

For Six Month Period Ending 30 DEC 1996
(Insert date)

I - REGISTRANT

1. (a) Name of Registrant Bermuda Dept. of Tourism (b) Registration No. 00430
310 Madison Avenue, Suite 210, New York, NY 10017
(c) Business Address(es) of Registrant 44 School Street, Suite 1010, Boston, MA 02108
150 N. Wacker Drive, Suite 1070, Chicago, IL 60606
245 Peachtree Center Avenue, Suite 803, Atlanta, GA 30303

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.

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

If no, please attach the required amendment.

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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.)

CS

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.

10. **EXHIBITS A AND B**

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

Exhibit A³ Yes No
Exhibit B⁴ Yes No

If no, please attach the required exhibit.

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

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

If no, please attach the required amendment.

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:

SEE ATTACHED

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.

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
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SEE ATTACHMENT SCHEDULE "A"

Total

(b) RECEIPTS - FUND RASING 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
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SEE ATTACHMENT SCHEDULES FOR LIST OF
OPERATIONAL EXPENSES

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
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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.

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) Travel Agents

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) Travel Agents

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)

1/30/97

(Type or print name under each signature¹³)

Paul Zar

Paul Zar

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
REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form CRM-154, formerly Form OBD-64 - Supplemental Statement):

Yes _____ or No XX

(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 XX or No _____

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

Paul Zar
Signature

1/30/97
Date

Paul Zar
Please type or print name of signatory on the line above

Director of Sales, NA
Title



Bermuda

Department of Tourism

PUBLICATIONS DISTRIBUTED BY
 THE BERMUDA DEPARTMENT OF TOURISM
 JUNE - DECEMBER, 1996

<u>QUANTITY</u>	<u>PUBLICATIONS</u>	<u>PREPARED & PRINTED BY</u>
76,155	Where To Stay in Bermuda	Acme Printing, MA
51,707	Bermuda Nov.-March Brochure	PBM Graphics, NC
107,841	Travel Tips	Island Press, Bermuda
37,739	Bermuda Golf Guide	Acme Printing, MA
91,683	Summer Rate Sheets	Island Press, Bermuda
62,637	Fall to Spring Rate Sheets	Island Press, Bermuda
776	1995/96 Bermuda Blue Books	Bermuda Press, Bermuda
84,175	Handy Reference Map	Bermuda Press, Bermuda
39,515	Bermuda Sand Bags	Kinney Associates, NJ
181	Large Map Posters	Allan O'Keefe Group, CT
1,425	Golf Posters	Allan O'Keefe Group, CT
39,880	Bermuda Shell Brochures	Island Press, Bermuda
18,000	Bermuda Letterheads	Sims Brecher Service, NY
947	Bermuda Window Displays	Allan O'Keefe Group, CT
39,170	Bermuda Secrets	Bermuda Press, Bermuda
66,000	Bermuda Postcards	Island Press, Bermuda
12,393	Bermuda Plastic Bags	Amco Plastics, NY
72,733	Important Notice Flyers	Metro Seliger Industries, NY
8,350	Nov-Mar Travel Agents Guide	Rapp, Collins, Marcoa, NY
79,889	What To Do Rate Sheet	Island Press, Bermuda
95,515	What to Do In Bermuda	Acme Printing, MA

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Bermuda

Department of Tourism

PUBLICATIONS DISTRIBUTED BY
THE BERMUDA DEPARTMENT OF TOURISM
JUNE - DECEMBER, 1996

<u>QUANTITY</u>	<u>PUBLICATIONS</u>	<u>PREPARED & PRINTED BY</u>
1,200	Natural & Cultural Heritage Guide	Bermuda Press, Bermuda
38,213	Honeymoon Guide 1996	Conde Naste Publications, NY
2,854	Bermuda Where to Dive	BDOT, Bermuda
10,363	Bermuda Family Guide 1996	The Lane Press, VT
2,825	Bermuda Snorkeling Poster	Acme Printing, MA
4,123	Group Meeting Guide	DDB Needham, NY
25,685	Wedding & Honeymoon Guide 1997	Bridal Guide, NY

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July 9, 1996

Presented Bermuda Educational Seminar at First Travel Corp., by Garth Peters. 12 agents attended. Literature disseminated.

July 10, 1996 - July 11, 1996

Participated in Meeting World Conference & Exposition, New York Hilton Hotel, New York, NY by Mary Castro. Approximately 90 meeting planners and travel agents visited booth, literature disseminated.

Presented Bermuda Educational Seminar at Kalna Travel in Atlanta, GA., by Garth Peters, 7 agents attended. Literature disseminated.

July 16, 1996

Hosted a Bermuda presentation to the Rotarians of Central New Jersey at Afton Restaurant by J. Guishard. 25 people attended, literature disseminated.

July 19, 1996

Participated in the American Airlines Picnic at High Meadow, Granby, CT, by Glenn Bean. 700 travel agents attended, literature disseminated.

July 28, 1996 - July 30, 1996

Participated in MPI Meeting Place '96 Annual Conference, Opryland Hotel, Nashville, Tennessee by Karin Darrell. Approximately 60 meeting planners visited booth, literature disseminated.

August 1, 1996

Presented a Bermuda Educational Seminar at American Express, Cambridge MA by R.T.Dillas. 20 travel agents attended, literature disseminated, slide presentation.

Presented a Bermuda Educational Seminar at the Travel Education Center, Cambridge, MA by R.T.Dillas. 18 travel agents attended. literature disseminated, slide presentation.

August 4, 1996 - August 7, 1996

Participated in NBTA Annual Convention & Exposition, Dallas Convention Center, Dallas, Texas by Mary Castro and Dianne Carlson. Approximately 131 corporate travel agents and meeting planners visited booth, literature disseminated.

August 6, 1996

Presented a Bermuda Educational Seminar at Holiday Inn Hurstbourne, Louisville, KY by L. Woolridge & T. MacDonald. 48 travel agents attended, literature & video shown.

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August 6, 1996

August 7, 1996

Presented a Bermuda Educational Seminar to American Express, Braintree, MA by R.T.Dillas & D.Adams. 20 Travel agents attended, literature disseminated, slide presentation.

Presented a Bermuda Educational Seminar at the Ritz Carlton, Cleveland, OH by L. Woolridge & T. MacDonald. 118 travel agents attended, literature disseminated & video shown.

August 8, 1996

Presented a Bermuda Educational Seminar at the Fairlane Club, Dearborn, MI by L. Woolridge & T. MacDonald. 130 travel agents in attended, literature disseminated & video Shown.

August 9, 1996

Participated in Austin Travel Trade Show at North Shore University Hospital in Manhasset, NY by Patti Pitt. 350 people, literature disseminated.

August 10, 1996 - August 13, 1996

Participated in ASAE Annual Meeting & Exposition, Hynes Veterans Memorial Convention Center, Boston, Massachusetts by Karin Darrell. Approximately 51 executives visited booth, literature disseminated.

August 13, 1996

Participated in the Hudson Valley ASTA Chapter Meeting at The Castle in Tarrytown, NY by Patti Jean Pitt. 80 people attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Radisson Suite Hotel, Indianapolis, IN by L. Woolridge & T. MacDonald. 49 travel agents in attended, literature disseminated & video shown.

August 14, 1996

Presented Bermuda Educational Seminar at Cove Travel, N. Palm Beach, FL., by Marshalle Hale, 9 agents attended. Literature disseminated.

Presented a Bermuda Educational Seminar at the Hotel Nikko, Chicago, IL by L. Woolridge & T. MacDonald. 170 travel agents in attended, literature disseminated & video shown.

August 15, 1996

Hosted a Bermuda Presentation to AAA Travel, Portland Maine by D.Adams. 9 travel agents attended, literature disseminated, video shown.

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August 15, 1996

Presented a Bermuda Educational Seminar at the Westin O'Hare, Rosemont, IL by L. Woolridge & T. MacDonald. 150 travel agents in attended, literature disseminated & video shown.

August 16, 1996

Participated in the National Association of Cruise Only Agents presentation at St. Moritz Hotel by J. Guishard. 25 Agents attended, literature disseminated.

August 19, 1996

Presented a Bermuda Educational Seminar at the Sheraton Bradley Hotel, Windsor Locks, CT by R.T.Dillas, D.Adams, & G.Bean. 120 travel agents attended, literature disseminated, video presentation viewed.

Presented Bermuda Educational Seminar at AAA Main Office in Roswell, GA by Garth Peters. 8 agents attended. Literature disseminated.

August 20, 1996

Presented a Bermuda Educational Seminar at the Marriott Hotel, Providence, RI by R.T.Dillas, G.Bean, & D.Adams. 71 travel agents attended, literature disseminated, video presentation viewed.

August 21, 1996

Presented a Bermuda Educational Seminar at the Marriott Hotel, Newton, MA by R.T.Dillas, D.Adams, & G.Bean. 85 travel agents attended. literature disseminated, video presentation viewed.

August 22, 1996

Presented a Bermuda Educational Seminar at the Marriott Hotel, Andover, MA by R.T.Dillas, D.Adams, & G.Bean. 99 travel agents attended, literature disseminated, video presentation viewed.

August 23, 1996

Attended trade show at Amelia Island Plantation Hotel, in Amelia Island, FL, by Jerry Welch, Marshalle & Garth Peters. 125 agents attended. Literature disseminated.

August 24, 1996

Presented Bermuda Educational Seminar at Amelia Island Plantation in Amelia Island, FL., by Jerry Welch & Marshalle Hale, 86 agents attended. Literature disseminated.

August 26, 1996

August 26, 1996

Hosted a Bermuda Presentation to First Discount Travel, by T. MacDonald. 20 people attended, literature disseminated.

August 27, 1996

Presented Bermuda Educational seminar at the Greensboro Marriott in Greensboro, NC by Jerry Welch & Garth Peters. 31 Agents attended. Literature disseminated.

August 28, 1996

Presented Bermuda Educational seminar at the J.W. Marriott Hotel in Atlanta, GA, by Jerry Welch & Garth Peters. 70 agents attended. Literature disseminated.

August 29, 1996

Presented Bermuda Educational Seminar at Marriott Palm Beach Gardens Hotel in Palm Beach, FL., by Garth Peters & Marshalle Hale. 25 agents attended. Literature disseminated.

September 3, 1996

Hosted Bermuda Educational Seminar at the Rigah Royal Hotel, New York City by Jonathan Guishard. 85 agents, literature disseminated.

September 4, 1996

Participated in Affordable Meetings Exposition & Conference, Washington D.C. Convention Center, Washington, DC by Mary Castro. Approximately 115 meeting planners and travel agents visited booth, literature disseminated.

Hosted Bermuda Educational Seminar at the Newark Marriott, Newark, NJ by Jonathan Guishard. 95 agents, literature disseminated.

September 5, 1996

Hosted Bermuda Educational Seminar at the Pittsburgh Marriott, Pittsburgh, PA by Jonathan Guishard. 100 agents, literature disseminated.

September 10, 1996

Hosted Sales Seminar at the Marriott Crystal Gateway, Arlington, VA by Michael Outerbridge. 75 Travel Consultants, literature disseminated.

Hosted a Bermuda night at Cruise Travel King, New Britain, CT by G.Bean. 12 consumers attended, literature disseminated, video shown.

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September 10, 1996

Attended Trade Show at Swissotel, Atlanta, GA. by Garth Peters. 355 people attended. Literature disseminated.

September 11, 1996

Hosted Sales Seminar at the Marriott Inner Harbour, Baltimore, MD by Michael Outerbridge. 40 Travel consultants, literature disseminated.

September 12, 1996

Hosted Sales Seminar at the Philadelphia Airport Marriott, Philadelphia, PA by Michael Outerbridge. 31 Travel Consultants, literature disseminated.

Hosted Bermuda Presentation to Marietta Travel by Garth Peters. 10 agents attended. Literature disseminated.

September 15, 1996

Hosted a Bermuda presentation to AAA members on board the Royal Majesty, Boston, MA by D. Adams. 560 consumers attended, literature disseminated.

September 16, 1996

Participated in the Delta Dream Vacation Trade Show at the Marriott Hotel, Burlington, MA by D. Adams. 354 travel agents attended, literature disseminated.

September 17, 1996

Hosted educational seminar at the Albany Marriott, Albany, NY by Patti Jean Pitt. 45 agents, literature disseminated.

September 18, 1996

Hosted educational seminar at the Sheraton Hotel, Poughkeepsie, NY by Patti Jean Pitt. 56 agents, literature disseminated.

September 19, 1996

Hosted educational seminar at the Ethan Allen Inn, Danbury, CT by Patti Jean Pitt. 27 agents, literature disseminated.

September 24, 1996

Hosted Bermuda Presentation to First Travel Corp. by Garth Peters. 10 agents attended, literature disseminated.

September 25, 1996

September 25, 1996

Hosted Bermuda Presentation to Adventure Travel by Garth Peters. 18 agents attended, literature disseminated.

Hosted Bermuda Presentatation to Discount Travel by Garth Peters. 5 agents attended, literature disseminated.

Participated in McCord Travel Trade Show, Allied Van Lines, Naperville, IL by T. MacDonald. 350 people attended, literature disseminated.

September 26, 1996

Presented a Bermuda Educational Seminar at the Travel Education Center, Cambridge, MA, by R.T.Dillas. 20 students attended, slide presentation and literature disseminated.

Hosted Bermuda Presentation to Age of Travel by Garth Peters. 4 agents attended, literature disseminated.

Hosted Bermuda Presentation to Kalna Travel by Garth Peters. 6 agents attended, literature disseminated.

October 2, 1996

Participated in USAir Vacations Trade Show, Ritz Carlton Hotel, Kansas City, MO by T. MacDonald. 125 people attended, literature disseminated.

October 3, 1996

Participated in USAir Vacation Trade Show, Radisson Hotel, Indianapolis, IN by T. MacDonald. 130 people attended, literature disseminated.

October 8, 1996

Participated in USAir Vacations Trade Show at the Desmond Hotel, Albany, NY by Patti Jean Pitt. 100 people, literature disseminated.

October 9, 1996

Participated in USAir Vacation Show in Norfolk, VA at the Marriott Waterside by Michael Outerbridge. 140 Travel consultants, literature disseminated.

Participated in USAir Vacations Trade Show at the Rochester Marriott Thruway Hotel, Rochester, NY by Patti Jean Pitt. 130 people, literature disseminated.

Attended Trade Show at Hilton Hotel in Charlotte, NC, by Jerry Welch. 120 agents attended. Literature disseminated.

October 9, 1996

Participated in Star Tribune Trade Show, Minneapolis Convention Centre, Minneapolis, MN by T. MacDonald. 1800 people attended, literature disseminated.

October 15, 1996 - October 17, 1996

Participated in I.T. & M.E. Show, McCormick Place North, Chicago, Illinois by Mary Castro, Dianne Carlson and Karin Darrell. Approximately 245 meeting planners and travel agents visited booth, literature disseminated.

Participated in USAir Vacation Trade Show at the Hyatt Regency, Old Greenwich, CT by Patti Pitt. 100 travel agents attended, literature disseminated.

Participated in USAIR Vacations Travel Shows, Raynham Taunton Dog Track, Raynham, MA by D.Adams. 140 travel agents attended, literature disseminated.

October 16, 1996

Participated in the USAir Vacations Trade Show at the Fox Hollow, Woodbury, NY by Patti Jean Pitt. 120 people, literature disseminated.

Participated in USAIR Vacation Trade Show, Crowne Plaza Hotel, Woburn, MA by D. Adams. 100 travel agents attended, literature disseminated.

October 17, 1996

Participated in the USAIR Vacations Trade Show, Elms Conference Center, Manchester, NH by D. Adams. 120 travel agents attended, literature disseminated.

October 18, 1996

Presented a Bermuda Educational Seminar at AAA Headquarters, Rockland, MA by D. Adams. 30 travel agents attended, literature disseminated, slide presentation.

October 21, 1996

Participated in the Hudson Valley ASTA Trade Show at the Westchester Marriott Hotel, Tarrytown, NY by Patti Jean Pitt. 200 people, literature disseminated.

Participated in the Travel Impressions Trade Show, Long Island Marriott, Uniondale, NY by Patti Pitt. 250 people, literature disseminated.

Attended the Maine ASTA Trade Show, Holiday Inn by the Bay, Portland, ME by D.Adams. 110 Travel Agents attended, literature disseminated.

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October 21, 1996

October 22, 1996

Participated in Travel Impressions Show at the Meadowlands Hilton, NJ by Jonathan Guishard. 300 agents, literature disseminated.

Participated in USAir Vacation Show in Richmond, VA at the Omni by Michael Outerbridge. 120 Travel consultants, literature disseminated.

Participated in the USAIR Vacation Travel Show, Marriott Hotel, Rocky Hill, CT by G. Bean. 200 travel agents attended, literature disseminated.

Participated in the TNT Vacation show, Sky Meadow Country Club, Nashua, NH by R.T.Dillas. 300 travel agents attended, literature disseminated.

October 23, 1996

Participated in Travel Impression Show at the Twelve Ceasars, Philadelphia, PA by Jonathan Guishard. 300 agents, literature disseminated.

Participated in USAir Vacation Show in Baltimore, MD at the Sheraton B.W.I. by Michael Outerbridge. 150 Travel consultants, literature disseminated.

October 24, 1996

Participated in USAir Vacations Show at the Downtown Club, Philadelphia, PA by Jonathan Guishard. 250 agents, literature disseminated.

Participated in Travel Impressions Trade Show in Arlington, VA at the Hyatt by Michael Outerbridge. 300 Travel consultants, literature disseminated.

Participated in Post-Dispatch Trade Show, Hilton Frontenac Hotel, Frontenac, MO by T. MacDonald. 400 people attended, literature disseminated.

October 25, 1996 - October 29, 1996

Participated in the GoGo Learning Conference Seminar and Trade Show at the Westin Rio Mar, Puerto Rico by Michael Outerbridge. 300 Travel consultants, literature disseminated.

October 28, 1996

Participated in Long Island ASTA Trade Show, Marriott Melville, Melville, NY by P. Pitt. 200 travel agents attended, literature disseminated.

October 28, 1996

October 29, 1996

Participated in USAir Vacation Trade Show, Cleveland S. Hilton, Cleveland, OH, L. Woolridge. 200 people attended, literature disseminated.

October 30, 1996 - November 3, 1996

Participated in National Coalition of Black Meeting Planners, The Adam's Mark Hotel, Denver, Colorado by Karin Darrell. Approximately 40 meeting planners visited booth, literature disseminated.

Participated in USAir Vacations Show at the Pittsburgh Sheraton, Pittsburg, PA by Jonathan Guishard. 250 agents, literature disseminated.

November 6, 1996

Participated in Milne Travel Show, Elks Lodge, Barre, VT by G.Bean. 200 consumers attended, literature disseminated.

November 7, 1996

Presented a Bermuda Educational Seminar at New Hampshire College, Manchester, NH by D.Adams. 25 students attended, literature disseminated, slide presentation.

Participated in Vermont Society of Travel Agents trade show, Sheraton Hotel, Burlington, VT by G.Bean. 200 travel agents attended, literature disseminated.

November 13, 1996

Participated in the Connecticut ASTA trade show, Holiday Inn, Bridgeport, CT by G.Bean. 50 travel agents attended, literature disseminated.

November 20, 1996

Presented a Bermuda Educational Seminar at the New Hampshire Technical Institute, Concord, NH by D.Adams. 18 students attended, literature disseminated, slide presentation.

November 23, 1996

Participated in ASTA Missouri Valley Chapter Trade Show, Hyatt Crown Center, Kansas City, MO by T. MacDonald. 80 people attended, literature disseminated.

December 23, 1996

THE BERMUDA DEPARTMENT OF TOURISM
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December 23, 1996

Hosted a Bermuda Presentation to Kalna Travel in Atlanta, GA, by
Garth Peters. 8 people attended, literature disseminated.

SCHEDULES A & B - ATLANTA OFFICE
JULY 1, 1996 THRU DECEMBER 30, 1996

SCHEDULE "A"

OPENING BALANCE JULY 1, 1996	\$56,915.00	
FUNDS RECEIVED FROM BERMUDA	\$190,097.00	
		\$247,012.00

SCHEDULE "B"

SALARIES	\$2,291.00	
OTHER PERSONNEL COSTS	\$31,497.00	
TRAVEL & ENTERTAINMENT	\$37,420.00	
TELEPHONE/POSTAGE/SHIPPING	\$18,402.00	
PROFESSIONAL SERVICES	\$39,827.00	
OFFICE & EQUIPMENT RENTALS	\$13,841.00	
OFFICE & EQUIPMENT REPAIRS	\$1,290.00	
INSURANCE	\$0.00	
ELECTRICITY	\$0.00	
SUPPLIES & EQUIPMENT	\$4,738.00	
SPECIAL SALES PROMOTIONS	\$8,395.00	
MEMBERSHIP FEES	\$724.00	
		\$158,425.00
CLOSING BALANCE DECEMBER 30, 1996		\$88,587.00

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SCHEDULES A & B - BOSTON OFFICE
JANUARY 1 THROUGH JUNE 30, 1996

SCHEDULE "A"

OPENING BALANCE JULY 1, 1996	\$34,459.00	
FUNDS RECEIVED FROM BERMUDA	<u>\$161,445.00</u>	
		\$195,904.00

SCHEDULE "B"

SALARIES	\$3,065.00	
OTHER PERSONNEL COSTS	\$38,949.00	
TRAVEL & ENTERTAINMENT	\$37,614.00	
TELEPHONE/POSTAGE/SHIPPING	\$36,909.00	
PROFESSIONAL SERVICES	\$5,127.00	
OFFICE & EQUIPMENT RENTALS	\$11,832.00	
OFFICE & EQUIPMENT REPAIRS	\$802.00	
OFFICE & PROPERTY INSURANCE	\$0.00	
ELECTRICITY	\$508.00	
SUPPLIES & EQUIPMENT	\$929.00	
SPECIAL SALES PROMOTIONS	\$1,688.00	
MEMBERSHIP FEES	\$260.00	
PRINTING	\$1,240.00	
		\$137,683.00

CLOSING BALANCE DECEMBER 30, 1996		\$58,221.00
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SCHEDULES A & B - CHICAGO OFFICE
JULY 1, 1996 THRU DECEMBER 30, 1996

SCHEDULE "A"

OPENING BALANCE JULY 1, 1996	\$18,899.00	
FUNDS RECEIVED FROM BERMUDA	<u>\$152,080.00</u>	
		\$170,979.00

SCHEDULE "B"

SALARIES	\$3,736.00	
OTHER PERSONNEL COSTS	\$17,221.00	
TRAVEL & ENTERTAINMENT	\$24,245.00	
TELEPHONE/POSTAGE/SHIPPING	\$23,619.00	
PROFESSIONAL SERVICES	\$29,872.00	
OFFICE & EQUIPMENT RENTALS	\$16,476.00	
OFFICE & EQUIPMENT REPAIRS	\$274.00	
OFFICE & PROPERTY INSURANCE	\$0.00	
ELECTRICITY	\$587.00	
SUPPLIES & EQUIPMENT	\$1,526.00	
SPECIAL SALES PROMOTIONS	\$827.00	
MEMBERSHIP FEES	\$618.00	
		<u>\$119,001.00</u>
CLOSING BALANCE DECEMBER 30, 1996		\$51,978.00

**SCHEDULES A & B - NEW YORK OFFICE
JULY 1, 1996 THRU DECEMBER 30, 1996**

SCHEDULE "A"

OPENING BALANCE JULY 1, 1996	\$671,792.00	
FUNDS RECEIVED FROM BERMUDA	\$1,265,699.00	\$1,937,491.00

SCHEDULE "B"

SALARIES	\$9,648.00	
OTHER PERSONNEL COSTS	\$78,432.00	
TRAVEL & ENTERTAINMENT	\$98,007.00	
TELEPHONE/POSTAGE/SHIPPING	\$197,246.00	
PROFESSIONAL SERVICES	\$196,178.00	
OFFICE & EQUIPMENT RENTALS	\$202,390.00	
OFFICE & EQUIPMENT REPAIRS	\$6,997.00	
INSURANCE	\$33,981.00	
ELECTRICITY	\$0.00	
SUPPLIES & EQUIPMENT	\$20,112.00	
SPECIAL SALES PROMOTIONS	(\$3,876.00)	
MEMBERSHIP FEES	\$42,113.00	
PRINTING	\$43,227.00	
CLOSING BALANCE DECEMBER 30, 1996		\$924,455.00
		\$1,013,036.00