

For Six Month Period Ending December 31, 1993  
(Insert date)

Name of Registrant

Registration No.

2310

Bahamas Tourist Office  
d/b/a Bahamas News Bureau

Business Address of Registrant

MINISTRY OF TOURISM  
P. O. BOX N-3701  
NASSAU, BAHAMAS

I-REGISTRANT

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

N/A

(a) If an individual:

- (1) Residence address
- (2) Citizenship
- (3) Occupation

Yes <input type="checkbox"/>	No <input type="checkbox"/>
Yes <input type="checkbox"/>	No <input type="checkbox"/>
Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

- (1) Name
- (2) Ownership or control
- (3) Branch offices

Yes <input type="checkbox"/>	No <input type="checkbox"/>
Yes <input type="checkbox"/>	No <input type="checkbox"/>
Yes <input type="checkbox"/>	No <input type="checkbox"/>

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

N/A

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

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

If yes, furnish the following information:

Name

Position

Date Connection  
Ended

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

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
Frank Rutherford	6701 Sands Point West, Houston, TX	Bahamian	Marketing Rep.	1 Nov. 1993

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?  
 Yes  No

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

**N/A**

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

If yes, furnish the following information: **See attached appendix.**

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

If yes, furnish the following information:

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

(PAGE 3)

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

If yes, furnish the following information:

*Name of foreign principal*

*Date of Termination*

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

If yes, furnish following information:

*Name and address of foreign principal*

*Date acquired*

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

THE BAHAMAS MINISTRY OF TOURISM

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**III—ACTIVITIES**

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

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

SEE INSERT 11.

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

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>2</sup> as defined below?  
Yes  No

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

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

If yes, describe fully.

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

## IV—FINANCIAL INFORMATION

### 14. (a) RECEIPTS—MONIES

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

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

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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(SEE INSERT 14 (a))

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Total

### (b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value<sup>4</sup> other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal?      Yes       No

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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<sup>3</sup>A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

<sup>4</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS—MONIES**

During this 6 month reporting period, have you

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

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

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

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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(SEE INSERT 15 (a))

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Total

15. (b) **DISBURSEMENTS—THINGS OF VALUE**

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

Yes  No

If yes, furnish the following information:

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

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>5</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes  No

If yes, furnish the following information:

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

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

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

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

17. Identify each such foreign principal.

N/A

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

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

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

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

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

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

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

21. What language was used in this political propoganda: N/A

- English  Other (specify)

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

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

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

VI-EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

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

- Exhibit A° Yes  No 
Exhibit B7 Yes  No

If no, please attach the required exhibit.

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

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

If no, please attach the required amendment.

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

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

26. EXHIBIT C

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

N/A

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

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and / of the supplemental statement?

Yes  No  N/A

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

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

(Type or print name under each signature)

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

*RDMayers*

RENEE D. MAYERS

SUPERVISOR

Subscribed and sworn to before me at NASSAU, BAHAMAS

this 16th day of February, 19 94

*Antoine Bernard*  
(Signature of notary or other officer)

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

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 OBD-64 - Supplemental Statement):

Yes \_\_\_\_\_ or No X

(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 x 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.)

Renee D. Mayers  
Signature

FEBRUARY 15, 1994  
Date

RENEE D. MAYERS  
Please type or print name of signatory on the line above

\_\_\_\_\_  
SUPERVISOR  
TITLE

INTERNAL SECURITY  
REGISTRATION UNIT  
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Question 6.

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

If yes, furnish the following information

Name	Position of connection	Date terminated
Paul Bevans	Sales Representative	July 1, 1993
Elaine Lesemann	District Manager	Dec. 31, 1993
Angela Briggs	Sales Representative	July 31, 1993.
Susan Cella	Sales Representative	Sept. 1, 1993

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement?

Yes   X   No           

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

All offices are devoted to the promotion of tourism in The Bahamas on behalf of The Bahamas Ministry of Tourism. Some of the activities in which the offices were engaged were:

- Participation in sales conferences, conventions and trade shows, etc. throughout the United States (see attachments)
- Liaison with tour operators, airlines and travel agents to stimulate their interest in the Bahamas' tourism and to engage in joint promotions and advertising (see attachments)
- Coordination of familiarization trips to The Bahamas and teachers for travel agents (see attachments).

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SALES/PROMOTIONAL ACTIVITIES NEW YORK JULY - DECEMBER, 1993 CONF.

MONTH

December, 1993

ACTIVITIES

- Sales Calls on Travel Agencies
- Inhouse presentations to Travel Agents
- Participation in Apple Vacations Trade Seminars  
Teaneck, New Jersey, Woodbridge, N.J., &  
Newark, N.J.
- Nassau Paradise Island Express' Bahamas  
Promotion, Secaucus, New Jersey and  
Crystal Vacations' Trade Show, Connecticut.

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SALES/PROMOTIONAL ACTIVITIES NEW YORK  
JULY - DECEMBER 1993

<u>MONTH</u>	<u>ACTIVITIES</u>
July, 1993	-Sales Calls on Travel Agencies -In-house presentations to Travel Agents
August, 1993	-Sales Calls on Travel Agencies -Participation in Consumer Travel Show
September, 1993	-Participation in National Trade Shows in Rochester, Buffalo, Syracuse & Albany -Sales Calls on Travel Agencies
October, 1993	-Participation in National Trade Shows, Connecticut, Yassau, Suffolk and Rockland Counties, New York; Travelage Trade Shows, New York; Caribbean Tourism Organization Trade Show, Northern New Jersey and Long Island New York; Apple Vacations Seminars Westchester New York & Northern New Jersey; ASTA Connecticut; Sato Travel Expo, Brooklyn New York; Golf Group '93 Show, New Jersey; Dukay Travel Trade Show New Jersey; Hofstra University Trade Show Hempstead, Long Island; Caribbean Tourism Organization Travel Trade Show Manhattan & Westchester & Liberty Travel Pazz-na-Pazz Consumer Travel Show, Buffalo New York. -Sales Calls on Travel Agencies
November, 1993	-ASTA Trade Show, Westchester, New York, TRBS Trade Show, Brooklyn, Austin Travel Expo Consumer Show, Long Island; Apple Vacation Trade Show, Long Island & Staten Island; USAir Vacations Trade Show, Long Island; Travel Impressions Trade Show Long Island & Westchester; Caribbean Tourism Organization Trade Show, New York. -Sales Calls on Travel Agencies.

**Area: Southeast U.S.A./L.A  
Activities for  
July-December, 1993**

**ATLANTA REGION**

**JULY**

**REGIONAL MANAGER & SALES REPRESENTATIVES:**

- Attended CTO monthly meeting.
- Attended TIAG monthly meeting.
- Met with management team from Club America Vacations regarding new programmes to The Bahamas and possibly leasing office space.
- Worked with Carnival Air, Riverside Mall and WSM Radio Station, Nashville on Bahamas Mall promotion.
- Worked with Delta Air Lines on possible media fam to San Salvador, Bahamas.
- Escorted retail agents from Atlanta to Paradise Island; participated in Friendship Festival.
- Worked with Coast 100 Radio Station and Delta Air Lines-Mobile, Alabama on a live broadcast promotion from Nassau.
- presentation to "National Association of Black Look-Up Women" (Nashville) - group interested in visiting The Bahamas.
- Breakfast seminar and presentation to ASTA Chapter Presidents-Atlanta.
- Sales calls - Atlanta; Nashville; Norcross, Georgia.

**DISTRICT MANAGER:**

- Extensive research/telemarketing to prepare the first Tennis Tourism Marketing Plan to position The Bahamas as a leading tennis destination in the region, entitled "Networking in The Bahamas".

**PAGE 2**

- Preparatory work on the "Davis Cup Tie" held September, 1993.

**AUGUST**

**REGIONAL MANAGER/SALES REPRESENTATIVES:**

- Assisted Princess Vacations with sales calls/telemarketing to agents in Birmingham and Memphis after they extended their programme to Freeport for one month.
- Attended CTO and TIAG monthly meetings.
- Attended ASTA meeting.
- Prepared second quarter BTO newsletter "Janka News" - direct mail to retail agents in the Atlanta region.
- Worked on the final preparation for the live broadcast from Paradise Island.
- Courtesy call on the Joey Reiman Advertising Agency.
- Sales calls - Atlanta, Memphis, Macon, Peachtree City.

**DISTRICT MANAGER:**

- Met with Group Media Director, Joey Reiman Agency, to provide input on Bahamas sales and marketing for a "field" perspective.
- Met with Account Director, Joey Reiman Agency, to discuss tennis tourism and bridal marketing.
- Met with Tennis Magazine to see how they can become an integral part of our team working to position The Bahamas as a premier tennis destination.
- Discussions with Dennis Van Der Meer Tennis University, Hilton Head, and USPTR (US Professional Tennis Registry) regarding a weekly exchange programme for tennis pros during winter months at resorts in The Bahamas with the purpose of generating group business by attracting a following.
- Continued work regarding the "Davis Cup Tie".

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**SEPTEMBER**

**REGIONAL MANAGER/SALES REPRESENTATIVES:**

- **Successful live broadcast from Paradise Island on Coast 100 Radio Station.**
- **Attended U.S. Tennis Open, New York; various meetings and photo opportunities were held with Joann Cella, Director of Events.**
- **Meetings attended: USTA (Charlotte), CTO and TIAG.**
- **Sales calls: Colambus, Atlanta, Colambus, Marietta.**

**DISTRICT MANAGER:**

- **Final approval for Davis Cup proposal to proceed. Mad scramble to get advertising, banners, promotional flyers, trip giveaways, etc. ready. Activities included coordination of the Ministry of Tourism's participation and liaison with the USTA & BLTA. Event held in Charlotte, NC September 24-24th; 200 fans in attendance from The Bahamas.**
- **Attended US Open in Flushing Meadow, NY August 30th-September 7th. Meetings were held with Director of Events, USTA, regarding the Davis Cup, and a meeting with Director of Marketing USTA regarding a programme to The Bahamas for 500,000 members.**

**OCTOBER**

**REGIONAL MANAGER/SALES REPRESENTATIVES:**

- **Attended CTO monthly meeting.**
- **Attended TIAG monthly meeting; Regional Manager elected to the Board of Directors.**
- **Conducted a half day educational seminar for reservations staff at Club America Vacations.**
- **Worked on possible Jankanoo display for Festival of Trees promotion.**

**PAGE 4**

- **Attended Golf Group 1993 Trade Show-Atlanta.**
- **Participated in the Atlanta Chamber of Commerce's "After Hours Trade Show".**
- **Direct mail to dive shops in Georgia and Tennessee.**
- **Sales calls in Nashville and Atlanta.**

**DISTRICT MANAGER:**

- **Extensive research/telemarketing into the Orlando, Florida market - possible posting on behalf of the Ministry of Tourism.**
- **Met with Ivo Barbic, Bollettiere-Barbic Tennis Academy, to initiate talks regarding an adult Nick Bollettieri tennis facility in The Bahamas. (Progressing.)**
- **Provided Ken Loftas, Director of Marketing-USTA, with information as a follow up to our meeting at the US Open and Davis Cup.**
- **Secured tennis package trip giveaway from Le Meridien Royal Bahamian to benefit the Cystic Fibrosis Tennis Ball Auction in North Carolina.**
- **Attended Vanity Fair's luncheon at the High Museum; coincided with Annie Leibowitz's photography exhibit to mark their 10th anniversary.**

**NOVEMBER**

**REGIONAL MANAGER/SALES REPRESENTATIVES:**

- **Participated in Don Holland Travel Trade Show.**
- **Meetings: CTO and TIAG.**
- **Worked on December's Festival of Trees' promotion; the Atlanta office to promote Jankanoo.**
- **BTO in-house educational seminar to 12 retail agents.**
- **Sales calls - Atlanta and Nashville.**

**PAGE 5**

- **Coordinated photoshoot for Roche Sportswear to shoot tennis apparel for their 1994 catalogue at the Ocean Club, November 30th through December 4th. This in exchange for bartered joint promotional ventures in 1994 including the Sapershow in Atlanta in February and the AT&T Challenge in April (Atlanta).**
- **Participated in "Focus Group" for consumer products at the invitation of Plaza Research.**
- **Participated in the Atlanta Chamber of Commerce's "Corporate Tennis Mixer" at the Country of the South.**
- **Assisted Tennis Magazine in trying to secure advertising placement for the Travelogue section from Bahamian properties.**

**DECEMBER****REGIONAL MANAGER/SALES REPRESENTATIVES:**

- **Visited Festival of Trees promotion; BTO did not participate due to overall cost.**
- **Meetings - TIAG and CTO.**

**DISTRICT MANAGER:**

- **Attended Bahamas Open, December 6-12th on Paradise Island, to observe and consider ways to generate interest in an ATP event in Nassau.**
- **Prepared a People-to-People Tennis Directory of private homes with tennis courts and Bahamians willing to participate and entertain visiting guests interested in a game of tennis.**
- **Attended a networking function at the SportsLife Club hosted by "Net News", a bi-monthly magazine of Atlanta's Lawn Tennis Association.**
- **Secured trip giveaway from Le Meridien Royal Bahamian to be used in the Superbowl Calcutta Tennis Tournament at SportsLife Club at the end of January, 1994.**
- **Discussed possibility of Ken Flack (US Open Doubles Champion) visiting The Bahamas and promoting trip to tennis clubs to generate a following for a Bahamas weekend clinic.**

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**CHARLOTTE: DISTRICT MANAGER:**

**JULY & AUGUST**

- **Attended the TAC Convention in Hot Springs, Virginia; also approached the Board of Directors of this organization in a bid for their convention in summer 1994 or 1995.**
- **Attended the North Carolina Business Travellers Association meeting in Myrtle Beach.**

**SEPTEMBER**

- **Conducted two travel agent familiarization trips to Nassau; one of the trips was an Oat Island/Nassau combination.**
- **Office relocation.**

**OCTOBER**

- **Attended National Trade Shows in Raleigh and Charlotte; 200 plus agents were at each show.**
- **Participated in Kingdom Tours trade show (Charlotte); 400 plus agents in attendance.**
- **Familiarization trip to Nassau/Abaco.**

**NOVEMBER**

- **Joint sales calls with Resorts International and Radisson Hotels Bahamas.**
- **Participation in Fanjet Vacations Trade Show, November 18th.**

**DECEMBER**

- **Sales calls - Greenville, Charlotte, Greensboro, Columbia.**
- **Vacation.**

	<u>SALES CALLS</u>	<u>TELE- MARKETING</u>	<u>FAM TRIPS</u>	<u>GROUP PRE.</u>	<u>TRADE SHOWS</u>
July/August	48	126	0	1	1
September	6	28	2	0	0
October	22	44	1	2	2
November	38	0	1	3	1
December	34	0	0	1	1

**FLORIDA & LATIN AMERICA**

**SR. REGIONAL MANAGER/DISTRICT MANAGERS/SALES REPRESENTATIVES:**

**JULY**

- Attended Venta Club's cocktail reception (July 13th). Venta introduced their two new properties: Club Dominicas-Dominican Republic and Club Fortana-Freeport.
- District Manager assisted Donna Jean Tarnquest, Small Hotels, with the coordination of a familiarization trip to Nassau via Bahamasair.
- District Manager-Tampa blitzed the Tampa Bay area with Radisson Hotels of The Bahamas.
- Bahamas General Sales Agent (GSA) for Chile visited "Sunset on the island", wholesaler/tour operator and gave a presentation.
- Participated in "Your Travel Partner" mall promotion in the Florida Mall. We were given booth space and approximately 10,000 people passed through the Belks store to the travel show (Orlando).
- District Manager-Orlando conducted seminars on the Out Islands to Worldwide Travel, Coast to Coast Travel, Your Travel Partner and Odyssey Travel.
- On July 22nd District Manager-Orlando also co-hosted a presentation with Paradise Island for Go Travel.
- DM-Orlando attended the Central Florida Executive Women in Travel Show: 135 persons in attendance.

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- **GSA-Argentina was interviewed by Enrique Cammarata, Coordinator of Special Events from two major local magazines editorials.**

**AUGUST**

- **District Manager-Tampa participated in the Undersea Expo in Tampa with Nell Watson's Undersea Adventures featuring The Bahamas. Approximately 2,000 consumers attended.**
- **The 1st Latin America Bahamamart was held on Nassau August 28th-31st. Thirteen top operators, 10 airlines and 6 trade press representatives from Latin America participated.**
- **Participated in Paradise Island Vacations blitz of 500 travel agents in the tri-county areas.**
- **Joint sales calls were made with Cedric Bain of Bain's Travel-Freeport.**
- **GSA-Venezuela: direct mail to 70 active wholesalers in Venezuela featuring the Out Islands, Grand Bahama and Atlantik Beach Lucaya Golf/Country Club.**
- **Inside sales staff attended a one-day seminar "Selling More by Phone".**
- **Participated in the Brazilian Travel Agent Congress ABAV and held productive meetings. Also, during the same trip, visited our Chile GSA and made several calls to top operators.**

**SEPTEMBER**

- **GSA-Chile conducted 5 in-house seminars for a total of 34 travel agents.**
- **Participated in the Paradise Island Vacations breakfast seminar September 22nd in Coral Gables; 30 agents attended.**
- **Grand Bahama Vacations blitz promotion in Dade County: September 6-8th.**
- **September 9-11th: Fam trip to Nassau from Orlando via Delta Air Lines.**
- **September 11-12th: Freeport fam trip from Jacksonville.**
- **September 24-26th: Women In Travel fam trip (Nassau and Freeport).**

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OCTOBER

- District Manager-Dade participated in the Don Holland Show-Miami; "piggy backed" with Grand Bahama Island Promotion Board; 300 travel agents attended.
- Sr. Sales Representative participated in Don Holland's Ft. Lauderdale show; "piggy backed" with Out Islands Promotion Board; 400 travel agents attended.
- Participated in South Florida ASTA's Caribbean night; mini trade show followed by dinner and a presentation.
- Participation in AIAVYT Congress and Trade Show in Bariloche, Argentina; Sr. Regional Manager-Florida and GSA-Argentina were the BTO representatives.
- In conjunction with Radisson Hotels (Bahamas) and Bahamasair, the BTO conducted a presentation to GoGo Tours' reservation staff in Miami. An update was given on our "Hip To Hop" promotional campaign.
- October 18th: Don Holland Show, Tampa.
- October 19th: Don Holland Show, Sarasota.
- October 22-24th: Grand Bahama/Discovery Cruise Mega familiarization trip.
- October 28-31: Ft. Lauderdale Annual Boat Show.
- October 26th: PAL Show, Sarasota.
- October 27th: PAL Show, Tampa.
- GSA-Argentina participated in Travel Club "Coleccion 94" - a presentation to 350 travel agents on the wholesalers' tour product.
- Sr. Sales Representative: presentation to TRAVEL MASTERS on October 20th and to TRAVEL IMPRESSIONS on October 21st.
- October 15th: Aventura Mall Promotion.
- Palm Beach Cruise fam trip to Freeport (20 agents) October 25-27th.

**PAGE 10**

- Cable Beach Association fam trip to Nassau October 22-24 (25 agents).
- Paradise Island Vacations one-day fam trip on October 20th; 10 agents.
- Participation in the Adventure Island Promotion with Busch Gardens in Tampa.

**NOVEMBER**

- Two Travel Link/BTO/Bahamasair fam trips from Miami to Nassau (10 agents each) on November 4th and 10th.
- Cable Beach Association fam trip November 19-21 (25 agents).
- November 11th: GoGo Tours Round Table Seminar in Tampa.
- November 23rd: BTO/Sun Sentinel Open House.

**DECEMBER**

- Cable Beach Association fam trip December 3-5 (25 agents).

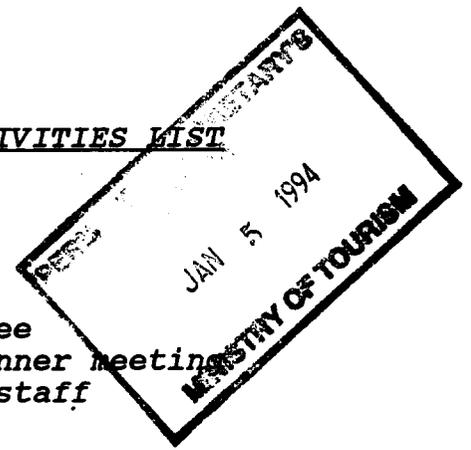
**LATIN AMERICA:**

	<u>Sales Calls</u>	<u>Tele-Marketing</u>	<u>Fam Trips</u>	<u>Group Pres.</u>	<u>Trade Shows</u>	<u>Walk-Ins</u>	<u>Pres.</u>
July	839	403	0	1	0	0	0
August	536	276	0	0	1	0	0
September	737	367	0	5	0	0	0
October	783	196	2	5	1	9	0
November	311	388	0	0	0	19	0
December	811	388	0	0	0	19	2

**FLORIDA REGION**

July	219	438	1	1	1	20	6
August	102	363	3	7	2	35	0
September	192	209	1	0	0	0	0
October	133	303	4	1	8	0	5
November	101	301	3	0	2	0	0
December	12	135	1	0	0	0	0

PHILADELPHIA BAHAMAS TOURIST OFFICE ACTIVITIES LIST



JULY

- 7 - A.S.T.A. Dinner Meeting
- 14 - Philadelphia Association for Employee Recreation & Services (PHILAERS) Dinner Meeting
- 20 - Presentation to Community Travel's staff
- 22-26 - Discovery Cruise Fam to Freeport
- 29 - Presentation to A & P Tours Staff

AUGUST

- 2 - Aston Travel Community Open House
- 3-4 - Site inspection with Rosenbluth Travel in Nassau
- 5 - Open House - Trade Show for Rosenbluth reservation staff
- 6 - Sales Meeting in New York
- 9 - Meeting with Adventure Tours
- 11 - PHILAERS dinner meeting
- 16-20 - Sales blitz in Pittsburgh, including breakfast seminars in Butler, Greensburg and Johnstown
- 19 - Trade Show Camden, New Jersey with NCL
- 24 - Delta Airlines Seminar, Harrisburg
- 28 - Presentation, Liberty Travel

SEPTEMBER

- 1 - Dinner meeting A.S.T.A.
- 8 - Staff Presentations at Apple Vacations
- Dinner Meeting PHILAERS
- 9 - Staff Presentations at Fling Vacations
- Group Presentation to Travel Agents, Cherry Hill
- 10-13 - Fam to Nassau with Kingdom Tours
- 16-19 - Participation with agents on shore for Friendship Festival, Nassau
- 20 - Joint E.T.A. dinner presentation with Apple Vacations, Harrisburg
- 21 - Joint E.T.A. dinner presentation with Apple Vacations, Wilkes-Barre
- Presentation & Trade Show for travel agents with TNT, Erie, PA
- 22 - Joint E.T.A. (Eastern Travel Association) dinner presentation with Apple Vacations in Allentown, PA
- Presentation and Trade Show for travel agents with TNT in Akron, Ohio
- 23 - Presentation and Trade Show for travel agents with TNT in Pittsburgh
- 28 - S.A.T.O. Travel consumer trade show Philadelphia Naval Base
- 29 - S.A.T.O. Consumer trade show in Philadelphia
- 30 - S.A.T.O. Travel consumer trade show in Willow Grove
- Sales Meeting in New York

See. PL-PA  
26.1.94

OCTOBER

- 9 - Participation in "Rubber Ducky" Fund-raiser for United Cerebral Palsy
- 13 - PHILAERS dinner meeting
- 14 - Trade Show with Kingdom Tours Philadelphia
- 22 - Consumer Trade at Cooper Hospital, Camden, NJ
- 27 - Golf Group Trade Show - Chesterbrook, PA
- 28 - C.T.O. Trade Show, Philadelphia, PA

NOVEMBER

- 3 - A.S.T.A. dinner meeting Philadelphia
- 5-8 - Nassau form with Delta Airlines
- 10 - US Air Vacations Trade show - Pittsburgh
- 15 - Travel Impressions Trade Show Philadelphia
- 16 - US Air Vacations - Philadelphia
- 17 - Staff presentation to Addison Tours
- 18 - Princess Casino Vacations presentation - Harrisburg
- 23 - Staff Meeting in Philadelphia with Acting Permanent Secretary
- 24 - Training Session Go Go Tours, Philadelphia

DECEMBER

15-17- Sales Meeting in New York

Sales calls made in the following areas:

Pennsylvania  
Southern New Jersey  
Delaware

Texas Region

**BAHAMAS TOURIST OFFICE**

2050 Stemmons Freeway  
World Trade Center, P.O. Box 581408  
Dallas Texas 75258-1408

Telephone (214) 742-1886

MEMORANDUM

TO: Renee Mayers

FROM: Sr. Inside Sales Coordinator

DATE: December 7, 1993

RE: ACTIVITIES - JUNE THRU DECEMBER, 1993

Listed below is the information you requested regarding the above.

- June 3 - Breakfast Seminar  
Oklahoma
- June 5-6 - Dive Show  
Houston
- June 17-20 - Club Rendezvous Fpo Fam  
New Orleans
- June 24-27 - Club Rendezvous Fpo Fam  
New Orleans
- June 23 - Bahamas Seminar  
Little Rock
- July 15-31 - Radio Promo  
Oklahoma
- August 11 - Caribbean Tourism Meeting  
Dallas
- Aug 18-22 - Forever Living Products  
Dallas

Post-It™ brand fax transmittal memo 7671		# of pages	1
TO	RENEE MAYERS	FROM	IRIS
Co.	M.E.T. - NLS	Co.	BTO - DAL
Dept.		Phone #	
Fax #		Fax #	

Aug 21-22 - Black Expo  
Dallas

Aug 23 - CTO Meeting  
Dallas

Aug 25 - CTO Meeting  
Dallas

Sept. 13 - Radio Promotion  
Dallas

Sept. 15 - Breakfast Seminar  
San Antonio

Sept. 16 - Breakfast Seminar  
Austin

Sept. 25-26 - Caribbean Festival  
Houston

Oct. 17 - Radio Promotion  
Dallas

Dec. 2 - Caribbean Tourism Showcase  
Dallas

ACTIVITY SUMMARY: Los Angeles Region

<u>DATE</u>	<u>CITY</u>	<u>ACTIVITY</u>	<u>ATTENDANCE CONS./AGENTS/ GROUPS</u>
7/5	Los Angeles	United States Independence Holiday	Staff
7/9	Los Angeles	The Bahamas Independence Holiday	Staff
7/11	Los Angeles	Festival of Brides Show (L. Johnson)	3,000 C
7/13	Los Angeles	Presentation to Le Meridien Sales Staff (L. Johnson)	6 T
7/13	Los Angeles	Meeting - Festival of Carnivale Jack Goldwater - (W. Rolle)	
7/17	Morro Bay	KWAVE Radio Promotion (L. Johnson)	
7/20	Los Angeles	Meeting - Gerrad Smith -KEARTH Radio (L. Johnson/W. Rolle)	
7/20	Pasadena	Presentation - AA Sabre Club L. Johnson)	12 T
7/22	N. Hollywood	Professional Women In Travel (W. Rolle)	80 T
7/28	Los Angeles	Meeting James Burke (W. Rolle)	
7/29-8/3	Nassau	Arizona ASTA/Delta Air Lines Fam. (W. Rolle)	17 T 2 Escorts
8/4	Los Angeles	Academy Pacific Travel Advisory Board Mtg. (L. Johnson)	
8/6	New York	Culture Print Result Meeting (W. Rolle)	14 BTO's
8/8	San Diego	Bridal Bazaar (L. Johnson)	4,000 C
8/10	Los Angeles	SoCal ASTA Meeting (L. Johnson)	95 T
8/11	Los Angeles	Lecture - Academy Pacific (L. Johnson)	20 C
8/18-19	Las Vegas	Meetings/Presentations GoGo Tours & Prestige Travel/CTN (W. Rolle/L. Johnson)	20 T
8/24	Pasadena	Presentation Uniglobe Travel (W. Rolle)	11 T
8/26	Los Angeles	Monthly Meeting - Professional Women In Travel (W. Rolle)	90 T
8/28	Glendale	Interview radio KIEV (W. Rolle)	

<u>DATE</u>	<u>CITY</u>	<u>ACTIVITY</u>	<u>ATTENDANCE CONS/AGENTS GROUPS</u>
11/1	West Covina	Carlson Travel Network meeting with Frank Morgan (P.Mortimer/W.Rolle)	
11/4	Sta. Monica	National Travel Exchange (W. Rolle)	350 T
11/5	Woodland Hls.	Friendly Holidays Seminar (W. Rolle)	90 T
11/9	San Diego	Friendly Holidays Seminar (W. Rolle)	90 T
11/10	Torrance	Friendly Holidays Seminar (W. Rolle)	60 T
11/11	Ontario	Friendly Holidays Seminar (W. Rolle)	65 T
11/12	Newport Bch.	Friendly Holidays Seminar (W. Rolle)	35 T
11/18	Anaheim	Golf Group '94 (L. Johnson)	85 T
11/19	Los Angeles	Young Black Professionals (W. Rolle)	85 C
11/25	Los Angeles	Thanksgiving Holiday	
11/30	Costa Mesa	Orange County Women In Travel (W. Rolle)	75 T

**PLANNED ACTIVITIES FOR NEXT MONTH:**

<u>DATE</u>	<u>CITY</u>	<u>ACTIVITY</u>	<u>EXPECTED ATT.</u>
12/4	San Diego	Industry Groups Annual Reception	
12/9	W. Hollywood	SoCal ASTA Dinner Meeting	
12/10	Los Angeles	Travel Agents Luncheon Meeting	

**ACTIVITY SUMMARY:**

<b><u>DATE</u></b>	<b><u>CITY</u></b>	<b><u>ACTIVITY</u></b>	<b><u>ATTENDANCE CONS./AGENTS/ GROUPS</u></b>
9/2	Los Angeles	GoGo Tours Cruise Link (W. Rolle)	50 T
9/19-24	St. Louis, Mo	ASTA World Congress (W. Rolle)	
9/29	Orange, Ca	Orange County Travel Agents' Assoc. Caribbean Night (W.Rolle)	54T/11S
9/29	Las Vegas	ASTA Trade Show (L. Mortimer/ L. Johnson)	405T
10/9-10	Phoenix	Fiesta Bowl	20,000 C
10/16-17	Los Angeles	Taste of Africa (W.Rolle)	4,000 C
10/11	Los Angeles	Holiday - Columbus Day	
10/20	Phoenix	Seminar, GoGo Tours (W.Rolle)	6 T
10/20	Phoenix	National Travel Exchange (W. Rolle)	550 T
10/21	Las Vegas	National Travel Exchange (L. Johnson)	400 T
10/22-23	Palm Springs	Travelage Trade Show (W. Rolle/P. Mortimer)	1,500 T&E
10/26	Ontario	National Travel Exchange (L. Johnson)	750 T
10/28	Burbank	National Travel Exchange (L. Johnson)	450 T
10/29	Sta. Barbara	National Travel Exchange (L. Johnson)	85 T

**CHICAGO/DETROIT REGIONS**  
**JULY-DECEMBER, 1993 PROMOTIONS/SEMINARS**

**JULY**

- 2-5**                    **Indiana Black Expo, Indianapolis, IN**
- 7**                        **Bahamas Expert Seminar, Chicago, IL**
- 11**                      **Carnival Cruise Line Seminar, Southfield, MI**
- 11**                      **ASTA Supplier Appreciation Night, Southfield, MI**
- 14**                      **Bahamas Expert Seminar, Chicago, IL**
- 15**                      **BTO Seminar/Presentation, Dearborn, MI**
- 21**                      **Bahamas Expert Seminar, Chicago, IL**
- 28**                      **Bahamas Expert Seminar, Chicago, IL**
- 31**                      **E.A.A Show, Oshkosh, WI**

**AUGUST**

- 3-4**                    **American Trans Air "Destination Review '93, Indianapolis, IN**
- 4**                        **Bahamas Expert Seminar, Chicago, IL**
- 11**                      **Bahamas Expert Seminar, Chicago, IL**
- 11**                      **ASTA Meeting, Southfield, MI**
- 11**                      **Carnival Cruise Line Breakfast Seminar, Southfield, MI**
- 11**                      **Delta Michigan Chapter Meeting, Southfield, MI**
- 20-25**                **Missouri Black Expo, St. Louis, MO**
- 25**                      **CTO Meeting, Detroit, MI**

-2-

**SEPTEMBER**

- 1 Breakfast Expert Seminar, Chicago, IL**
- 8-9 Travel Charters Trade Show, Dearborn, MI**
- 8 Breakfast Expert Seminar, Chicago, IL**
- 13 The 'Big Show", Detroit, MI**
- 14 Apple Vacations Trade Show, Chicago, IL**
- 15 Bahamas Expert Seminar, Chicago, IL**
- 16 Apple Vacations Fall Trade Show, Dearborn, MI**
- 19 ASTA World Congress, St. Louis, MO**
- 20 CTO Travel Show, Detroit, MI**
- 27 Don Holland Trade Show, Des Moines, Iowa**
- 27 Apple Vacations West, Milwaukee, WI**
- 28 Apple Vacations Breakfast Seminar, Milwaukee, WI**
- 29 Apple Vacations Breakfast Seminar, Madison, WI**
- 30 Apple Vacations Breakfast Seminar, Appleton, WI**

**OCTOBER**

- 14 Central Illinois Trade Show, Peoria, IL**
- 18 Don Holland Trade Show, Milwaukee, WI**
- 19 Don Holland Trade Show, Chicago, IL**
- 21 SATO Travel Show, Ft. McCoy, WI**

-3-

- 21 Cleveland Plain Dealer Trade Show, Cleveland, OH  
26 St. Louis Post Dispatch Trade Show, St. Louis, MO  
27 Don Holland Trade Show, Indianapolis, IN  
28 Apple Vacations Reservations Presentation, Chicago, IL

**NOVEMBER**

- 1-5 Apple Vacations Blitz/Seminar, Michigan  
1 CTO Show, Chicago, IL  
2 CTO Show, Dearborn, MI  
1-4 Bahamas/Princess Vacations Product Launches, Milwaukee, WI,  
Arlington Heights, IL, Homewood, IL and Oakbrook, IL  
9 CTO Dinner, Chicago, IL  
9 Golf Group Show, Chicago, IL  
10 Funway/Funjet Product Launch, Chicago, IL  
11 Funway/Funjet Product Launch, Milwaukee, WI  
11 Funway/Funjet Suppliers Luncheon, Milwaukee, WI  
11 USAir Product Launch, Indianapolis, IN  
19-21 Indiana Golf Show, Indianapolis, IN

**DECEMBER**

- 10-13 Princess Fam Trip--(Chicago), Freeport, Grand Bahama, Bahamas

Insert 14(a)



# BAHAMAS TOURIST OFFICE

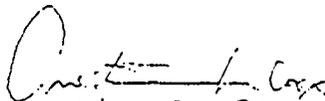
255 ALHAMBRA CIRCLE, SUITE  
CORAL GABLES, FLORIDA 3313  
TELEPHONE (305) 442-1857

## EXPLANATION FOR THE BREAKDOWN OF RECEIPTS.

- 94 JUN 11 P 1 24  
RECEIVED  
DEPT OF JUSTICE

Payments on behalf of all U.S. Bahamas Tourist Offices are made from the Accounting Department located in Coral Gables, Florida. The actual breakdown of receipts from The Bahamas would be the same as the breakdown of the disbursements. The Bahamas Treasury has provided the B.T.O. with a working float. Payments are made against this float and at the end of each week a summary of the disbursements is prepared (by account eg. salaries, rent, transportation, etc.) and sent to the Ministry of Tourism, Nassau. The Ministry in turn sends these Reports to the Treasury requesting reimbursement. Reimbursement checks are forwarded to the Miami Accounting Department as they are received. The amount of reimbursement checks (receipts) received for a given period (eg. January-June, 1990) would be less than the amount of actual disbursements for that period since reimbursement checks are sometimes received a month or more after reports have been submitted. The float allows us to continue day-to-day operations in such cases.

If you need additional information please let me know.

  
Ernestine L. Cox  
Sr. Ass't General Manager-Finance



### IT'S BETTER IN THE BAHAMAS!



TOTAL CASH REIMBURSEMENT/JULY - DECEMBER, 1993

JULY	\$217,526.07
AUGUST	\$332,945.56
SEPTEMBER	\$353,538.58
OCTOBER	\$411,985.51
NOVEMBER	\$199,842.52
DECEMBER	<u>\$548,639.25</u>
TOTAL	<u><u>\$ 2,064,477.49</u></u>

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/93

BTO: Miami

	Expenditure
Salaries And Allowances.....	454,036.92
Travel Allowances And Subsistence.....	25,051.14
Telephone And Communication Services..	86,408.48
Rentals.....	133,177.07
Printing And Reproduction.....	6,552.79
Repairs And Maintenance.....	55.91
Fees And Professional Services.....	9,277.73
Office Supplies.....	4,980.03
Hospitality And Entertainment.....	1,517.07
Office Total---->	721,057.14

RECEIVED  
DEPT. OF JUSTICE  
MAR 11 P 1:24  
INTERNATIONAL  
RELATIONS DIVISION

## Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/93

BTO: New York

	Expenditure
Salaries And Allowances.....	239,765.82
Travel Allowances And Subsistence.....	28,043.02
Telephone And Communication Services..	48,262.91
Rentals.....	144,940.92
Printing And Reproduction.....	1,151.56
Repairs And Maintenance.....	181.48
Fees And Professional Services.....	5,136.23
Office Supplies.....	5,063.43
Hospitality And Entertainment.....	2,545.85
Office Total----->	475,091.22

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/93

BTO: Chicago

	Expenditure
Salaries And Allowances.....	135,255.92
Travel Allowances And Subsistence.....	9,458.31
Telephone And Communication Services..	32,854.38
Rentals.....	35,083.41
Printing And Reproduction.....	1,273.78
Fees And Professional Services.....	2,380.56
Office Supplies.....	2,628.73
Hospitality And Entertainment.....	850.94
Office Total---->	219,786.03

## Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/93

BTO: Los Angeles

	Expenditure
Salaries And Allowances.....	152,392.95
Travel Allowances And Subsistence.....	16,380.04
Telephone And Communication Services..	29,971.48
Rentals.....	42,825.00
Printing And Reproduction.....	1,356.74
Fees And Professional Services.....	4,850.71
Office Supplies.....	2,874.21
Hospitality And Entertainment.....	2,368.55
Office Total----->	253,019.68

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/93

	Expenditure
United States Total-->	1,668,954.07