

For Six Month Period Ending JUNE 30, 1994  
(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 | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship       | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation        | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

(b) If an organization:

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

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

N.A

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SECTION  
REGISTRATION UNIT

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:

<i>Name</i>	<i>Position</i>	<i>Date Connection Ended</i>
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4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?  
 Yes  No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
				Jan. 1, 1994
				April 1, 1994

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

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

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

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
Wanda Watts	District Manager	
Beverly Shine	District Manager	Mar. 1994
Maureen Coughlin	Sales Rep.	May, 1994

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>
Nicole Hilliard	Tampa, Florida	Sales Rep.	January 4, 1994
Ruth Turnquest	New York	Inside Sales Rep.	February, 1994
Carolyn Neil	New York	Inside Sales Rep.	March, 1994
Juanita Simms	Miami, Fla.	Sales Rep.	June, 1994

**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.

- 
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))

\_\_\_\_\_  
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>
--------------------------------------	--------------------------	--	----------------

<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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(INSERT 15(a) WILL BE SENT UNDER SEPARATE COVER DETAILING THE RELEVANT INFORMATION).

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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 propaganda 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 propaganda 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 propaganda: 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 propaganda 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 propaganda 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 propaganda 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<sup>6</sup> Yes  No
- Exhibit B<sup>7</sup> 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.

<sup>6</sup>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.

<sup>7</sup>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.

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 29<sup>th</sup> day of JULY, 19 94

Auto 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.)

*RDMayers*

\_\_\_\_\_  
Signature

JULY 5, 1994

\_\_\_\_\_  
Date

RENEE D. MAYERS

Please type or print name of signatory on the line above

SUPERVISOR

\_\_\_\_\_  
Title



**BAHAMAS TOURIST OFFICE**

**BAHAMAS TOURIST OFFICE - NORTHEAST AREA  
TRADE/CONSUMER SHOWS - MARCH - JUNE, 1994**

130 EAST 82ND STREET  
60TH FLOOR NORTH  
NEW YORK, NY 10028  
(212) 756-4777

<u>DATE</u>	<u>SHOW</u>	<u>LOCATION</u>	<u># PAX</u>	<u>COST</u>	<u>BTO REP</u>
<u>JAN/FEB</u>	Sales Calls on Travel Agents in New York City/N.Y. State, Boston, Philadelphia & Washington D.C.				
<u>MARCH</u>					
3/10	KINGDOM TOURS "BAHAMAS NIGHT"	KINGSTON, PA	120RES	CO-OP	V. INGRAHAM K. FOUNTAIN
3/12-13	C.I. TRAVEL	NORFOLK, VA	1,800C	\$525	B. VANDERPOOL
3/16	CLUB MED "WORLD EXPO"	NEW YORK CITY	800TA	COMP	NY SALES STAFF
3/16	PITTSBURGH TVL. SHOW	PITTSBURGH, PA	700TA	\$400	V. INGRAMAM
3/	AAA TRAVEL SHOW	BLUEFIELD, WV	1,500C	TRADE	B. VANDERPOOL
3/21	KINGDOM TOURS DINNER SEMINAR	HARRISBURG, PA.	150TA	CO-OP	V. INGRAHAM
3/22	KINGDOM TOURS DINNER SEMINAR	WILKES BARRE, PA	150TA	CO-OP	V. INGRAHAM
3/23	KINGDOM TOURS DINNER SEMINAR	ALLENTOWN, PA	150TA	CO-OP	V. INGRAHAM
3/23	LITAA TRADE SHOW	LONG ISLAND, NY	500TA	\$350	R. CULMER
3/25-27	BENEATH THE SEA DIVE SHOW	WESTCHESTER, NY	1,000C	\$600	M. LEWIS L. BUBB A. ADDERLEY
3/26-27	AAA TRAVEL	HARRISBURG, PA	2,000C	\$175	V. INGRAMAM
3/1-31	Sales Calls on Travel Agents in New York City/N.Y. State, Boston, Philadelphia & Washington D.C.				

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4/2-4	RICHMOND COLF	RICHMOND, VA	1,200C	\$600	B. VANDERPOOL
4/4	NATIONAL TRADE	PITTSBURGH, PA	100TA	\$600	V. INGRAHAM
4/5	NATIONAL TRADE	HARRISBURG, PA	100TA	\$600	V. INGRAHAM
4/6	NATIONAL TRADE	FT. WASHINGTON, PA	100TA	\$600	V. INGRAHAM
4/7	NATIONAL TRADE	ALLENTOWN, PA	100TA	\$600	V. INGRAHAM
4/7	NEMICE GROUPS SHOW	BOSTON, MA	350TA/MP	\$325	V. BROWN M. COUGHLIN
4/10-15	GO GO TOURS LEARNING CONF	CRUISE FL/NAS/NY	1,500TA	\$1400	B. VANDERPOOL B. KING (MIA)
4/11	NATIONAL TRADE	MANCHESTER, NH	100TA	\$600	V. BROWN
4/11	AWTA	WESTCHESTER, NY	350TA	\$225	M. LEWIS
4/12	NATIONAL TRADE	MANSFIELD, MA	100TA	\$600	V. BROWN M. COUGHLIN
4/13	NATIONAL TRADE	SPRINGFIELD, MA	150TA	\$600	M. COUGHLIN
4/14	CTO	WASHINGTON, DC	300TA		B. VANDERPOOL
4/14	NATIONAL TRADE	DANBURY, CT	150TA	\$600	A. ADDERLEY
4/18	NATIONAL TRADE	CRANFORD, NJ	150TA	\$600	L. BUBB
4/19	NATIONAL TRADE	NJ SHORE AREA	150TA	\$600	L. BUBB
4/19	FRIENDLY "SUMMER SPLASH"	TARRYTOWN, NY	300TA	CO-OP	M. LEWIS
4/19	GLOBETROTTERS BREAKFAST SEM.	PROVIDENCE, RI	75TA	CO-OP	M. COUGHLIN
4/20	NATIONAL TRADE	BERGEN CTY	150TA	\$600	L. BUBB
4/20	FRIENDLY "SUMMER SPLASH"	WESTBURY, LI	300TA	CO-OP	R. CULMER
4/20	PASSPORT TO THE WORLD	BALTIMORE, MD	800C	\$250	B. VANDERPOOL
4/21	NATIONAL TRADE	CEDAR GROVE	150TA	\$600	L. BUBB
4/21	FRIENDLY "SUMMER SPLASH"	NEWARK, NJ	300TA	CO-OP	L. BUBB
4/24	ROAMER TOURS	READING, PA	500C	\$85	V. INGRAHAM

4/26	GLOBETROTTERS BREAKFAST	MANCHESTER, NH	50TA	CO-OP	V. BROWN
4/26	ASTA/MAINE TRADE SHOW	BANGOR, ME	300TA	\$250	V. BROWN
4/27	GLOBETROTTERS BREAKFAST	S. PORTLAND, ME	70TA	\$550	V. BROWN
4/1-30	Sales Calls on Travel Agents in New York City/N.Y. State, Boston Philadelphia & Washington D.C.				

MAY

5/11	TASC	LONG ISLAND, NY	300TA	\$200	R. CULMER
5/16	GLOBETROTTERS TRADE SHOW	NEWARK, NJ	500TA	CO-OP	L. BUBB
5/17	GLOBETROTTERS TRADE SHOW	LONG ISLAND, NY	500TA	CO-OP	R. CULMER
5/18	GLOBETROTTERS TRADE SHOW	BOSTON, MA	500TA	CO-OP	V. BROWN M. COUGHLIN
5/2-31	Sales Calls on Travel Agents in New York City/N.Y. State, Boston, Philadelphia & Washington D.C.				

JUNE

6/22-26	CANON GREATER HARTFORD OPEN	HARTFORD, CT	230,000	\$725	A. ADDERLEY
6/1-30	Sales Calls on Travel Agents in New York City/N.Y. State, Boston, Philadelphia & Washington D.C.				

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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**Area: Southeast U.S.A./L.A**  
**Activities for**  
**January-June, 1994**

**ATLANTA REGION**

**Regional Manager: Edward Archer**

**District Manager: Janet Johnson**

**Marketing Representatives: Ruth Turner, Tasha D'Aguilar, Pauline Davis**

NAME	SALES CALLS	TELEMARKETING CALLS
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**JANUARY**

Archer, E.	10	20
D'Aguilar, T.	48	33
Johnson, Janet	03	50
Davis, Pauline	25	44
Turner, R.	13	22

**Trade & Consumer Shows/Presentations/Meetings:**

- 1) E Archer/J Johnson met with Club America.
- 2) T D'Aguilar worked with V-103 radio station for possible promotion that could result in 1-3 singles' group for The Bahamas this summer.
- 3) E Archer/J Johnson attended ground-breaking ceremonies for the World Trade Cup in Atlanta.
- 3) J Johnson attended U.N.C.F. fundraiser - gave away a prize from the Cable Beach Association.
- 4) Meeting with Marketing Manager-Delta to discuss upcoming promotions and familiarization trips.
- 5) Meeting with Travel Impressions to discuss Bahamas programme and upcoming promotions/trade show.
- 6) R Turner working on media fam trip.

**SHOWS: 4                      WALK-INS: 16**

PAGE 2

**FEBRUARY**

Archer, E.	27	45
D'Aguilar, T.	54	78
Johnson, J.	25	50
Davis, P.	14	20
Turner, R.	24	36

**Trade & Consumer Shows/Presentations/Meetings:**

- 1) Pal Trade Show in Augusta, Georgia on February 15th, and in Savannah, Georgia on February 16th.
- 2) Super Show in Atlanta: February 4-7th.
- 3) Attended TIAG monthly meeting in Atlanta.

SHOWS 4                      WALK-INS: 18

NAME	SALES CALLS	TELEMARKETING CALLS
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**MARCH**

Archer, E.	45	33
D'Aguilar, T.	63	38
Davis, P.	66	30
Johnson, J.	40	45
Turner, R.	49	60

**Trade & Consumer Shows/Presentations/Meetings:**

- 1) R Turner worked on possible fam from Western and Middle Tennessee with USAir for July 10th.
- 2) Pal Trade Shows: Jackson, Ms; Memphis, Tn; Nashville, Tn; Knoxville, Tn and Chattanooga, Tn.
- 3) National Trade Shows: Memphis, Tn; Nashville, Tn and Birmingham, Al.
- 4) BTO hosted CTO's Greater Atlanta Chapter monthly meeting.

.../3

## PAGE 3

- 5) T D'Aguilar continued to work with V-103 radio station on possible summer promotion.
  - Contacted North Point Mall for possible Bahamas weekend promotion.
  - Worked on possible fitness promotion between Gold's Gym-Nassau and Gold's Gym-Atlanta.
- 6) J. Johnson promoted the idea of Atlanta/Nassau Twin Tennis cities to Mayor Campbell's office. Enlisted the support of Consul Frank Rolle-Miami to provide diplomatic leverage
  - Presented co-op proposal to Delta Air Lines with respect to AT&T Challenge, Net News advertising and First Annual Networking Getaway to The Bahamas.
  - Approached High Museum-Atlanta regarding a Bahamian exhibition of works created by B.C.A.U.S.E.
- 7) Monthly TIAG meeting-Atlanta.
- 8) R Turner worked on possible promotion with Y-107fm radio station-Nashville, Carnival Air and Crystal Palace.

SHOWS: 11

WALK-INS: 25

APRIL

Archer E.	36	25
D'Aguilar, T.	56	32
Davis, P.	66	10
Turner, R.	25	26

**Trade & Consumer Shows/Presentations/Meetings:**

- 1) PVI sales blitz/seminar in Memphis: April 12-15th.
- 2) PVI sales blitz/seminar in Montgomery, Birmingham and Huntsville, Alabama: April 25-29th.
- 3) CTO Trade Show in Atlanta: April 13th.
- 4) P Davis assisted Travel Industry Assoc. of Georgia with the coordination for their annual Fun Day Picnic, June 25th.
- 5) Attended CTO and TIAG monthly meetings.

SHOWS: 3

WALK-INS: 17



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ATLANTA: JUNE

SHOWS: 3

WALK-INS: 17

CHARLOTTE DISTRICT

Ralph Lovett: District Manager

	SALES CALLS	TELEMARKETING
January	29	84
February	48	72
March	44	66
April	33	56
May/June	42	109

Trade & Consumer Shows/Presentations/Meetings:

JANUARY

- 1) Sales calls were made on two meeting planners.

SHOWS: 1                      PRESENTATIONS: 2

FEBRUARY

- 1) Attended "Travel Agents of The Carolinas Convention" in Charlotte.
- 2) NCBTA meeting - Charlotte.
- 3) Mann Travel and Cruise Show - Charlotte.

SHOWS: 2

MARCH

- 1) BTO participated in the National Trade Shows in Columbia, Greenville and Greensboro: March 14-17th.
- 2) NCBTA meeting - Charlotte on March 3rd.
- 3) Began preparations for a meeting planners' fam trip for June.

SHOWS: 3

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APRIL

- 1) CTO show was held in Charlotte with over 100 agents in attendance.
- 2) Participated in the AAA Travel Show, over 2,000 consumers were in attendance.

SHOWS: 2

PRESENTATIONS: 1

MAY & JUNE

- 1) Participated in the Travel Impressions Show May 9/10th - over 400 travel agents were in attendance.
- 2) Familiarization trip to Nassau and Harbour Island: April 29th - May 3rd.
- 3) Sales Blitz: May 10-14th.
- 4) TAC Convention Committee site inspection: May 20-22.
- 5) Meeting Planner fam trip: June 3-8.

SHOWS: 1

PRESENTATIONS: 1

FAM TRIPS: 1

LATIN AMERICA

Sr. Regional Manager-FL/LA: Ignacio Bocwinski  
 General Sales Agents: Mexico/Venezuela/Brazil/Chile/Argentina

	SALES CALLS	TELEMARKETING
January	725	461
February	640	323
March	544	352
May	578	289
June	384	213

Trade & Consumer Shows/Presentations/Meetings:

JANUARY

- 1) Mrs. Monica Sievers has joined Chile's GSA as General Manager.

## PAGE 7

- 2) I Bocwinski participated in the Hialeah Spring Festival, Hispanic market. The booth was operated jointly with Capital Travel.
- 3) Brazil: article published in "Journal Do Brazil" and an interview with TV Cultura.
- 4) GSA-Argentina was interviewed on cable TV on The Bahamas.
- 5) GSA-Mexico worked on developing a possible post-convention group from Johnson Laboratory.

PRESENTATIONS: 2

WALK-INS: 1

FEBRUARY

- 1) GSA-Argentina was interviewed by TV Cable programme.
- 2) GSA-Mexico was interviewed by "Turismo Al Dia" magazine.
- 3) February 11th: Mexicana Trade Show in Villa Hermosa.  
February 18th: Mexicana Trade Show in Vera Cruz.  
February 25th: Mexicana Trade Show in Guadalajara.

PRESENTATIONS: 6

SHOWS: 2

MARCH

- 1) I Bocwinski attended the BRAZTOA and DESTINO USA trade shows in Sao Paulo, Brazil; Buenos Aires, Argentina and Santiago, Chile.
- 2) Latin American carriers VARIG, AEROLINEAS ARGENTINA, LADECO have shown interest in a commercial agreement with Bahamasair to implement a value-added programme. I Bocwinski requested a meeting with all concerned to conclude an agreement.
- 3) GSA-Argentina was interviewed by TV Cable Programme. Two blocks, six minutes each, will include views of The Bahamas.
- 4) GSA-Chile had two in-house seminars; highlighted the Out Islands.
- 5) March 3-5: Mexican golfers' fam trip to Freeport.

**PAGE 8**

- 6) March 4th: Mexicana trade show - Puebla, Mexico.
- 7) Mexicana Trade Show - Mosellia, Mexico.

PRESENTATIONS: 4      FAMS: 1      SHOWS: 4

**APRIL**

- 1) Mexicana Trade Show, Merida and Mexico City: April 15th/29th.

**MAY**

- 1) Three fam trips were conducted to Nassau from Argentina.
- 2) GSA-Chile held a breakfast seminar for 200 travel agents and 15 wholesalers.
- 3) I Bocwinski and A Davis participated in the VISIT USA Trade Show in Caracas.
- 4) GSA-Mexico co-sponsored three breakfast seminars with Destinos Europeos, a new operator promoting The Bahamas.
- 5) GSA-Venezuela published an article on The Bahamas in his May issue of VIAJES.

PRESENTATIONS: 2      WALK-INS: 1      SHOWS: 1      FAM: 1

**JUNE**

- 1) GSA-Brazil began visits to tour operators with the intention of inviting them personally to Latin BahamaMart (September, 1994 in Nassau).
- 2) Fifty-two (52) Latin BahamaMart invitations were mailed out to Venezuelan wholesalers.
- 3) GSA-Argentina delivered the Latin BahamaMart invitations to 34 wholesalers and tour operators. Follow-up will be done during the first two weeks in July.
- 4) GSA-Mexico has been working in preparing the "Team" to take to Latin BahamaMart. Eighty-eight invitations were sent to wholesalers, press members, airline executives and other key persons.
- 5) American Airlines will also send Latin BahamaMart invitations to their top wholesalers.

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- 6) GSA-Brazil was the commentator for the Indy Car Races from the United States broadcast to Brazil. The car sponsored by The Bahamas was shown on a 4.42 second tv appearance to an estimated 25 million people on June 5, 12 and 26.
- 7) Chile workshop was organized by "Winter Holidays" magazine - June 16th.

PRESENTATIONS: 4

WALK-INS: 8

FLORIDA REGION

Sr.Regional Manager-FL/LA: Ignacio Bocwinski

District Managers: J Johnson, B Shine

Sr. Marketing Representative: B. King

Marketing Representative: N Hilliard; Inside Marketing Representatives: J Munnings, J Gardiner

	SALES CALLS	TELEMARKETING
January	-	50
February	128	569
March	100	150
April	not available	
May	76	333
June	75	351

**Trade & Consumer Shows/Presentations/Meetings:**JANUARY

- 1) Familiarization trip to Nassau from Dade County: January 14-16. Fourty travel agents participated.
- 2) The second trip, planned with Trinity Airlines for February 11-13th, was cancelled due to the hotels' high occupancy.
- 3) The BTO participated in a travel agent reception in Clearwater, sponsored by Gulfstream International Airlines who introduced the new scheduled service from that city to The Bahamas.
- 4) B King/J Gardiner participated in a live radio interview with Ethel Blum. The broadcast was a two-hour discussion about the Islands of The Bahamas.

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- 5) B King/N Hilliard participated in the David's Bridal Show; 500 brides-to-be attended.

PRESENTATIONS: 3                      WALK-INS: 31                      FAMS: 1

FEBRUARY

- 1) The Bahamasair/Taino Air planned seminar was postponed due to lack of wholesaler rates from Taino Air.
- 2) I Boscinski attended a Certificate Operators meeting, called by the Grand Bahama Island Promotion Board and headed by our Director General. The objective was to eliminate consumer complaints from them and encourage them to organize themselves under one body. It was well received and all agreed to step up its self policing and joint the Florida Sellers of Travel Association.
- 3) We successfully conducted a sales blitz to 349 travel agents in Broward and Palm Beach Counties. Our objective was to remind agents of The Bahamas' excellent values for money and point out the multi-island destination; this was accomplished with the assistance of our trade partners.
- 4) B Shine participated in the PAL trade show in Jacksonville; travel agents' attendance was low - approximately 72.
- 5) B Shine attended "Women In Travel" networking weekend in Scotland. She made a presentation on The Bahamas and their planned post-convention trip to Nassau.
- 6) B King participated in the National Trade Show, February 15th. It was a very productive trade show, agents seemed genuinely interested in the product information.
- 7) The BTO successfully participated in the Suncoast Travel Show in St. Petersburg on February 11-13th.
- 8) BTO participated in the Miami Boat Show.

Presentations: 9                      SHOWS: 4                      WALK-INS: 40

MARCH

- 1) Participated in Paradise Island Vacations blitz March 29-31, 350 agents were covered.
- 2) March 1: J Gardiner/B King participated in a successful SeaEscape seminar/trade show.

.../11

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- 3) B King worked on the coordination of a Sun Sentinel promotion; objective - to increase circulation and visibility of The Bahamas.
- 4) March 2: Don Holland Trade Show, Orlando.
- 5) March 9: Son Holland Trade Show, Ft Lauderdale.
- 6) May 15th: Women In Travel Meeting-sponsored by the Our Islands Promotion Board.
- 7) Travel Impressions Seminar - March 15th.
- 8) Bahamas Out Islands breakfast seminars in Orlando/Tampa: March 16/17th.
- 9) March 29-31: Walker's Cay fam trip from Orlando.

PRESENTATIONS: 2                      SHOWS: 1

APRIL

- 1) Pal Trade Show: West Palm Beach - April 7th.
- 2) CHA Spring Show: Miami - April 11th.
- 3) April 30-May 1: Cable Beach Association fam trip.

MAY

- 1) J Johnson worked on the coordination of a Bahamas promotion - to tie in with Discovery Pleasure Island and the Atlanta/Bahamas Flyout which was aimed at generating new traffic to The Bahamas and obtaining valuable public relations.
- 2) Club Bahamas/Bahamas had a successful travel agent reception in Orlando. This was held in conjunction with Bahamasair's new scheduled Orlando/Nassau service. A travel agent seminar was also held in Cocoa Beach; J Johnson and I Bocwinski participated.
- 3) Places To Go radio promotion was completed this month and it was very successful. Seventy persons were booked in each weekend promotion.
- 4) J Johnson was able to convince Island Star Production to edit their "Flying The Bahamas" video as a 7-10 minute version for distribution to use as a selling tool. They will provide 20 copies for short and long version free of charge (this is worth \$15,000).

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- 5) BTO-Coral Gables relocated to 19495 Turnberry Place, Aventura, Florida effective May 9, 1994.

WALK-INS: 11                      TRADE SHOWS: 2                      FAM TRIP: 1

## JUNE

- 1) USAir hosted 22 persons on a fam trip to Nassau during the second week in June. The persons were members of the AAA motivation team. These members will act as decision makers in choosing a destination for incentive programmes.

- 2) Changes in Latitude coordinated a fam trip to Eleuthera for July 12-14th on Gulfstream Airlines. Agents from St. Petersburg/Clearwater were invited to participate.

Changes in Latitude also coordinated a July 28-30th fam trip to Grand Bahama for 10 agents from Tampa and 10 from Orlando.

- 3) Bahamasair began service to Nassau and Freeport on June 17th. To promote this service we organized a blitz on 370 agents in North Dade, Broward and Palm Beach counties - 12 teams. A reception was held with 200 agents in attendance.

- 4) B King participated in a mall promotion with the Grand Bahama Island Promotion Board at Aventura Mall. The promotion was a complete success; the theme, which was "Things Grand Bahamian" was fitting.

- 5) B King participated in Bahamasair's first flight on June 17th. Among those in attendance were wholesalers Alken Tours, GoGo Tours, T For Travel, Travel Link, Future Tours and Club Bahamas.

- 6) June 20th: David's Bridal Show.

WALK-INS: 14                      PRESENTATIONS: 3                      FAM TRIP: 1                      SHOWS: 1

July 22, 1994

January - June 1994  
Trade Shows  
Los Angeles and San Francisco

January

15 Tulip Travel Show, Palm Springs  
21-22 Travelage Trade Show, Honolulu, HI  
21-23 The Travel Show, Seattle  
23 Prestige TravelFair, Las Vegas, NV  
26 Segale Travel Show, Stockton  
29 TravelFest '94 Long Beach, CA

February

2-6 10th Annual Leisure Travel and Cruise-A-Thon  
5-6 The Orange County Register 16th Annual  
10 Travel Ventures, Modesto  
11 Travel Fair '94/Sacramento Bee, Sacramento  
13 Winter Festival of Brides, L.A. Conv Center  
17 ASTA's 11th San Diego Travel Festival  
18-19 14th Annual Metro Phoenix World Travel  
Show, Phoenix, AZ

March

4 13th So. Arizona World Travel Show, Tucson, AZ  
4 San Francisco Chronicle Great Out Door Adventure  
12-13 Seaviews, Oakland, CA  
20 Worldview Travel Lakewood, CA

April

4 CHA/CTO Spring Travel Show, Anaheim  
7-10 1994 ASTA Western Regional, Newport Bch, CA  
16-17 Los Angeles Travel Show, Los Angeles,  
28 Friendly Holidays 6th Annual Summer Splash  
Newport Bch, Marriot, Newport Bch, CA

June

3-4 TravelAge Trade Shows, Las Vegas, NV  
11-13 Showbiz Expo West, Los Angeles  
30 CTO SO. CAL Trade Show/Dinner, Irvine, CA

The following is a list of activities regarding the above for the Dallas office.

January

- 08 United Nations Women's Conference - Dallas, Tx
- 13-16 DEMA - New Orleans, La.
- 20-23 ASTA - Austin, Tx.
- 24 Rockwell Tours Promotion - Denver, Co.

February

- 01 Rockwell Tours Promotion - Colorado Springs, Co.
- 02 " " " " - Ft. Collins, Co.
- 03 " " " " - Boulder, Co.
- 06 Star Telegram Cruise Show - Ft. Worth, Tx.
- 20 Dallas Mng. News Cruise Show - Las Colinas.
- 24 About Travel Show - Sherman, Tx.

March

- 04 AA Flyaway Superakt. - Dallas, Tx.
- 08 Memorial City Tvl. Show - Houston, Tx.
- 21 Funway Travel Shows - Houston, Tx.
- 22 " " " " - Houston, Tx.
- 23 " " " " - Ft. Worth, Tx.
- 24 " " " " - Dallas, Tx.
- 28 " " " " - San Antonio, Tx.
- 29 " " " " - Austin, Tx.
- 31 " " " " - Beaumont, Tx.

April

- 05 ADA Travel Forum - Dallas, Tx.
- CTO/CHA - Dallas, Tx.
- 06 CTO - Houston, Tx.

07 Funway Travel Show - Tyler, Tx.  
 CTO - Denver, Tx.  
 Funway Travel Show - Wichita Falls, Tx.  
 UT-D Int'l. Day - Richardson, Tx.  
 12 Princess Vacation Blitz - Little Rock, Ar.

May  
 03 Alcon's Travel Show - Dallas, Tx.  
 21-22 A-1 Scuba Show - Denver, Tx.  
 23 Funjet Travel Show - Shreveport, La.

June  
 01 Funway  
 04 Bahama Bash - Dallas, Tx.  
 09 Jefferson Place Bash - Las Colinas, Tx.  
 11 " " " " " "  
 18 Cobblestone Bash - " " " "  
 The Mark's Bash - " " " "  
 19 Chaparral Place " " " "  
 20 CTO Presentation - Houston  
 25 Rancho Miraga - Las Colinas, Tx.  
 Villa @ Beaver Ck. - " " " "

**CHICAGO/DETROIT REGIONS**  
**JANUARY-JUNE, 1994 PROMOTIONS/SEMINARS**

**JANUARY**

- 17-21           **Apple Vacations Seminar Blitz, Cleveland, OH**
- 24-28           **Club America Seminar/Blitz, St. Louis, MO**
- 24               **Crystal Palace Presentation, Chicago, IL**

**FEBRUARY**

- 1               **Wagon Lits Show, Dayton, OH**
- 3               **Underwater Adventure Show, Chicago, IL**
- 18-22           **International Adventure Show, Chicago, IL**
- 26               **Black Heritage Celebrity, Chicago, IL**
- 26               **WFRV-TV Travel Show, Greenbay, WI**
- 26               **AAA Travel Bridal Show, St. Louis, MO**
- 28               **ASTA, Cleveland, OH**

**MARCH**

- 10               **Woman In Travel, St. Louis, MO**
- 15               **Don Holland Trade Show, Chicago, IL**
- 16-18           **In-House Seminar, Chicago, IL**
- 22               **Don Holland Trade Show, Kansas, MO**
- 24               **St. Louis Post Dispatch Show, St. Louis, MO**
- 30               **CTO Trade Show, Cleveland, OH**

**APRIL**

- 7** Cleveland Plain Dealer, Cleveland, OH
- 12** Detroit News Show, Detroit, MI
- 15** Our World Underwater, Chicago, IL
- 25-28** Edgar Allan Poe Choir—Channel 7, Chicago, IL
- 27** ATA Reservations Seminar, Oakbrook, IL
- 28** Apple Vacation Seminar, Elk Grove, IL

**MAY**

- 13-16** USAir Fam Trip, St. Louis, MO
- 20-22** Cable Beach Association Fam Trip, Chicago/Nassau

**JUNE**

- 3-6** Apple Vacations Manager Incentive Fam, Chicago-Nassau
- 4-8** V.103 Radio Remote Live Show, Chicago/Nassau
- 6** Globe Trotters Presentation, Cleveland, OH
- 7-10** ATA Blitz Seminar, Lafayette, IN
- 13-14** Apple Vacations Blitz/Seminar, Cleveland, OH
- 15-18** ATA/BTO Fam Trip-Nassau, Chicago
- 16** Apple Vacation Blitz/Seminar, Cleveland, OH
- 16** Funjet Vacations Reservations Presentation, Milwaukee, WI
- 17** Funjet Vacations Reservations Presentation, Chicago, IL
- 20-24** Princess Blitz/Seminar, Cleveland, Cincinnati, OH
- 29** Ivy Tech College Presentation, Indianapolis, IN

Insert 14(a)



# BAHAMAS TOURIST OFFICE

255 ALHAMBRA CIRCLE, SUITE  
CORAL GABLES, FLORIDA 3313  
TELEPHONE (305) 442-4567

## EXPLANATION FOR THE BREAKDOWN OF RECEIPTS.

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*  
Ernestine L. Cox  
Sr. Ass't General Manager

RECEIVED  
DEPT. OF JUSTICE  
CRIMINAL DIVISION  
94 AUG - 8 AM 11:25  
INTERNAL SECURITY  
SECTION  
REGISTRATION UNIT

IT'S BETTER IN THE BAHAMAS!

BAHAMAS TOURIST OFFICE/BAHAMAS MINISTRY OF TOURISM

CASH RECEIPTS, JANUARY - JUNE/94

=====

JANUARY	655,482.16
FEBRUARY	909,905.89
MARCH	900,063.12
APRIL	13,221.19
MAY	857,400.91
JUNE	803,681.05
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	<b>\$4,139,754.32</b>
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