jumeirah bch kit/chicago bch/sea air broch
2	PS			x	June Neff	PAMPI Office	NJ	x		zcrd/golf/conf&exh x2/at a x2/recipe bklt
2	PS			x	Kristi Hansman	Continental Airlines (Tourfies	TX	x		airport zcrd/zcrd/dest/emirates air/dsf/tour dxb/wtr/golf/grt
2	DG	x			Mary Greenwood	CurMar Cruises & Travel	IL	x		at a/zcrd/enter/golf/wtr/bird/us-dxb nws/dsf/dwc/tour dxb/cru
2	DG	x			Jean Wolf	Carlson Wagonlit Travel	TX	x		posters/zcrd/ent/us-dxb nws/tour dxb/golf/wtr/bird/dsf/dwc/at
3	PS		x		Yvonne Boules	Timely Travel	CA	x		dsf/bird/wtr/golf/dest/zcrd/enter/tour dxb/us-dxb nws
3	CH		x		Michelle Dashiell	World Travel Concepts	MD	x		tour dxb/dsf/zcrd/at a/golf/wtr/bird/us-dxb nws/enter
3	DG		x		Rainey Swann	BTI Americas	NY	x		tour dxb/duty fr/zcrd/at a/enter/golf/wtr/bird/us-dxb nws
3	CH			x	Timothy Fox	Fox Global Comm	CA	x		zcrd/at a /dest/grt inccnt/bird/golf/wtr/us-dxb nws/dest video
3	DG		x		Ms. Channing Sarvel		FL	x		tour dxb/zcrd/at a gl
4	PS			x	Larry Bleiberg	The Dallas Morning Nws	TX	x		dest video/zcrd/at a/dsf/dwc/ent/wtr/golf/bird/us-dxb/tour dxt
4	DG		x		Mr. Yasser Eskander	faxed			x	N.A. tour ops
5	DG		x		Sandy Richardson	Reed Travel Grp.	IL	x		jumeirah bch/ at a gl
6	PS			x	Kevin E. Breen	Malaysia Air	IL	x		list of N.A. co. operating in DXB
9	DG		x		Norma Sinnette	Franor Ent Devel Corp.	NY	x		Emirates Merchant Bank contact / dest
9	DG	x			Monique Elwell		NY	x		tour dxb/zcrd/at a /us-dxb nws/tour ops
9	PS			x	Werner Zehnder	Zegrahm Expeditions	WA	x		dest video/at a/zcrd/dest/golf/wtr/bird/tour dxb/ent/dsf/dwc/
13	PS	x			Gail Morchower	Int'l Game Fish Assoc.	FL	x		zcrd/wtr
13	PS			x	Suzanne Slavitter	Sports Empire	CA	x		dsf/at a/zcrd/golf/wtr/bird/world peace games/ileg/dest/tour

February 1998 Tourism Ass't. Given

DA	FR	W	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
13	PS			x	Ram Silverman	Golden Int'l., Inc.	TX	x		dsf/at a/zcrd/golf/wtr/bird/world peace games/ileg/dest/tour
13	PS			x	Stephen T. Parry	Golden Int'l., Inc.	TX	x		dsf/at a/zcrd/golf/wtr/bird/world peace games/ileg/dest/tour
17	PS			x	Kelly Stratton	Nationwide Insurance(Mtg Nw	CH	x		at a/zcrd/golf/wtr/dest/dsf/entx2/bird/tour dxb/grt incen/emira
19	PS			x	Charles Ross	Int'l. Gallery	CA	x		Sh. Saeed House/zcrd/bird/us-dxb nws/tour dxb
19	DG			x	Randy Woodward		MS	x		zcard/tour dxb
19	PS			x	Pam Smith	Bryan World Tours	KS	x		dsf/dwc/zcrd/at a/dest/golf/bird/jumeirah bch/entx2/us-dxb n
19	CH			x	Timothy Fox	Fox Global Comm.	CA	x		x5:at a/dest/bird/zcrd/golf/grt incen/wtr/us-dxb nws
20	HJ			x	Denise Garoner	American Expo SVC Int'l.	WI			dest/added to Enter mlg list
20	PS			x	Sara Waldheim	Sarandipity Trvl Design (Tot	CA	x		dsf/dwc/golf/wtr/bird/at a/zcrd/entx2/emriates air/jumeirah bch
23	DG			x	Mohammad Durrani		IL	x		cal. of events/exhib in dxb
23	DG			x	Patrick Shiflett		VA	x		tour dxb/zcrd/at a
23	PS			x	Jay Capperella	RE/MAX	NJ	x		golf/at a/zcrd
24	DG			x	Reza Ahmadi		TN	x		tour dxb/zcrd/at a/list of hotels w/rates
24	DG			x	Charles Griner	Payless Car Rental (ATM)	FL	x		conf&exhib fac/zcrd/at a/tour dxb/golf/wtr/bird/us-dxb nws/en
24	DG			x	Riad Damen	TMA Trvl & Tours (DSF 98)	MI	x		ent/DSF/DWC/golf/wtr/bird/at a/zcrd/us-dxb nws/tour dxb
24	DG	x			Nick Deramo	United Arab Agencies Inc.	NJ			75 at a gl(distributed to US exptrts/imprrts/frght frwrdrs/cargo
26	HJ			x	Helen Georgiardo		TX	x		at a/zcrd/dest/entx2/golf/in figs/tour dxb/wtr/us-dxb nws/emp
27	DG			x	Lilliane Gentry	American Travel (high intere	TX	x		duty fr/dest/at a/zcrd/golf/wtr/bird/dwc/dsf/enter/us-dxb nw
27	DG			x	Heidi Peterson	Am. Cultural Exchange (corp	WA	x		grt incen/conf&exhib fac/at a/zcrd/bird/golf/wtr/us-dxb nws/
27	DG	x			-	Triaena Travel & Tourism Int	NY	x		dest/at a/bird/golf/wtr/duty fr/us-dxb nws/dsf/zcrd/ent
27	DG	x			Wilma Goldenberg	Official Hotel Gde.	NJ	x		dest x2

February 1998 Tourism Ass't. Given

D/	FR	W	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE	
27	DG	x			Joseph A. Popowitch	Indian Prairie Public Library	IL	x		at a/uae yr bk/tour dxb/bird/golf/wtr/us-dxb nws/duty fr	
27	DG		x		Jenal Kissoonlal		FL	x		tour dxb/at a/zcrd/visa info	
27	DG		x		Jen Debellis	TWA	VA	x		cal of evnts/zcrd/at a/dsf/dwc/enter/duty fr/bird/golf/wtr/des	

FEBRUARY1998 INDIVIDUAL WRITTEN RESPONSES REPORT - *Phila*

DATE	NAME	AFFILIATION	STATE	ASSISTANCE TENDERED
		FEBRUARY		
03	S. FOLEY		DC	AT A, BUS DXB, DECIDE, (2) ENT, IN FIGS, FACTS
05	K. JAJATI		NY	BUS DXB, J/A DIR
10	S. MILAM		MD	J/A GDE, J/A UP, W/W, M/B, ENT, US-DXB NEV
13	E. HASROUMI		GA	BUS DXB, ENT, US-DXB NEWS
3	L. NOWELL		PA	BUS DXB, ENT, US-DXB
23	S. LAZOIE		CANADA	AT A, BUS DXB, (2) ENT, TOUR, US-DXB NEWS, E
23	F. AKINJISO		RI	AT A, BUS DXB, (2) ENT, IN FIGS, TOUR, US-DXB
27	C. DESILVA		CANADA	AT A, BUS DXB, ENT, IN FIGS, TOUR, US-DXB NEV
		TOTAL ENTRIES: 8		
		STATE DEMOGRAPHICS:		DC-1; PA-1;MD-1;CANADA-2;NY-1;
				RI-1; GA-1

FEBRUARY 1998 ASSISTANCE GIVEN REPORT

Phila

DATE	FROM	WRT	ORAL	NAME	COMPANY	STATI	COMM	J A	TOUR	ASSISTANCE
				FEBRUARY						
03	HSJ		x	C. Urfail	WNS	GA	x			bus dxb, decide, (2) ent, in figs, tour, us-dxb new
03	MCF		x	J. Johnson	Int'l Sign Assoc.	VA	x		x	m/b, tourism, decide on, at a, t-video
03	MCF		x	S. Hussain	Aurotech Inc.	NJ	x			bus dxb, ent, us-dxb news
03	MCF		x	J. Eisenfeld	So. African Embassy	DC		x		i/a gde, i/a dir, i/a up, w/w
04	HSJ		x	C. Urfail	WNS	GA		x		i/a gde, (2) i/a up
04	MCF		x	H. Choudhri	Laboost Inc.	IL	x			bus dxb, ent, us-dxb news, beverage traders
04	MCF	x		E. Pesics	ASU/Nexus Program	AR	x	x		i/a gde, i/a up, bus dxb, afz, c&t updates, in figs
05	MCF	x		L.M. Norgren	Norgren Assoc.	AZ	x		x	bus dxb, golf, hotel brochures
05	HSJ	x		P. Atarodian	SSIT	VA	x			at a, bus dxb, (2) ent, in figs, us-dxb news
10	HSJ		x	T. Baroudi	American Falcon International	NJ	x	x		i/a gde, w/w i/a up, ent, us-dxb, bus dxb
10	HSJ		x	A. Al Fayad	Science Voice	NY	x			at a, bus dxb, ent, in figs, us-dxb, ces'98, elec.
10	HSJ		x	H. Bushra	Enviro Hamid	Canada	x			at a, bus dxb, in figs, ent, facts, us-dxb, stats, e
10	MCF		x	J. Solomon	Jasama Group of Companies	NY	x	x		i/a gde, i/a up, w/w, bus dxb, ent, us-dxb
13	MCF		x	M. Ahmed	US Coatings & Distributors	IL	x	x		bus dxb, i/a gde, ent
13	MCF	x		A. Willis	The John Richard Collection	MS		x		i/a dir, us-dxb, ent
19	HSJ		x	E. Peterson	Find/FVP	NY	x		x	d/f, bus dxb, (2) ent, in figs, facts, C-vid, us-d
20	HSJ		x	T. Danesh	Computer Highway Connection	MD		x		i/a dir, w/w
24	HSJ	x		A. Gouda	Professional A&I	NY	x			at a, bus dxb, (2) ent, in figs, tour, us-dxb news
24	HSJ	x		J. Shaikh	Aaasha Trading	IL	x	x		at a, (2)ent, i/a gde, i/a up, us-dxb news
24	HSJ		x	E. Peterson	Find/FVP	NY	x		x	d/f, bus dxb, (2) ent, in figs, facts, c-vid, dest,
24	HSJ		x	T. Danesh	Computer Highway Connection	MD		x		i/a dir, w/w
24	HSJ	x		A. Malamud	Orient Express, Inc.	NY	x			at a, bus dxb, (2)ent, in figs, tour, us-dxb news
26	HSJ		x	R. Patini	Gold Merchants Inc.	Canada		x		at a, (2) ent, in figs, i/a gde, i/a up, us-dxb new
26	HSJ		x	M. Hauser	Willmet Stained Glass Co.	MN	x			at a, bus dxb, (3) ent, in figs, tour, wtc expo, us
26	HSJ		x	D. Bekele	Elado International Co.	MD	x			at a, bus dxb, ent(2), in figs, tour, wtc expos, us
26	HSJ	x		D. Wagner	IS Professional	FL	x			at a, bus dxb, (2)ent, in figs, tour, wtc expos, us
26	HSJ		x	R. Majo	Gribetz International	FL	x			at a, bus dxb, (2)ent, in figs, tour, wtc expos, us

Phila

FEBRUARY 1998 ASSISTANCE GIVEN REPORT

DATE	FROM	WRIT	ORAL	NAME	COMPANY	STAT	COMM	J A	TOUR	ASSISTANCE
26	HSJ		x	S. Rasouli	Basic Solutions	CA	x			at a, bus dxb, (2)ent, in figs, tour, comp equip, t
					TOTAL ENTRIES: 28					
					CATEGORY TOTALS:		21	11	4	

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE

REQUEST FOR PAYMENT

Io: 019 PR7

Date: 2 September, 1997

Opening balance Imprest as of (Date): 2 September, 1997

(15,179.43)

Reimbursement Received during the Month: RFP 007-97 (Less Adv.)
RFP 008-97

28,294.22

25,447.12

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 2 September, 1997

\$28,211.01

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
2/9/97		5638	CSH Net Pay		2,700.00	2,700.00
2/9/97		5649	PGS Net Pay		1,317.20	1,317.20
2/9/97		5643	DMG Net Pay		713.44	713.44
2/9/97		5644	MCF Net Pay		990.51	990.51
2/9/97		5645	HSJ Net Pay		610.57	610.57
2/9/97		5646	PWK Net Pay		776.92	776.92
2/9/97		EFTPS	Core States Bank			
			Federal Withholding Tax		1,089.96	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,561.10
2/9/97		5647	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by:

Date

Approved by:

Date

1998 MAR 26 PM 4: 47
CRM/ISS
REGISTERED UNIT

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE

REQUEST FOR PAYMENT

Io: 009-97 P. 5

Date: 9 September, 1997

Opening balance Imprest as of (Date): 2 September, 1997

\$28,211.01

Reimbursement Received during the Month: PR 2, 16 & 30 Sept.

\$31,052.70

Total Imprest:

\$59,263.71

Expenses during the current period (Details below):

\$32,179.41

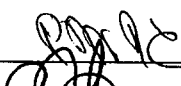
Balance available as of (Date): 9 September, 1997

\$27,084.30

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
9/9/97	467-7	5687	Ikon Office Solutions		98.44	98.44
9/9/97	468-7	5688	Bell Atlantic PA-local phone chgs.		286.56	286.56
9/9/97	469-7	5689	Replica-business cards HSJ		105.82	105.82
9/9/97	470-7		US Office-xfer fees(reimb. PR 2, 16 & 30 Sept.)		30.00	30.00
9/9/97	471-7	5690	Your Choice Coffee-supplies for off.		39.58	
			-credit		(12.95)	26.63
9/9/97	472-7	5691	The Ohio Casualty Group-business & auto partical ins.		205.24	205.24
9/9/97	473-7	5692	Unishippers Association-courier service	Nevada Police Assoc. Games	33.90	33.90
9/9/97	474-7	5693	Comcast Metrophone-cellular phone chgs.		533.00	533.00
9/9/97	475-7	5694	Marian C. Florence-exp. acct.		109.50	109.50
9/9/97	476-7	5695	Marian C. Florence-exp. acct.	Washington, D.C.	398.80	398.80
9/9/97	477-7	5696	Donna M. Gonzalez-exp. acct.	Dubai Tourism Certif. Prog.	456.72	456.72
9/9/97	478-7	5697	Heather S. Jones-cash advance	13th Business World Exh Montrea	200.00	200.00
9/9/97	479-7		US Off.-Stop payment fee not chg. (ref vo#272-7 RFP 006-97)		(20.00)	(20.00)

TOTAL REIMBURSEMENT REQUESTED

32,179.41

Requested by: 

Date

9/9/97

Approved by: 

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE

REQUEST FOR PAYMENT

Io: 009-97 P. 4

Date: 9 September, 1997

Opening balance Imprest as of (Date): 2 September, 1997

\$28,211.01

Reimbursement Received during the Month: PR 2, 16 & 30 Sept.

\$31,052.70

Total Imprest:

\$59,263.71

Expenses during the current period (Details below):

\$32,179.41

Balance available as of (Date): 9 September, 1997

\$27,084.30

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
4/9/97	452-7	5678	Bell Atlantic PA-home fax phone		273.55	273.55
4/9/97	453-7	5679	Federal Express-courier service	Nevada Police Assoc. Games	242.00	
				LA	24.50	266.50
4/9/97	454-7	5680	Barthco International, Inc.		118.65	118.65
4/9/97	455-7	5681	Barthco International, Inc.		202.86	202.86
4/9/97	456-7	5682	Federal Express-courier service	Nevada Police Assoc. Games	823.50	
				Daytona Nat'l Law Enfor. Games	45.25	
				Baltimore MPI	724.03	1,592.78
4/9/97	457-7	5683	Unishippers Association-courier service	Nevada Police Assoc. Games	179.00	179.00
4/9/97	458-7	5684	Unishippers Association-courier service	Nevada Police Assoc. Games	214.95	214.95
4/9/97	459-7	-----	National Premium Show-credit void ck#5611 Vo#403-7 ITME Chicago		(3,650.00)	(3,650.00)
4/9/97	460-7	5685	United Parcel Service-courier service	LA	256.50	
				Philadelphia Office	109.10	365.60
4/9/97	463-7	Deposit	Peter G. Streng-personal chgs.		(1.89)	(1.89)
4/9/97	464-7	Deposit	Peter G. Streng-cash advance re-paid		(800.00)	(800.00)
4/9/97	465-7	Deposit	Priscilla W. Kneringer-per. chgs.		(11.11)	(11.11)
			Pyramid Club-September dues		110.00	
9/9/97	466-7	5686	-late chg.		11.00	121.00

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

F

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

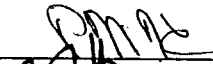
Io: 009-97 P. 3

Date: 9 September, 1997

Opening balance Imprest as of (Date): 2 September, 1997	\$28,211.01
Reimbursement Received during the Month: PR 2, 16 & 30 Sept.	\$31,052.70
Total Imprest:	\$59,263.71
Expenses during the current period (Details below):	\$32,179.41
Balance available as of (Date): 9 September, 1997	\$27,084.30

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
4/9/97	436-7	5653	McLaughlin & Morgan-PRwork June1997		2,500.00	2,500.00
4/9/97	437-7	5654	McLaughlin & Morgan-PRwork July 1997		960.00	960.00
4/9/97	438-7	5668	At&T-long distance phone chgs.		776.45	776.45
4/9/97	439-7	5669	Replica		517.35	517.35
4/9/97	440-7	5670	Independence Blue Cross-med. ins. staff September		1,775.12	1,775.12
4/9/97	441-7	5671	Bell Atlantic NYNEX Mobile-mobile phone chgs.		331.26	331.26
4/9/97	442-7	5672	Aries Limousine Service-PGS	Nat'l Law Enforce. Games Daytona	114.75	114.75
4/9/97	443-7		U.S. Office-xfer fee(reimb. RFP007-97 Partial)		30.00	30.00
4/9/97	444-7		U.S. Office-xfer fee(reimb. RFP008-97)		30.00	30.00
4/9/97	446-7	5673	Bell Atlantic-PA-local phone chgs.		250.52	250.52
4/9/97	447-7	5674	United Parcel Service-courier serv.	Philadelphia Office	34.50	
				ITME '97	12.75	47.25
4/9/97	448-7	5655	United States Postal Service-re-order postage for mach.		2,000.00	2,000.00
4/9/97	449-7	5675	United Parcel Service-courier serv. Phila.		42.00	
			-ITME		6.75	
			-JAFZA		21.00	
			-credit		(26.50)	
			-credit		(13.00)	30.25
4/9/97	450-7	5676	United Parcel Service-courier serv.		4.00	4.00
4/9/97	451-7	5677	Day Timers, Inc.-MCF		23.80	23.80

TOTAL REIMBURSEMENT REQUESTED

Requested by: 
 Approved by: 

Date: 9/9/97
 Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE

REQUEST FOR PAYMENT

No: 009-97 P. 2

Date: 9 September, 1997

Opening balance Imprest as of (Date): 2 September, 1997	\$28,211.01
Reimbursement Received during the Month: PR 2, 16 & 30 Sept.	\$31,052.70
Total Imprest:	\$59,263.71
Expenses during the current period (Details below):	\$32,179.41
Balance available as of (Date): 9 September, 1997	\$27,084.30

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
4/9/97	422-7	5658	Federal Express Corp.-courier service		200.89	
			-credit		(199.52)	1.37
4/9/97	423-7	5659	Marian C. Florence-exp. acct.	MPI - Baltimore	364.92	364.92
4/9/97	424-7	5652	The Ohio Casualty Group-business & auto ins. partial		814.96	814.96
1/9/97	425-7	5650	1628 Management Co., LLC-rent		3,528.56	
			-electric		339.94	
			-U & O		120.35	3,988.85
1/9/97	426-7	5651	G & T Video Productions-VHS duplicates		172.25	172.25
4/9/97	427-7	5660	Barthco International, Inc.		191.82	191.82
4/9/97	428-7	5661	Your Choice Coffee		35.40	35.40
4/9/97	429-7	5662	Barthco International, Inc.		122.75	122.75
4/9/97	430-7	5663	Comcast Metrophone-cellular phone chgs.		422.73	
			-late charge		6.74	429.47
4/9/97	431-7		U.S. Office-xfer fee (reimb. PR 5 & 19 August)		20.00	20.00
4/9/97	432-7	5664	Aries Limousine Service-DMG	Dubai Tourism Certification Prog.	114.75	114.75
4/9/97	433-7	5665	Lanier Worldwide, Inc.-repairs to fax machine		176.01	176.01
4/9/97	434-7	5666	Pyramid Club-August dues		110.00	110.00
4/9/97	435-7	5667	Pitney Bowes Inc.-postage meter rental		202.50	
			-reset chgs.		57.00	
			-taxes		18.17	277.67

TOTAL REIMBURSEMENT REQUESTED

Requested by: *[Signature]*

Date: 9/9/97

Approved by: *[Signature]*

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 009-97

Date: 9 September, 1997

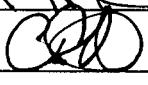
Opening balance Imprest as of (Date): 2 September, 1997	\$28,211.01
Reimbursement Received during the Month: PR 2, 16 & 30 Sept.	\$31,052.70
Total Imprest:	\$59,263.71
Expenses during the current period (Details below):	\$32,179.41
Balance available as of (Date): 9 September, 1997	\$27,084.30

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
11/8/97	405-7	5613	Peter G. Streng-cash advance	Nevada Police Association Games	300.00	300.00
11/8/97	406-7	5614	Central Parking System-August fee co. car		200.00	200.00
7/8/97	407-7	5615	Charles S. Heath-exp. acct.		479.85	479.85
12/8/97	408-7	5616	Charles S. Heath-cash advance	NY Trip	1,000.00	1,000.00
13/8/97	409-7	5617	Lexus Financial Services-co. car July		466.58	
			-late charge		46.66	513.24
18/8/97	410-7	5625	Charles S. Heath-exp. acct.		266.07	266.07
18/8/97	411-7	5626	Charles S. Heath-exp. acct.	NY Mktg visits & media Interview	1,786.49	1,786.49
27/8/97	412-7	5628	Peter G. Streng-exp. acct.		123.75	123.75
27/8/97	413-7	5629	Peter G. Streng-exp. acct.		142.00	142.00
27/8/97	414-7	5630	Peter G. Streng-exp. acct.		7.44	7.44
27/8/97	415-7	5631	Peter G. Streng-exp. acct.	International Police & Fire Games	885.00	885.00
27/8/97	416-7	5632	Peter G. Streng-exp. acct.	Nevada Police Assoc. Games	2,526.87	2,526.87
27/8/97	417-7	5633	Peter G. Streng-exp. acct.	MPI - Baltimore	1,584.34	1,584.34
27/8/97	418-7	5634	Peter G. Streng-exp. acct.	Nat'l Law Enforc. Games-Daytona	2,233.72	2,233.72
21/8/97	419-7	5635	Marian C. Florence-exp. acct.	MPI - Baltimore	2,096.64	2,096.64
27/8/97	420-7	5636	Marian C. Florence-exp. acct.		19.95	19.95
25/8/97	421-7	5637	Lexus Financial Services-co. car August lease		466.58	466.58

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 9/9/97

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE
REQUEST FOR PAYMENT

Vo: 020 PR7

Date: 16 September, 1997

Opening balance Imprest as of (Date): 16 September, 1997

\$27,084.30

Reimbursement Received during the Month:

Total Imprest:

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 16 September, 1997

\$16,733.40

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
16/9/97		5698	CSH Net Pay		2,700.00	2,700.00
16/9/97		5699	PGS Net Pay		1,317.20	1,317.20
16/9/97		5700	DMG Net Pay		713.44	713.44
16/9/97		5701	MCF Net Pay		990.51	990.51
16/9/97		5702	HSJ Net Pay		610.57	610.57
16/9/97		5703	PWK Net Pay		776.92	776.92
16/9/97		EFTPS	Core States Bank			
			Federal Withholding Tax		1,089.96	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,561.10
			PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by:

Date

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 021 PR7

Date: 30 September, 1997

Opening balance Imprest as of (Date): 30 September, 1997

\$16,733.40

Reimbursement Received during the Month:

Total Imprest:

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 30 September, 1997

\$6,382.50

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
30/9/97		5710	CSH Net Pay		2,700.00	2,700.00
30/9/97		5711	PGS Net Pay		1,317.20	1,317.20
30/9/97		5712	DMG Net Pay		713.44	713.44
30/9/97		5713	MCF Net Pay		990.51	990.51
30/9/97		5714	HSJ Net Pay		610.57	610.57
30/9/97		5715	PWK Net Pay		776.92	776.92
30/9/97		EFTPS	Core States Bank			
			Federal Withholding Tax		1,089.96	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,561.10
			PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: 

Date: 9/30/97

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 010-97 P. 4

Date: 6 October, 1997

Opening balance Imprest as of (Date): 6 October, 1997

\$6,382.50

Reimbursement Received during the Month: RFP 009-97

\$32,179.41

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$33,969.27

Balance available as of (Date): 6 October, 1997

\$4,592.64

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
6/10/97	523-7	6639	Replica-printing on Postcards	ITME	67.95	67.95
6/10/97	524-7	6640	United Parcel Service-courier service	ITME	18.00	
				LA	13.50	
				Phila. Office	45.00	76.50
6/10/97	525-7	6641	Federal Express-duty chgs.	13th Buss World Exhib. Montreal	7.86	7.86
6/10/97	526-7	6642	Staples, Inc.-stationary supp. for off.		320.30	320.30
6/10/97	527-7	6643	Bell Atlantic-PA-home fax phone		236.55	236.55
6/10/97	528-7	6644	Staples, Inc.-supplies for office		11.45	
			-credit memo		(9.16)	2.29
6/10/97	529-7	6645	Central Parking System-October fee for co. car parking		200.00	200.00
6/10/97	530-7	6646	Federal Express-courier service	Phila. Office	338.38	
				13th Bus World Expo Montreal	18.70	357.08
6/10/97	531-7	6647	Aries Limousine Service-CSH		114.75	114.75
6/10/97	532-7	6648	Bell Atlantic-PA-local phone charges		295.34	295.34
6/10/97	533-7	6649	Pyramid Club-dues for October		110.00	110.00
6/10/97	534-7	6650	United Parcel Service-courier service	ITME '97 Chicago	441.95	
				2nd day saving ck. (disc.)	(20.00)	
				US Phila. Office	143.00	564.95
6/10/97	535-7	6651	Staples, Inc.-supplies for office		6.02	6.02
6/10/97	536-7	Deposit	Peter G. Streng-re-payment of cash advance		(100.00)	(100.00)

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

10/19/97

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 010-97 P. 3

Date: 6 October, 1997

Opening balance Imprest as of (Date): 6 October, 1997

\$6,382.50

Reimbursement Received during the Month: RFP 009-97

\$32,179.41

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$33,969.27

Balance available as of (Date): 6 October, 1997

\$4,592.64

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
6/10/97	510-7	6626	United Parcel Service-courier serv.	US Phila. Office	5.75	
				LA	10.50	
				ITME '97	6.75	
				Seatrade '98	5.75	28.75
6/10/97	511-7	6627	United Parcel Service-courier service	LA	11.75	
				US Phila. Office	56.00	67.75
6/10/97	512-7	6628	Barthco International, Inc.		967.78	967.78
6/10/97	513-7	6629	General Accident Insurance-CSH		150.00	150.00
6/10/97	514-7	6630	United Parcel Service-courier service	LA	7.25	
				Next day air saving ck. (disc.)	(25.00)	
				US Phila. Office	83.75	66.00
6/10/97	515-7	6631	Heather S. Jones-exp. acct.	13th Bus World Exhib. Montreal	129.30	129.30
6/10/97	516-7	6632	Marian C. Florence-exp. acct.		184.45	184.45
6/10/97	517-7	6633	Your Choice Coffee-supplies for off.		31.68	31.68
6/10/97	518-7	6634	Federal Express-courier service	13th Bus World Exhib. Montreal	34.28	34.28
6/10/97	519-7	6635	Federal Express-courier service	US Phila. Office	12.75	
				Daytona Nat'l Law Enfor. Games	133.75	
				Nevada Police Assoc.Games	456.25	602.75
6/10/97	520-7	6636	Peter G. Streng-exp. acct.	USTOA	1,200.00	1,200.00
6/10/97	521-7	6637	Peter G. Streng-exp. acct.	USTOA	1,150.00	1,150.00
6/10/97	522-7	6638	Replica-printing on Postcards	ITME	133.40	
			-business cards DMG		98.90	
			-tax		16.26	248.56

TOTAL REIMBURSEMENT REQUESTED

Requested by: PMM

Date: 10/9/97

Approved by: [Signature]

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE
REQUEST FOR PAYMENT

Jo: 010-97 P. 2

Date: 6 October, 1997

Opening balance Imprest as of (Date): 6 October, 1997

\$6,382.50

Reimbursement Received during the Month: RFP 009-97

\$32,179.41

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

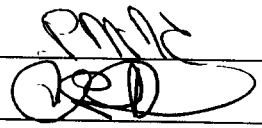
\$33,969.27

Balance available as of (Date): 6 October, 1997

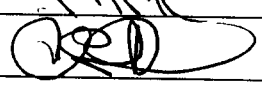
\$4,592.64

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
26/9/97	495-7	5727	Peter G. Streng-exp. acct.		27.76	27.76
2/10/97	496-7	6613	Independence Blue Cross-medical insurance for staff		1,775.12	1,775.12
1/10/97	497-7	6614	1628 Management Co., LLC-rent		3,528.56	
			-U&O		120.35	
			-electric		310.48	3,959.39
2/10/97	498-7	6618	Central Parking System-Sept. co. car parking		200.00	200.00
6/10/97	499-7	6620	Your Choice Coffee-supplies for office		38.35	38.35
1/10/97	500-7	6615	CICA-dental ins. for staff 10-1/ 1-1-98		974.25	
			-administration fees		15.00	989.25
2/10/97	501-7	6612	Freemen Decorating-dep. booth Intertex	Intertex-Toronto	8,000.00	8,000.00
2/10/97	502-7	6616	Peter G. Streng-cash advance	ITME '97	750.00	750.00
2/10/97	503-7	6617	Donna M. Gonzalez-exp. acct.	ITME '97	883.00	883.00
2/10/97	504-7		US Office-xfer fee (reimb. RFP 009-97)		30.00	30.00
6/10/97	505-7	6621	Aries Limousine Service-CSH		114.75	114.75
6/10/97	506-7	6622	Pitney Bowes-supplies postage machine		114.10	114.10
6/10/97	507-7	6623	Ikon Office Solutions-monthly fee		92.00	
6/10/97			-tax		6.44	98.44
6/10/97	508-7	6624	Bell Atlantic NYNEX Mobile-mobile phone chgs.		303.70	303.70
6/10/97	509-7	6625	AT&T-long distance phone chgs.		767.45	767.45

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 10/9/97

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 010-97

Date: 6 October, 1997

Opening balance Imprest as of (Date): 6 October, 1997

\$6,382.50

Reimbursement Received during the Month: RFP 009-97

\$32,179.41

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

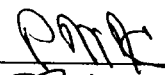
\$33,969.27

Balance available as of (Date): 6 October, 1997

\$4,592.64

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
26/8/97	445-7	5639	Charles S. Heath-exp. acct.		486.15	486.15
26/8/97	461-7	5640	Charles S. Heath-exp. acct.	MPI	325.05	325.05
26/8/97	462-7	5641	Charles S. Heath-exp. acct.	NY Mktg visit	1,173.60	1,173.60
18/9/97	480-7	5704	Charles S. Heath-exp. acct.	Mktg visit	640.00	640.00
17/9/97	481-7	5705	Charles S. Heath-exp. acct.	NY Mktg visit	523.69	523.69
16/9/97	482-7	5706	Charles S. Heath-exp. acct.		132.50	132.50
16/9/97	483-7	5707	Charles S. Heath-exp. acct.		419.11	419.11
6/10/97	484-7	6619	The Ohio Casualty Group-bus. & auto partical pay.		205.24	205.24
18/9/97	485-7	5709	Peter G. Streng-cash advance	NY Mktg. visit	100.00	100.00
19/9/97	486-7	5718	Marian C. Florence-exp. acct.	13 Bus World Expo Montreal	1,471.37	1,471.37
24/9/97	487-7	5719	Embassy of the United Arab Emirates-Roseanne Longo		30.00	30.00
29/9/97	488-7	5720	FARA Registration Unit -6 mos Justice rept.		305.00	305.00
26/9/97	489-7	5721	Peter G. Streng-exp. acct.	MKTG meeting Zeus Tours	166.36	166.36
26/9/97	490-7	5722	Peter G. Streng-exp. acct.		48.65	48.65
26/9/97	491-7	5723	Peter G. Streng-exp. acct.		142.00	142.00
26/9/97	492-7	5724	Peter G. Streng-exp. acct.	ITME	250.00	250.00
26/9/97	493-7	5725	Peter G. Streng-exp. acct.	ASTA	125.00	125.00
26/9/97	494-7	5726	Peter G. Streng-exp. acct.		142.00	142.00

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 10/9/97

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 022 PR7

Date: 14 October, 1997

Opening balance Imprest as of (Date): 14 October, 1997	\$4,592.64
Reimbursement Received during the Month: PR 14 & 28 October	20,701.80
Total Imprest:	\$25,294.44
Expenses during the current period (Details below):	\$10,350.90
Balance available as of (Date): 14 October, 1997	\$14,943.54

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
14/10/97		6654	CSH Net Pay		2,700.00	2,700.00
14/10/97		6655	PGS Net Pay		1,317.20	1,317.20
14/10/97		6656	DMG Net Pay		713.44	713.44
14/10/97		6658	MCF Net Pay		990.51	990.51
14/10/97		6659	HSJ Net Pay		610.57	610.57
14/10/97		6657	PWK Net Pay		776.92	776.92
14/10/97		EFTPS	Core States Bank			
			Federal Withholding Tax		1,089.96	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,561.10
14/10/97		6660	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: 

Date: 10/14/97

Approved by: 

Date: _____

Date _____

Date_

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 012-97 P. 2 Revised

Date: 24 October, 1997

Opening balance Imprest as of (Date): 24 October, 1997

(16,044.46)

Reimbursement Received during the Month: RFP 010-97 & 011-97

\$64,957.27

Total Imprest:

\$48,912.81

Expenses during the current period (Details below):

\$22,482.25

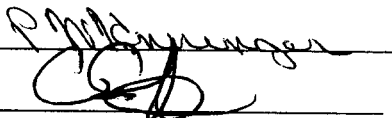
Balance available as of (Date): 24 October, 1997

\$26,430.56

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
24/10/97	557-7	6685	Bell Atlantic Mobile -mobile phone chgs.		431.73	431.73
24/10/97	558-7	6686	Independence Blue Cross-medical ins. staff November		1,775.12	1,775.12
24/10/97	559-7	6687	United Parcel Service-courier service	US Office	83.00	83.00
24/10/97	560-7	6688	Replica-printing on cards	MPI	41.60	41.60
24/10/97	561-7	6689	Bell Atlantic -PA-home fax chgs.		205.21	205.21
24/10/97	562-7	6690	Aries Limousine Service-DMG	ITME '97 Chicago	82.00	82.00
24/10/97	563-7	6691	Barthco International, Inc.		174.22	174.22
24/10/97	564-7	6692	United Parcel Service-courier service	ITME '97 Chicago	78.00	
				US Office	77.25	155.25
24/10/97	565-7	6693	Staples, Inc.		14.89	14.89
24/10/97	566-7	6694	Aries Limousine Service-PGS	ITME '97 Chicago	84.50	84.50
24/10/97	567-7	6695	Aries Limousine Service-DMG	ITME '97 Chicago	82.00	82.00
24/10/97	568-7	6696	Your Choice Coffee		50.95	50.95
24/10/97	569-7	6697	Charles F. Kremp		50.83	50.83
24/10/97	570-7	6698	Peter G. Streng-exp. acct.		142.00	142.00
24/10/97	571-7	6699	Marian C. Florence-exp. acct.		129.45	129.45
24/10/97	572-7	6700	Marian C. Florence-exp. acct.	13th World Business Expo	1,962.91	1,962.91
24/10/97	573-7	6701	AT&T-long distance phone chgs.		1,033.93	1,033.93

TOTAL REIMBURSEMENT REQUESTED

Requested by:



Date 11-12-97

Approved by:



Date

Date _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 023 PR7 Revised

Date: 28 October, 1997

Opening balance Imprest as of (Date): 28 October, 1997

\$26,430.56

Reimbursement Received during the Month:

Total Imprest:

\$26,430.56

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 28 October, 1997

\$16,079.66

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
28/10/97		6672	CSH Net Pay		2,700.00	2,700.00
28/10/97		6673	PGS Net Pay		1,317.20	1,317.20
28/10/97		6674	DMG Net Pay		713.44	713.44
28/10/97		6675	MCF Net Pay		990.51	990.51
28/10/97		6676	HSJ Net Pay		610.57	610.57
28/10/97		6677	PWK Net Pay		776.92	776.92
28/10/97		EFTPS	Core States Bank			
			Federal Withholding Tax		1,089.96	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,561.10
28/10/97		6680	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: *M. K. Chatterjee*

Date: 11/12/97

Approved by: *CSH*

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

lo: 024 PR7

Date: 11 November, 1997

Opening balance Imprest as of (Date): 11 November, 1997

\$16,079.66

Reimbursement Received during the Month:

Total Imprest:

\$16,079.66

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 11 November, 1997

\$5,728.76

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
11/11/97		6710	CSH Net Pay		2,700.00	2,700.00
11/11/97		6711	PGS Net Pay		1,317.20	1,317.20
11/11/97		6712	DMG Net Pay		713.44	713.44
11/11/97		6713	MCF Net Pay		990.51	990.51
11/11/97		6714	HSJ Net Pay		610.57	610.57
11/11/97		6715	PWK Net Pay		776.92	776.92
11/11/97		EFTPS	Core States Bank			
			Federal Withholding Tax		1,089.96	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,561.10
11/11/97		6716	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: *Richard M. Krueger*

Date: 11/11/97

Approved by: *CRH*

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

o: 013-97 P. 3

Date: 17 November, 1997

Opening balance Imprest as of (Date): 17 November, 1997

\$5,728.76

Reimbursement Received during the Month: PR 11 & 25 Nov., '97

\$20,701.80

Total Imprest:

\$26,430.56

Expenses during the current period (Details below):

\$38,483.62

Balance available as of (Date): 17 November, 1997

(\$12,053.06)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
17/11/97	611-7	6743	Aries Limousine Service-CSH	Cruise Media Fam Trip	114.75	114.75
17/11/97	612-7	6744	United Parcel Service-courier service	ITME '97	495.05	
				Cruise Media Fam Trip	46.75	
				American Travel Market/Orlando	20.25	
				USTOA/Tour Expo	299.95	
				Intratex Toronto	76.00	
				US Office-Phila.	36.00	974.00
17/11/97	613-7	6745	Your Choice Coffee-supplies for office		28.18	28.18
17/11/97	614-7	6746	Replica-business cards Omar Suliman	LA Office	264.08	264.08
17/11/97	615-7	6747	Pyramid Club-November dues		110.00	
			-meals		80.19	190.19
17/11/97	616-7	6748	Comcast Metrophone-cellular phone chgs.		519.04	519.04
17/11/97	617-7	6749	Pitney Bowes-postage meter rental		202.50	
			-6 reset chgs.		57.00	
			-taxes		18.17	277.67
17/11/97	618-7	6750	Barthco International, Inc.		139.50	139.50
17/11/97	619-7	6751	Doylestown Store & Lock-co. storage facility		495.44	495.44
17/11/97	620-7	6752	Charles S. Heath-cash advance	Intratex Toronto	3,000.00	3,000.00
17/11/97	621-7	6753	All American Life Insurance-PWK premium		160.50	160.50
17/11/97	622-7	6754	Ikon Office Solutions-monthly fee		102.00	
			-tax		7.14	109.14

TOTAL REIMBURSEMENT REQUESTED

38,483.62

Requested by:

Date

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

lo: 013-97 P. 2

Date: 17 November, 1997

Opening balance Imprest as of (Date): 17 November, 1997

\$5,728.76

Reimbursement Received during the Month: PR 11 & 25 Nov., '97

\$20,701.80

Total Imprest:

\$26,430.56

Expenses during the current period (Details below):

\$38,483.62

Balance available as of (Date): 17 November, 1997

(\$12,053.06)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
13/11/97	595-7	6730	Charles S. Heath-exp. acct.	Intartex Toronto	203.30	203.30
13/11/97	596-7	6731	Charles S. Heath-exp. acct.	Intartex Toronto	616.32	616.32
13/11/97	597-7	6732	Charles S. Heath-exp. acct.	Intartex Toronto	3,333.85	3,333.85
13/11/97	598-7	6733	Charles S. Heath-exp. acct.	Intartex Toronto	1,885.71	1,885.71
17/11/97	599-7		US Office-x-fer fees (reimb. PR 11 & 25 Nov. '97)		30.00	30.00
17/11/97	600-7	6720	G&T Video Productions		59.63	59.63
17/11/97	601-7	6721	G&T Video Productions		49.55	49.55
17/11/97	602-7	6734	The Ohio Casualty Group-partical pay. auto&business ins.		205.24	205.24
17/11/97	603-7	6735	Wiltel-phone repair		160.50	160.50
17/11/97	604-7	6736	Bell Atlantic-PA-local phone chgs.		285.54	285.54
17/11/97	605-7	6737	Pitney Bowes-re-order supplies postage machine		12.73	12.73
17/11/97	606-7	6738	Replica-bus. cards PGS		151.30	151.30
17/11/97	607-97	6739	United Parcel Service-courier service	American Travel Market	308.95	
				Intratex Toronto	34.50	
				Cruise Media Fam Trip	95.25	
				US Office-Phila.	98.50	537.20
17/11/97	608-7	6740	Your Choice Coffee-supplies off.		17.80	17.80
17/11/97	609-7	6741	Your Choice Coffee-supplies off.		12.73	12.73
17/11/97	610-7	6742	United Parcel Service-courier service	USTOA/Tour Expo	117.30	
				American Travel Market	52.90	
				US Office-Phila.	109.75	279.95
TOTAL REIMBURSEMENT REQUESTED						

Requested by:

Date

11/17/97

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE

REQUEST FOR PAYMENT

Io: 013-97

Date: 17 November, 1997

Opening balance Imprest as of (Date): 17 November, 1997

\$5,728.76

Reimbursement Received during the Month: PR 11 & 25 Nov., '97

\$20,701.80

Total Imprest:

\$26,430.56

Expenses during the current period (Details below):

\$38,483.62

Balance available as of (Date): 17 November, 1997

(\$12,053.06)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
27/10/97	578-7	6706	1628 Management Co., LLC-rent November		3,528.56	
			-Electric		317.35	
			-U & O		120.35	3,966.26
27/10/97	579-7	6707	Peter G. Streng-exp. acct.	American Travel Market	3,437.07	3,437.07
31/10/97	580-7	6708	G&T Video Productions		258.38	258.38
5/11/97	581-7	6709	Embassy of UAE-canadian visa DER school		30.00	30.00
27/10/97	582-7	6717	Charles S. Heath-exp. acct.		521.68	521.68
12/11/97	583-7	6718	Charles S. Heath-exp. acct.		204.24	204.24
12/11/97	584-7	6719	Charles S. Heath-exp. acct.		75.00	75.00
17/11/97	585-7	6722	Peter G. Streng-exp. acct.	Emirates Roadshow	2,507.23	2,507.23
27/10/97	586-7	6704	Embassy of UAE-canadian visa DER school		30.00	30.00
27/10/97	587-7	6705	US Postal Services-reorder postage for machine		1,500.00	1,500.00
17/11/97	588-7	6723	Peter G. Streng-exp. acct.	USTOA	25.00	25.00
17/11/97	589-7	6724	Peter G. Streng-exp. acct.	ITME '97	70.00	70.00
17/11/97	590-7	6725	Peter G. Streng-exp. acct.	USTOA Tour Expo '97	3,342.04	3,342.04
11/11/97	591-7	6726	Peter G. Streng-exp. acct.		37.88	37.88
12/11/97	592-7	6727	Charles S. Heath-exp. acct.	USTOA	4,485.00	4,485.00
13/11/97	593-7	6728	Charles S. Heath-exp. acct.	Intartex Toronto	2,247.00	2,247.00
13/11/97	594-7	6729	Charles S. Heath-exp. acct.	Intartex Toronto	1,633.00	1,633.00

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

o: 025 PR7

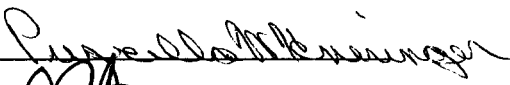
Date: 25 November, 1997

Opening balance Imprest as of (Date): 25 November, 1997	(\$12,053.06)
Reimbursement Received during the Month: RFP 012-97	22,482.25
Total Imprest:	\$10,429.19
Expenses during the current period (Details below):	\$10,350.90
Balance available as of (Date): 25 November, 1997	\$78.29

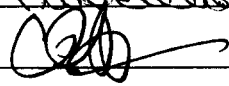
Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
25/11/97		6757	CSH Net Pay		2,700.00	2,700.00
25/11/97		6758	PGS Net Pay		1,317.20	1,317.20
25/11/97		6759	DMG Net Pay		713.44	713.44
25/11/97		6760	MCF Net Pay		990.51	990.51
25/11/97		6761	HSJ Net Pay		610.57	610.57
25/11/97		6762	PWK Net Pay		776.92	776.92
25/11/97		EFTPS	Core States Bank			
			Federal Withholding Tax		1,089.96	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,561.10
25/11/97		6763	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: 

Date: 11/25/97

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE

REQUEST FOR PAYMENT

No: 014-97 P. 3

Date: 5 December, 1997

Opening balance Imprest as of (Date): 5 December, 1997

\$78.29

Reimbursement Received during the Month: RFP 013-97

\$38,483.62

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$30,902.31

Balance available as of (Date): 5 December, 1997

\$7,659.60

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
5/12/97	655-7	6814	Aries Limousine Service-CSH	Intratex Tronto	84.50	84.50
5/12/97	656-7	6815	Wiltel-phone repair		160.50	160.50
5/12/97	657-7	6816	United Parcel Service-courier serv.	Tour Expo '97 Trade Show	43.80	
				West Coast Mktg. Visit	18.50	
				US office-Phila.	112.25	174.55
5/12/97	658-7	6817	Bell Atlantic-PA-local phone chgs.		291.93	291.93
5/12/97	659-7	6818	United Parcel Service-courier service	American Travel Mktg. Orlando	6.00	6.00
5/12/97	660-7	6819	Lexus Financial-co. car December lease payment		466.58	466.58
5/12/97	661-7	6820	Aries Limousine Service-CSH	Intratex Toronto	84.50	84.50
5/12/97	662-7	6821	Staples, Inc.-office supplies		6.27	6.27
5/12/97	663-7	6822	Staples, Inc.-office supplies		10.19	10.19
5/12/97	664-7	6823	Staples, Inc.-office supplies		12.54	12.54
5/12/97	665-7		U.S. Office-xfer fees (reimb. RFP 013-97)		30.00	30.00
5/12/97	666-7		Priscilla W. Kneringer-ret. ck #6762		(776.92)	
			-reissued ck. #6795		776.92	0.00
2/12/97	667-7		Marian C. Florence-ret. ck #6760		(990.51)	
			-reissued ck. #6785		990.51	0.00
20/11/97	668-7	6756	Freeman Decorating	Intratex Toronto	10,460.67	10,460.67

TOTAL REIMBURSEMENT REQUESTED

30,902.31

Requested by:

Date

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

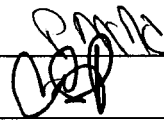
Io: 014-97 P. 2

Date: 5 December, 1997

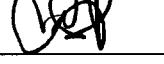
Opening balance Imprest as of (Date): 5 December, 1997	\$78.29
Reimbursement Received during the Month: RFP 013-97	\$38,483.62
Total Imprest:	\$38,561.91
Expenses during the current period (Details below):	\$30,902.31
Balance available as of (Date): 5 December, 1997	\$7,659.60

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
5/12/97	638-7	6798	Marian C. Florence-exp. acct.	West Coast Mktg. Visits	438.75	438.75
5/12/97	639-7	6799	Sea Air Holidays	American Travel Market	1,323.84	1,323.84
5/12/97	640-7	6800	Peter G. Streng-exp. acct.		40.14	40.14
5/12/97	641-7	6801	Peter G. Streng-exp. acct.		15.46	15.46
5/12/97	642-7	6802	Spike's Trophies		30.82	30.82
5/12/97	643-7	6803	Marian C. Florence-exp. acct.		129.45	129.45
5/12/97	644-7	6804	Aries Limousine Service-CSH	Cruise Media Fam Trip Dubai	114.75	114.75
5/12/97	645-7	6805	Federal Express-courier service		142.37	142.37
5/12/97	646-7	6806	United Parcel Service-courier serv.	West Coast Mktg. Visit	28.50	
				US Office-Phila.	202.50	231.00
5/12/97	647-7		U.S. Office-x-fer fee(reimb. RFP 012-97)		30.00	30.00
5/12/97	648-7	6807	Bell AtlanticBell Atlantic Mobile		361.91	361.91
5/12/97	649-7	6808	Replica	MPI Expo	38.79	38.79
5/12/97	650-7	6809	Staples, Inc.-office supplies		205.97	205.97
5/12/97	651-7	6810	AT & T-long distance phone chgs.		841.03	841.03
5/12/97	652-7	6811	Barthco International, Inc.		150.70	150.70
5/12/97	653-7	6812	Bell Atlantic PA-home fax phone		20.94	20.94
5/12/97	654-7	6813	United Parcel Service-courier serv.	LA	31.00	
				American Travel Mktg. Orlando	102.75	
				US Office-Phila.	33.50	167.25

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 12/5/97

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 014-97

Date: 5 December, 1997

Opening balance Imprest as of (Date): 5 December, 1997

\$78.29

Reimbursement Received during the Month: RFP 013-97

\$38,483.62

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$30,902.31

Balance available as of (Date): 5 December, 1997

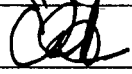
\$7,659.60

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
25/11/97	623-7	6781	Peter G. Streng-cash advance	USTOA Annual Conference	500.00	500.00
2/12/97	624-7	6784	Marian C. Florence-exp. acct.	West Coast Mktg. Visits	3,732.41	3,732.41
25/11/97	625-7	6782	Marian C. Florence-exp. acct.	LA Trainee West Coast Mktg. Visits	254.11	254.11
2/12/97	626-7	6755	Commonwealth of Pennsylvania-registration co. car		36.00	36.00
2/12/97	627-7	6786	Charles S. Heath-exp. acct.		250.57	250.57
2/12/97	628-7	6787	Charles S. Heath-exp. acct.	Intratex Toronto	1,806.73	1,806.73
2/12/97	629-7	6788	Charles S. Heath-exp. acct.	Intratex Toronto	400.00	400.00
2/12/97	630-7	6789	Charles S. Heath-exp. acct.	Mktg. Visit Washington, D.C.	1,189.66	1,189.66
2/12/97	631-7		Peter G. Streng-ret. ck # 6758 & 6767		(2,634.40)	
			-reissued ck# 6790		2,634.40	0.00
5/12/97	632-7	6791	1628 Management Co., LLC-rent December		3,528.56	
			-U & O		120.35	
			-Electric		308.62	3,957.53
3/12/97	633-7	6792	Central Parking Systems-November increase		10.00	
			-December co. car parking		210.00	220.00
3/12/97	634-7	6793	Lexus Financial-co. car lease payment November		466.58	466.58
3/12/97	635-7	6794	Independence Blue Cross-medical ins. for staff December		1,775.12	1,775.12
5/12/97	636-7	6796	Peter G. Streng-exp. acct.		100.20	100.20
5/12/97	637-7	6797	Peter G. Streng-exp. acct.		142.00	142.00

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 12/5/97

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 026 PR7

Date: 9 December, 1997

Opening balance Imprest as of (Date): 9 December, 1997

\$7,659.60

Reimbursement Received during the Month:

Total Imprest:

\$7,659.60

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 9 December, 1997

(\$2,691.30)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
9/12/97		6766	CSH Net Pay		2,700.00	2,700.00
9/12/97		6767	PGS Net Pay		1,317.20	1,317.20
9/12/97		6768	DMG Net Pay		713.44	713.44
9/12/97		6769	MCF Net Pay		990.51	990.51
9/12/97		6770	HSJ Net Pay		610.57	610.57
9/12/97		6771	PWK Net Pay		776.92	776.92
9/12/97		EFTPS	Core States Bank			
			Federal Withholding Tax		1,089.96	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,561.10
9/12/97		6772	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: *Priscilla A. Manger*

Date: 12/9/97

Approved by: *[Signature]*

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

o: 027 PR7

Date: 23 December, 1997

Opening balance Imprest as of (Date): 23 December, 1997

(2,691.30)

Reimbursement Received during the Month: PR 9 & 23 December '97

20,701.80

Total Imprest:

\$18,010.50

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 23 December, 1997

\$7,659.60

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
23/12/97		6773	CSH Net Pay		2,700.00	2,700.00
23/12/97		6774	PGS Net Pay		1,317.20	1,317.20
23/12/97		6775	DMG Net Pay		713.44	713.44
23/12/97		6776	MCF Net Pay		990.51	990.51
23/12/97		6777	HSJ Net Pay		610.57	610.57
23/12/97		6778	PWK Net Pay		776.92	776.92
23/12/97		EFTPS	Core States Bank			
			Federal Withholding Tax		1,089.96	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,561.10
23/12/97		6779	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by:

Date

Approved by:

Date

REQUEST FOR PAYMENT

Date: 31 December, 1997

\$7,659.60

\$30,902.31

\$38,561.91

\$30,392.95

\$8,168.96

TOTAL REIMBURSEMENT REQUESTED

Date 11/9/98

Date _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 015-97 P. 3.

Date: 31 December, 1997

Opening balance Imprest as of (Date): 30 December, 1997

\$7,659.60

Reimbursement Received during the Month: RFP 014-97

\$30,902.31

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$30,392.95

Balance available as of (Date): 31 December, 1997

\$8,168.96

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
30/12/97	703-7	6748	The Ohio Casualty Group-car & bus ins.		205.24	205.24
30/12/97	704-7	6849	Ikon Office Solutions-developer for copier		67.14	67.14
30/12/97	705-7	6850	Pyramid Club		110.00	110.00
30/12/97	706-7	6851	Your Choice Coffee		92.13	92.13
30/12/97	707-7	6852	Federal Express-courier service	Toronto	32.90	32.90
30/12/97	708-7	6853	Bright Sign Co., Inc.	Seatrade	61.53	61.53
30/12/97	709-7	6854	Bright Sign Co., Inc.	Seatrade	2,251.82	2,251.82
30/12/97	710-7	6855	Bright Sign Co., Inc.	USTOA-Golf	895.06	895.06
30/12/97	711-7	6856	United Parcel Service-courier service	USTOA-Golf	44.25	
				U. S. Office- Phila.	68.75	113.00
30/12/97	712-7	6857	Barthco International, Inc.		210.00	210.00
30/12/97	713-7		U.S. Office-x-fer fees (reimb. RFP 014-97)		30.00	30.00
30/12/97	715-7	Deposit	Peter G. Streng-cash advance re-payment		(500.00)	(500.00)
30/12/97	716-7		CoreStates Bank-serv. chgs. December		127.14	127.14
30/12/97	717-7		CoreStates Bank-serv. chgs. November		173.79	173.79
30/12/97	718-7	6858	USTOA	USTOA Annual Conference	13,275.00	13,275.00
30/12/97	719-7	6859	Marian C. Florence-exp. acct.		123.54	123.54
18/12/97	720-7	6860	Charles S. Heath-exp. acct.	Discover Dubai	486.50	486.50

TOTAL REIMBURSEMENT REQUESTED

Requested by: PMT

Date: 11/9/98

Approved by: CSA

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 015-97 P. 2.

Date: 31 December, 1997

Opening balance Imprest as of (Date): 30 December, 1997	\$7,659.60
Reimbursement Received during the Month: RFP 014-97	\$30,902.31
Total Imprest:	\$38,561.91
Expenses during the current period (Details below):	\$30,392.95
Balance available as of (Date): 31 December, 1997	\$8,168.96

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
30/12/97	686-7	6832	Federal Express-courier serv.	USTOA	27.75	27.75
30/12/97	687-7	6833	Staples, Inc.		41.76	41.76
30/12/97	688-7	6834	Staples, Inc.		17.12	17.12
30/12/97	689-7	6835	Federal Express Corp.-courier service		258.03	258.03
30/12/97	690-7	6836	United Parcel Service-courier service		49.40	49.40
30/12/97	691-7	6837	Ikon Office Solutions-copier mo. fee		109.14	109.14
30/12/97	692-7	6838	Bell Atlantic Mobile-mobile phone chgs.		280.29	280.29
30/12/97	693-7	6839	Aries Limousine Service-CSH		114.75	114.75
30/12/97	694-7		U.S. Office-x-fer fee (reimb. PR 9 & 23 Dec. '97		30.00	30.00
30/12/97	695-7	6840	Aries Limousine Service-CSH		114.75	114.75
30/12/97	696-7	6841	Peter G. Streng-exp. acct.		45.04	45.04
30/12/97	697-7	6842	Peter G. Streng-exp. acct.		50.00	50.00
30/12/97	698-7	6843	Peter G. Streng-exp. acct.		127.00	127.00
30/12/97	699-7	6844	Peter G. Streng-exp. acct.	USTOA Annual Conference	4,684.18	4,684.18
30/12/97	700-7	6845	Goben Convention Services	Naples Travel Show	45.30	45.30
30/12/97	701-7	6846	United Parcel Service-courier service	USTOA-Golf	347.30	
				US Office- Phila.	68.75	416.05
30/12/97	702-7	6847	Comcast Metrophone-cellular phone chgs.		246.56	246.56

TOTAL REIMBURSEMENT REQUESTED

Requested by: PMA
 Approved by: QAD

Date: 11/9/98
 Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 015-97

Date: 31 December, 1997

Opening balance Imprest as of (Date): 30 December, 1997

\$7,659.60

Reimbursement Received during the Month: RFP 014-97

\$30,902.31

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$30,392.95

Balance available as of (Date): 31 December, 1997

\$8,168.96

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
16/12/97	669-7	6824	Marian C. Florence-reimb. return ck. fee		16.00	16.00
16/12/97	670-7	6826	Priscilla W. Kneringer-NSF & ret. ck. fee		37.00	37.00
18/9/97	714-7	5708	Keenan Motors-car deposit		500.00	500.00
16/10/97	671-7	Deposit	Keenam Motors-re-payment for car deposit		(500.00)	(500.00)
29/10/97	672-7	Deposit	Heather S. Jones-re-payment cash advance		(200.00)	(200.00)
29/10/97	673-7	Deposit	UPS-claim check		(100.00)	(100.00)
21/11/97	674-7	Deposit	Peter G. Streng-per. chgs.		(58.20)	(58.20)
21/11/97	675-7	Deposit	Peter G. Streng-cash advance re-payment		(750.00)	(750.00)
12/12/97	676-7	Deposit	Heather S. Jones-per. chgs.		(70.12)	(70.12)
12/12/97	677-7	Deposit	Priscilla W. Kneringer-per. chgs.		(12.69)	(12.69)
12/12/97	678-7	Deposit	Marian C. Florence-per. chgs.		(21.08)	(21.08)
12/12/97	679-7	Deposit	Donna M. Gonzalez-per. chgs.		(24.27)	(24.27)
17/12/97	680-7	Deposit	Peter G. Streng-per. chgs.		(2.97)	(2.97)
30/12/97	681-7	6827	Peter G. Streng-exp. acct.		70.02	70.02
30/12/97	682-7	6828	Peter G. Streng-exp. acct.		17.88	17.88
30/12/97	683-7	6829	Peter G. Streng-exp. acct.		60.00	60.00
30/12/97	684-7	6830	Peter G. Streng-exp. acct.		142.00	142.00
30/12/97	685-7	6831	Peter G. Streng-exp. acct.		37.67	37.67

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

REQUEST FOR PAYMENT

Date: 31 December, 1997

\$8,168.96

\$30,392.95

\$38,561.91

\$7,609.14

\$30,952.77

[illegible]

7,609.14

Date 1-29-98

Date _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

o: 001 PR8

Date: 6 January, 1998

Opening balance Imprest as of (Date): 6 January, 1998

\$30,952.77

Reimbursement Received during the Month: PR 6 & 20 January, 1998

20,701.80

Total Imprest:

\$51,654.57

Expenses during the current period (Details below):

\$10,350.90

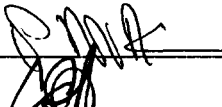
Balance available as of (Date): 6 January, 1998

\$41,303.67

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
6/1/98		6864	CSH Net Pay		2,700.00	2,700.00
6/1/98		6865	PGS Net Pay		1,323.70	1,323.70
6/1/98		6866	DMG Net Pay		714.02	714.02
6/1/98		6867	MCF Net Pay		990.80	990.80
6/1/98		6868	HSJ Net Pay		610.86	610.86
6/1/98		6869	PWK Net Pay		761.63	761.63
3/1/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
6/1/98		6870	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: 

Date: 1/6/98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

o: 002 PR8

Date: 20 January, 1998

Opening balance Imprest as of (Date): 20 January, 1998

\$41,303.67

Reimbursement Received during the Month:

Total Imprest:

\$41,303.67

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 20 January, 1998

\$30,952.77

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
20/1/98		6885	CSH Net Pay		2,700.00	2,700.00
20/1/98		6886	PGS Net Pay		1,323.70	1,323.70
20/1/98		6887	DMG Net Pay		714.02	714.02
20/1/98		6888	MCF Net Pay		990.80	990.80
20/1/98		6889	HSJ Net Pay		610.86	610.86
20/1/98		6890	PWK Net Pay		761.63	761.63
20/1/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
20/1/98		6891	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: 

Date: 1/20/98

Approved by: 

Date:

GOVERNMENT

o: 003 PR8

Opening balance Imprest as of (Date): 3 February, 1998

Reimbursement Received during the Month:

Total Imprest:

Expenses during the current period (Details below):

Balance available as of (Date): 3 February, 1998

\$30,952.77

\$30,952.77

\$10,350.90

\$20,601.87

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
3/2/98		6883	CSH Net Pay		2,700.00	2,700.00
3/2/98		6884	PGS Net Pay		1,323.70	1,323.70
3/2/98		6900	DMG Net Pay		714.02	714.02
3/2/98		6901	MCF Net Pay		990.80	990.80
3/2/98		6902	HSJ Net Pay		610.86	610.86
3/2/98					761.63	761.63
		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
3/2/98		6904	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Approved by: _____

Requested by:

Date _____

Date _____

2/3/8

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 001-98 P. 4

Date: 6 February, 1998

Opening balance Imprest as of (Date): 6 February, 1998

\$20,601.87

Reimbursement Received during the Month:

Total Imprest:

\$20,601.87

Expenses during the current period (Details below):

\$65,609.21

Balance available as of (Date): 6 February, 1998

(\$45,007.34)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
6/2/98	049-8	6939	Replica-printing on office stationery		284.62	284.62
6/2/98	050-8	6940	Replica-printing on office stationery		779.60	779.60
6/2/98	051-8	6941	Ikon Office Solutions-mo. fee for copier Jan.		109.14	109.14
6/2/98	052-8	6942	Central Parking Systems-Parking co.car Feb.		210.00	210.00
6/2/98	053-8	6943	USTOA	USTOA Golf Tournament	2,123.65	2,123.65
6/2/98	054-8	6944	SNTTA Emirates Tours		62.00	62.00
6/2/98	055-8	6945	Aries Limousine Service-PGS	Midwest Mktg. Visits	114.75	114.75
6/2/98	056-8	6946	Lexus Financial Services-co.car lease Feb.		466.58	466.58
6/2/98	057-8	6947	United Parcel Service-courier service	West Coast-LA	92.50	
				Dubai Fam	33.00	
				ASTA Tour Fest	165.00	
				Philadelphia Office	76.50	367.00
6/2/98	058-8	6948	Pyramid Club-February dues		115.00	
			-late charge		12.10	127.10
6/2/98	059-8	6949	Freemen Decorating Company	Seatrade '98	13,427.25	13,427.25
6/2/98	060-8	6950	Marian C. Florence	Beyond Borders Conference	350.00	350.00

TOTAL REIMBURSEMENT REQUESTED

65,609.21

Requested by:

Date: 2/6/98

Approved by:

Date:

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

to: 001-98 P. 3

Date: 6 February, 1998

Opening balance Imprest as of (Date): 6 February, 1998

\$20,601.87

Reimbursement Received during the Month:

Total Imprest:

\$20,601.87

Expenses during the current period (Details below):

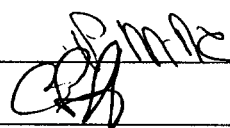
\$65,609.21

Balance available as of (Date): 6 February, 1998

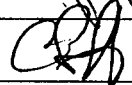
(\$45,007.34)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
6/2/98	033-8	6924	United Parcel Service-courier serv.	MPI US Office	15.00 28.50	43.50
6/2/98	034-8	6925	Ron Mesaros-Seatrade photos for graph	Seatrade '98	356.00	356.00
4/2/98	035-8	6912	Charles S. Heath-exp. acct.	Seatrade	300.00	300.00
4/2/98	036-8	6913	Charles S. Heath-exp. acct.	Seatrade	450.00	450.00
6/2/98	037-8	6927	Your Choice Coffee-supplies for office		72.08	72.08
6/2/98	038-8	6928	Bell Atlantic Mobile-mobile phone chgs.		314.27	314.27
3/2/98	039-8	6929	Pyramid Club-January dues		110.00	
			-late chgs.		11.00	121.00
6/2/98	040-8	6930	Comcast Metrophone-cellular phone chgs.		450.33	450.33
6/2/98	041-8	6931	Bell Atlantic-PA-local phone chgs.		282.88	282.88
6/2/98	042-8	6932	Bell Atlantic-PA-home fax machine		131.65	131.65
6/2/98	043-8	6933	Barthco International, Inc.		125.02	125.02
6/2/98	044-8	6934	United Parcel Service-courier service		52.75	52.75
6/2/98	045-8	6935	United Parcel Services-courier service		15.25	15.25
6/2/98	046-8	6936	United Parcel Service-courier service	Midwest Mktg. Visit West Coast Office Philadelphia Office	92.50 48.00 51.50	192.00
6/2/98	047-8	6937	Federal Express-courier service		10.00	10.00
6/2/98	048-8	6938	Replica-printing on office stationery		777.02	777.02

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 2/6/98

Approved by: 

Date:

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 001-98 P. 2

Date: 6 February, 1998

Opening balance Imprest as of (Date): 6 February, 1998	\$20,601.87
Reimbursement Received during the Month:	
Total Imprest:	\$20,601.87
Expenses during the current period (Details below):	\$65,609.21
Balance available as of (Date): 6 February, 1998	(\$45,007.34)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
3/2/98	017-8	6908	The Ohio Casualty Group- business & auto ins. partical payment		410.48	410.48
3/2/98	018-8	6909	1628 Management Co., LLC-rent for February		3,528.56	
			-electric		305.99	
			-U & O		120.35	3,954.90
28/1/98	019-8	6910	Charles S. Heath-exp. acct.		539.04	539.04
28/1/98	020-8	6911	Comdex\Fall '98	Comdex\Fall '98	19,980.00	19,980.00
4/2/98	021-8	6914	TCB-Displays-supplies for portable display stand		107.00	107.00
4/2/98	022-8	6915	Lidan M. Toole Consulting Limited	Canada Travel & Leisure show	1,284.96	1,284.96
6/2/98	023-8	6916	Marian C. Florence-exp. acct.		189.45	189.45
6/2/98	024-8	6917	Paul Revere Ins. Group-disability ins. 6 mos.		3,934.98	3,934.98
6/2/98	025-8	6918	Staples, Inc.-office supplies		273.03	
			-credit memo		(6.27)	266.76
6/2/98	026-8	6919	AT&T-long distance phone chgs.		440.66	440.66
6/2/98	027-8	6920	Federal Express Corporation-courier service		290.23	290.23
6/2/98	028-8	6921	Bell Atlantic-PA local phone calls		278.09	278.09
6/2/98	029-8	6922	Bell Atlantic -PA home fax phone		262.72	262.72
6/2/98	030-8		US Office-x-fer fee (reimb. RFP015-97)		20.00	20.00
6/2/98	031-8	6923	Your Choice Coffee-supplies for office		22.40	22.40
6/2/98	032-8		US Office-x-fer fee (reimb. PR 6 & 20 January '98)		20.00	20.00

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 2/6/98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Jo: 001-98

Date: 6 February, 1998

Opening balance Imprest as of (Date): 6 February, 1998

\$20,601.87

Reimbursement Received during the Month:

Total Imprest:

\$20,601.87

Expenses during the current period (Details below):

\$65,609.21

Balance available as of (Date): 6 February, 1998

(\$45,007.34)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
6/1/98	001-8	6871	Attache Publishing Services, Inc.-Eid cards		75.00	75.00
6/1/98	002-8	6872	1628 Management Co., LLC-rent January		3,528.56	
			-electric		265.53	
			-U & O		120.35	3,914.44
6/1/98	003-8	6873	Independence Blue Cross-med ins for staff for January		1,775.12	1,775.12
6/1/98	004-8	6874	CICA-dental ins for staff partical pay.		1,032.78	
			-administrative fees		15.00	1,047.78
3/1/98	005-8	6875	Central Parking System-fee for co. car January		210.00	210.00
14/1/98	006-8	6879	Seatrade Cruise Review-1 yr. subscription		75.00	75.00
21/1/98	007-8	6893	Peter G. Streng-cash advance	Midwest Marketing -Asia Tourfes	500.00	500.00
21/1/98	008-8	6894	Peter G. Streng-exp. acct.		55.00	55.00
21/1/98	009-8	6895	Peter G. Streng-exp. acct.		17.35	17.35
21/1/98	010-8	6896	Peter G. Streng-exp. acct.		142.00	142.00
21/1/98	011-8	6897	Peter G. Streng-exp. acct.		130.00	130.00
21/1/98	012-8	6898	Peter G. Streng-exp. acct.		634.00	634.00
27/1/98	013-8	6899	Lexus Financial-co. car lease pay January		466.58	466.58
2/2/98	014-8	6905	G&T Video Productions-duplicate loop VHS tapes		93.28	93.28
3/2/98	015-8	6906	Independence Blue Cross-med. ins. for staff February		1,775.12	1,775.12
3/2/98	016-8	6907	AT&T-long distance phone chgs Jan.		581.43	581.43

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

REQUEST FOR PAYMENT

Date: 13 February, 1998

(45,007.34)

\$20,701.80

(\$24,305.54)

\$19,596.80

(43,902.34)

TOTAL REIMBURSEMENT REQUESTED

19,596.80

Date 2/13/98

Date _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 004 PR8

Date: 17 February, 1998

Opening balance Imprest as of (Date): 17 February, 1998

(43,902.34)

Reimbursement Received during the Month:

Total Imprest:

(43,902.34)

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 17 February, 1998

(54,253.24)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
17/2/98		6957	CSH Net Pay		2,700.00	2,700.00
17/2/98		6958	PGS Net Pay		1,323.70	1,323.70
17/2/98		6959	DMG Net Pay		714.02	714.02
17/2/98		6960	MCF Net Pay		990.80	990.80
17/2/98		6961	HSJ Net Pay		610.86	610.86
17/2/98		6962	PWK Net Pay		761.63	761.63
17/2/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
17/2/98		6963	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by:

Date

2-17-98

Approved by:

Date