

For Six Month Period Ending JUNE 30, 1995  
(Insert date)

Name of Registrant  
Bahamas Tourist Office  
d/b/a Bahamas News Bureau  
Business Address of Registrant  
MINISTRY OF TOURISM  
P. O. BOX N-3701  
NASSAU, BAHAMAS

Registration No. 2310

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

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

If yes, furnish the following information:

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

If yes, furnish the following information:

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

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

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

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
Jeremiah Reid	Area Manager	Jan. 30, 1995
Kirk Beck	Manager, Groups	June 30, 1995
James Johnson	Manager, Groups	June 30, 1995

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>
John Thompson	Chicago, Illinois	Area Manager	May 1, 1995

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)

\_\_\_\_\_  
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.

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<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

ASSISTANT MANAGER

Subscribed and sworn to before me at NASSAU, BAHAMAS

this 4th day of OCTOBER, 19 1995

*[Signature]*  
(Signature of notary or other officer)  
Permanent Secretary's Office  
OCT 4 1995  
Ministry of Tourism

<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 CRM-154, formerly 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.)

Renée D. Mayers  
Signature

October 4, 1995  
Date

RENEE D. MAYERS

Please type or print name of signatory on the line above

ASSISTANT MANAGER

Title

INTERNAL SECURITY  
SECTION  
REGISTRATION UNIT

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**BAHAMAS TOURISM CENTER - NORTHEAST AREA (NEW YORK STATE,  
NEW JERSEY & CONNECTICUT, BOSTON & NEW ENGLAND STATES,  
PENNSYLVANIA, DELAWARE, WASHINGTON D.C., MARYLAND, VIRGINIA  
& WEST VIRGINIA)**

**SALES & PROMOTIONAL ACTIVITIES  
JANUARY - JUNE, 1995**

<u>DATE</u>	<u>SHOW</u>	<u>LOCATION</u>	<u>BTO REP</u>
<b>JANUARY</b>			
16-22	Worldwide Sales Meeting	Nassau Bahamas	All Reps
24th	Bahamas Seminar	Pittsburgh, PA.	B. Bosfield, M. Higgs, G. Johnson & B. Vanderpool
24th	Bahamas Seminar	Wakefield MA.	V. Brown, D. Watson, & A. Adderley
24th	Bahamas Seminar	Manhorough, MA	V. Brown, D. Watson & A. Adderley
25th	Bahamas Seminar	Monroeville, PA	B. Bosfield, M. Higgs, G. Johnson & B. Vanderpool
25th	Bahamas Seminar	Waltham, MA	V. Brown, D. Watson, & A. Adderley
26th	Bahamas Seminar	Dedham, MA	V. Brown, D. Watson & A. Adderley
26th	Bahamas Seminar	Treose, PA	B. Bosfield, M. Higgs, G. Johnson & B. Vanderpool

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27th	Bahamas Seminar	King of Prussia, PA	B. Bosfield, M. Higgs, G. Johnson & B. Vanderpool
31st	Bahamas Seminar	Cherry Hill, NJ	B. Bosfield, G. Johnson, M. Higgs & C. King

This month's activities also included sales blitzes (calls) on agencies by Marketing Reps in areas mentioned above.

## FEBRUARY

1st	Bahamas Seminar	Harrisburgh, PA	B. Bosfield, G. Johnson, C. King & B. Vanderpool
2nd	Bahamas Seminar	Towson, MD	B. Bosfield, G. Johnson, C. King & B. Vanderpool
3rd	Bahamas Seminar	Arlington, VA	B. Bosfield, G. Johnson, C. King & B. Vanderpool
7th	Bahamas Seminar	Brooklyn, NY	R. Harrison, M. Lewis, R. Culmer M. Higgs
8th	Bahamas Seminar	Melville, NY	R. Harrison, M. Lewis, R. Culmer, M. Higgs

This month's activities also included regular sales calls by Northeast Marketing Reps & Sales blitzes (calls) on travel agencies.

**MARCH**

13th	National Trade Show	Tyson Corner, VA	B. Vanderpool
14th	National Trade Show	Baltimore, MD	C. King
14th	Boston Globe Show	Boston, MA	V. Brown & D. Watson
15th	National Trade Show	Wilmington, DE	B. Bosfield
16th	National Trade Show	Cherry Hill, NJ	B. Bosfield
21st	Sato Travel Show	Philadelphia, PA	B. Bosfield
24th - 26th	Beneath The Sea	Westchester, NY	M. Lewis

This months activities also included sales calls by Marketing Reps on in travel agencies in the tri-state area, Upstate New York, Boston & New England States, Pennsylvania, Washington D.C., Maryland, Delaware, Virginia & West Virginia.

**APRIL**

1-2	CI Travel Cruise Int'l	Virginia Beach, VA	B. Vanderpool
3rd	CHA/CTO	Washington, D.C.	C. King
3rd	National Trade Show	Pittsburgh, PA	B. Bosfield
4th	National Trade Show	Harrisburgh, Pa	B. Bosfield
5th	National Trade Show	Ft. Washington, PA	B. Bosfield
5th	ASTA Maine Show	Bangor, ME	V. brown
6th	National Trade Show	Allentown, PA	B. Bosfield
17th	National Trade Show	Burlington, VT	V. Brown

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18th	National Trade Show	Manchester, NH	V. Brown
19th	National Trade Show	Mansfield, MA	V. Brown
19th	New Jersey CTO Show	Newark, NJ	G. Johnson
20th	National Trade Show	Holyoke, MA	V. Brown
21st	National Trade Show	Danbury, CT	A. Adderley
24th	National Trade Show	Piscataway, NJ	G. Johnson
25th	National Trade Show	W. Long Branch, NJ	G. Johnson
26th	National Trade Show	Teaneck, NJ	G. Johnson
27th	National Trade Show	Cedar Grove, NJ	G. Johnson

This month's activities also included sales calls Monday - Friday by Marketing Reps on travel agencies in the Tri-state area, Upstate New York, Boston & New England States, Pennsylvania, Delaware, Washington D.C., Maryland, Virginia & West Virginia.

**MAY**

May 23	Women in Travel	Albany, NY	A. Adderley
May 29	GOGO Tours Cruise Show	New York, NY	R. Harrison & G. Johnson

This month's activities also included sales calls Monday - Friday by Marketing Reps on travel agencies in the Tri-state area, Upstate N.Y., Boston & New England States, Pennsylvania, Delaware, Washington D.C., Maryland, Virginia & West Virginia.

**JUNE**

1st	GOGO Tours Cruise Show	New York, N.Y.	R. Harrison & G. Johnson
2nd	GOGO Tours Cruise Show	New York, N.Y.	R. Harrison & G. Johnson

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5th-7th	Experience '95	Nassau, Bahamas	B. Vanderpool
12-16th	Northeast Area Sales Meeting Freeport, Grand Bahama, All Marketing Staff.		

**This month's activities also included sales calls on travel agencies in the Tri-state area, Upstate New York, Boston & New England States, Pennsylvania, Delaware, Washington D.C., Virginia & West Virginia - Monday - Friday.**

**BTO CHICAGO AREA**  
**JANUARY - JUNE, 1995 PROMOTIONS/SEMINARS**

**JANUARY**

- 10            Apple Vacations Seminar, Kentucky
- 11            Apple Vacations Seminar, Cincinnati, OH
- 11            Apple Vacations Seminar, Dayton, OH
- 12            Apple Vacations Seminar, Broadman, OH
- 13            Apple Vacations Seminar, Akron, OH
- 13            Hart Golf Travel Show, Cincinnati, OH
- 14            Culture Club Promotion, Cincinnati, OH
- 25            Area Travel Show, Rockford, IL

**FEBRUARY**

- 1-14        Area Wide Radio Promotion, Midwest Area
- 15            Bahamas Seminar, Lexington, KY
- 15            Bahamas Seminar, Omaha, NE
- 17            International Adventure Travel Show, Rosemont, IL
- 21            Bahamas Seminar, Ft. Wayne, IN
- 21            GoGo Tours Bahamas Night, Indianapolis, IN
- 22            Bahamas Seminar, Des Moines, Iowa
- 23            Bahamas Seminar, Warren, MI
- 25            Black Heritage Celebrations, Chicago, IL
- 28            Bahamas Seminar, Dearborn, MI

## **MARCH**

- 3 Bahamas Seminar, Lansing, MI**
- 8 Toledo Travel Agents Association Meeting, Toledo, OH**
- 8 CTO Bahamas Presentation, Chicago, IL**
- 9 Bahamas Seminar, Akron, OH**
- 14 Bahamas Seminar, Grand Rapids, MI**
- 15 Bahamas Seminar, Kalamazoo, MI**
- 16 Bahamas Seminar, Columbus, OH**
- 20 National Trade Show, Grand Rapids, MI**
- 21 National Trade Show, Saginaw, MI**
- 23 St. Louis Post dispatch, St. Louis, MO**
- 23 National Trade Show, Toledo, OH**
- 27 Bahamas Tourist Office Seminar, Milwaukee, WI**
- 28 Bahamas Tourist Office Seminar, North Chicago, IL**
- 31 Imperial Travel Trade Show, Lafayette, IN**

## **APRIL**

- 4 Detroit News Trade Show, Detroit, MI**
- 5 Bahamas Tourist Office Seminar, Toledo, OH**
- 6 Cleveland Plain Dealer Show, Cleveland, OH**
- 8 107 FM Radio Promotion, Chicago, IL**
- 15 Gurnee Mall Promotion, Gurnee, IL**

**APRIL (CONT.)**

- 22 Mast Trade Show, Wisconsin**
- 22 Black Advertising/Radio/TV Award Reception, Southfield, MI**

**MAY**

- 5 Area-wide Mothers Day Promotion, Midwest Area**
- 31-June 3 ATA/BTO Fam Trip, Chicago, IL**

**JUNE**

- 1-18 Area-wide Father's Day Promotion, Midwest Area**
- 1-4 ATA/BTO Familiarization Trip, St. Louis/Nassau**
- 8-12 Experience '95, Nassau, Bahamas**

Area: Southeast U.S.A./L.A  
 Activities for  
 January June 1995

**ATLANTA REGION**

Regional Manager: Edward Archer

Marketing Representatives: Tasha D'Aguilar, Pauline Davis, Maxine Lockhart

NAME	SALES CALLS	TELEMARKETING CALLS
<u>January</u>		
Archer, E.	28	33
D'Aguilar, T.	26	25
Davis, Pauline	30	48

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

- Met with the Marketing Managers of South Dekalb and Greenbriar Malls for possible Bahamas promotion; either Memorial Day during the Beach Carnival or on Mother's Day.

PRESENTATIONS: 1      WALK-INS: 15

<u>February</u>		
Archer, E.	23	45
D'Aguilar, T.	50	67
Davis, P.	56	58
PRESENTATIONS:	3	SHOWS: 4
		WALK-INS: 10

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

- Worked with Revanti Magazine for a swimsuit magazine shoot schedule for Radisson Cable Beach in June.
- National Trade Shows: February 27-March 1.
- Worked with Events & More; potential group of 200+ to Atlantis-Paradise Island, September 28th through October 1st.
- Met with Nancy Haskel for possible group of 50 pastors Retreat Trip to Freeport in the summer of 1995.
- Met with Paula Thomas regarding a group of 50 to Freeport June 9-12th and a possible class reunion (50+) to Freeport in the summer, 1995.

<u>March &amp; April</u>		
Archer, E.	62	94
Davis, P.	83	114
Lockhart, M	52	13

.../2

SHOWS: 6

PRESENTATIONS: 5

WALK-INS: 21

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

- 1) Don Holland Trade Show: March 9th in Atlanta.
- 2) April 5th: first Bahamas Tourism Advisory Board meeting/luncheon.
- 3) Coordinated activities for the first annual "Bahamas Independence Golf Tournament" July 10th in either Atlanta or Savannah.

<u>May</u>		
NAME	SALES CALLS	TELEMARKETING CALLS
Archer, E.	37	41
Davis, P.	0	0
Lockhart, M	55	60
PRESENTATIONS: 2		WALK-INS: 15

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

- 1) May 19-22: Princess Vacations fam trip, Memphis/Freeport.
- 2) Princess cocktail seminar for retail agents-Nashville: June 7th.
- 3) Peach Carnival: May 26-29th, Atlanta.
- 4) Presentation to CTO on Junkanoo Festival and Bahamian music.
- 5) Site inspection with Getaway Tours to Freeport; possible new Atlanta/Freeport charter programme.
- 6) Two in-house educational seminars for retail agents.

<u>JUNE</u>		
NAME	SALES CALLS	TELEMARKETING CALLS
Archer, E.	34	40
Lockhart, M	57	64
Davis, P.	0	0
WALK-INS: 10		

- 1) Sales blitz with Princess Vacations in Nashville.
- 2) Attended Princess Vacations cocktail reception for retail agents in Nashville.
- 3) Sales calls - Atlanta region.

.../3

- 4) Attended travel trade association meetings.

CHARLOTTE  
Ralph Lovett: Regional Manager

	SALES CALLS	TELE- MARKETING	FAM TRIPS	SHOWS	PRESENTATIONS
January	12	32	0	2	Group: 1
February	28	78	0	5	Group: 1
March	27	92	1	1	Group: 1
April	06	43	1	0	Group: 1
May	32	58	1	0	Group: 1
June					

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

JANUARY

- 1) Attended the TAC Convention in Raleigh.
- 2) During this month organized 1995 familiarization trips; plan to conduct meeting planner, travel agent and media fans this year.
- 3) Worked on plans for a promotion (Bahamas Festival June, 1995) with Spirit Square Center For The Arts.

FEBRUARY

- 1) Participated in the Carolina Golf Show. Proved to be very successful; about 6-7,000 consumers attended.
- 2) The Spirit Squart Promotin was cancelled.
- 3) Sales calls this month were mainly concentrated on the fishing and boating market.
- 4) Participation in the MANN TRAVEL SHOW (Charlotte), TAI CONSUMER SHOW (Greenville/Charleston), and the GREENSBORO TRAVEL SHOW; all combined there were approximately 10-12,000 potential visitors who attended.

MARCH

- 1) R Lovett escorted the new Executive Director and the new Meeting Planner for TAC on a site inspection of Nassau.
- 2) Princess Vacations and Grand Bahama Vacations conducted a sales blitz and seminar in Greenville to promote their new charter. Sales calls were made on all of the major travel agents in the area.
- 3) SATO Travel Show: March 7th and National Trade Shows: March 7-10th.

.../4

- 4) IVI Trade Show, March 20th.
- 5) CoGo Tours staff seminar.

AIKI

- 1) Conducted three (3) seminars at Mann Travel offices to acquaint the agents with new developments.
- 2) Conducted a seminar at CoGo Tours-Charlotte to update the agents on the new developments.
- 3) Continued arrangements for pre and post fam trips to Grand Bahama and the Out Islands for the TAC Convention-Nassau.
- 4) Telemarketing was made to several potential meeting planners and incentive houses.

MAY

- 1) Princess Vacations fam trip-Freeport-May 5-9th.
- 2) Joint sales calls with Island Hoppers; May 25-26th.
- 3) Sales calls were made on several dive shops. Several had existing programmes to Nassau and Freeport. Those who did not expressed interest in developing programs to The Bahamas. RM-Charlotte will follow up with them in July.

JUNE

- 1) NCITTA Convention in New Bern, North Carolina June 13-16th.
- 2) Apple Vacations promotion in Greenville, South Carolina June 19th.

LATIN AMERICA

Sr Regional Sales Manager: Ignacio Kocwinski  
 Marketing Representative: Angel Walkine  
 General Sales Agents: Mexico/Venezuela/Brazil/Chile/Argentina

	SALES CALLS	TELEMARKETING
January	528	232
February	280	143
March	282	196
April	289	254
May	0	60
June	281	255

.../5

- 1) Mexico GSA: Participated in the travel trade show "Expo-Hospitalidad"; great turnout - 350 travel agents visited The Bahamas' booth.
- 2) GSA-Chile: Was able to attain the interest on Via Club (wholesaler in Santiago) to promote The Bahamas and will be looking for a co-op advertising partnership.
- 3) GSA-Chile: Conducted two in-house breakfast seminars and promoted our Latin American Golf Tournament.
- 4) GSA-Venezuela: Had discussions with Travel Advisers, a wholesalers who specializes in charter flights. Travel Advisers is willing to consider operating three flights to Nassau in August and September.
- 5) GSA-Argentina was interviewed by the local cable television station, dedicated to travel and tourism, on The Bahamas.

PRESENTATIONS	1 (Miami)
SHOWS	1 (Mexico)
WALK-INS	2 (Chile)

**FEBRUARY**

- 1) Coordinated a Nassau site inspection for Via Club, a Chilean wholesaler.

PRESENTATIONS	2 (Venezuela)
SHOWS	1 (Mexico)
WALK-INS	25 (Mexico)
FAM TRIP	1 (Miami)

**MARCH**

- 1) BRAZTOA Trade Show in Sao Paulo, Brazil: March 13-15th.
- 2) DESTINO USA Trade Show in Buenos Aires, Argentina: March 30-31.
- 3) Promotion by all GSAs for the First Annual Latin American Golf Tournament - scheduled to be held in Grand Bahama May 4-8th.
- 4) VISIT USA Shows were held in Argentina and Chile and were successful for the Bahamas delegation which participated.
- 5) The Julia Tours fam trip, for the top sales representatives, has been postponed until October/Nov  
 October/November, 1995.

SHOWS	8
WALK-INS	25 (Mexico)
PRESENTATIONS	1 (Brazil)

**APRIL**

- 1) Colombian press fam trip co-sponsored by American Airlines: April 27th-May 1st.

.../6

PAGE 6  
JANUARY-JUNE, 1995

- 2) I Boewinski and A Walkine met with Mr Cece of Via Club at the VISIT USA Trade Show. This wholesaler published a brochure promoting hotels in The Bahamas.
- 3) VISIT USA Trade Show in Santiago, Chile on April 3rd.
- 4) GSA Chile attended ACHET Congress in Punta Arenas (south of Chile).
- 5) GSA-Mexico: Worked with Viajes Mundomex in planning several breakfast presentations during May. Sr Armando Quintero, owner/director, agreed to include The Bahamas in the presentations.
- 6) GSA-Mexico: A proposal was submitted to Mexicana Airlines on behalf of Bahamasair requesting a net rate MEX/MIA/MEX to match net rates of Bahamasair to Nassau/Freeport.
- 7) Angel Walkine spoke with Miami Facile who is interested in offering The Bahamas as an add on to Florida EcoTourism packaged. Will meet with Alba in May.
- 8) A Walkine met with WorldWide Vacations to discuss the Bahamas product, that is, adding The Bahamas to their upmarket and diving brochures.

SHOWS 2 (Miami/Mexico)

MAY

- 1) VISIT USA '95 trade show in Caracas, Venezuela: May 15-17th.
- 2) Atalaya Turismo fam trip to Grand Bahama: May 7-11th.
- 3) Latin America BahamaMart sub-committee meeting: May 19th.
- 4) Breakfast seminars - Viajes Mundomex (8).
- 5) May 3-5th: Islands Mart in Miami.
- 6) American Airlines Trade Show in Bogota, Colombia on May 4th.

FAM TRIPS 1 (Miami)  
TRADE SHOWS

JUNE

- 1) A Walkine participated in the American Airlines Workshop in Sao Paulo, Brazil on June 13th.
- 2) Sixteen agents from Turismo Cecha visited Nassau and had a site inspection of The Atlantis hotel. Their visit was excellent and they expect to sell the product widely.
- 3) June 16th-Mexico-The ITO participated in the promotional breakfast offered by Viajes Mundomex to GO travel agents.
- 4) Faucett Peru/Club Bahamas fam trip to Nassau/Freeport June 9-14th.

SHOWS 2 (Miami/Mexico) PRESENTATIONS 3 WALK-INS 13

**California Area**  
**Trade Shows/Public Relations - 1995**

<u>Date</u>	<u>Trade/Consumer Show - Venue</u>	<u>Est. Att.</u>	<u>Cost</u>
Jan 11	CTO Meeting - Reception San Francisco		
Jan 22	Prestige Travel Fair '95, Las Vegas NV	15000 c	400
Jan 25	FGTO Luncheon, San Francisco	45 t/a	
Feb 4-5	Orange County Register, Costa Mesa 17th Annual Travel Show	800 t/a 9000 c	625
Feb 9	Modesto Bee, Trade/Consumer show, Modesto, CA	84 t/a 1259 c	325
	West Valley Travel - presentation, San Jose	6 t/a	
Feb 10	Underwater Photographic Society, SFO	30 c	
Feb 15	Active America, San Francisco	t/a	
Feb 16	ASTA Dinner - SFO	100 t/a	
Feb 22	Golden State Univ - presentation to students	10 c	
	FGTO Luncheon	9 t/a	
Feb 28	CTO Presentation Cruise Night	35 t/a	
March	Cha/CTO Travel Show, Anaheim CA		575
Mar 1	ASIA 12th San Diego Travel Festival San Diego	1500 t/a	
Mar 1	CTO Meeting, SFO	10 t/a	
Mar 3-4	14th Southern Arizona World Travel Show, Tucson, AZ	500 t/a 6000 c	625
Mar 3	Great Outdoor Adventure Fair, Northern CA	10000 c	800
Mar 7	National Travel Exchange, Las Vegas NV	400 t/a	575.
Mar 11	L.A. Times Travel Show, Los Angeles	20000 c	925

Mar 10-12	Seaviews, Oakland Northern CA		
Mar 16	Travelage West Luncheon, SFO	60t/a	
Mar 18	Sacramento Bee, Sacramento No. CA	500 t/a 2704 c	450
Mar 20	CTO Trade Show, Seattle	500 t/a	
Mar 21	CTO Trade Show, San Jose	450 t/a	
Mar 23	ARTA Dinner Presdntation, Cotati, VA	35 t/a 145 c	
Mar 26	Chocalote Abalone Dive, Monterey, CA	1000 c	
Mar 28	Sell A Brate, Oakland, No. CA		750
April 1	TravelFest '95, Long Beach CA	550 t/a	430
April 3	National Travel Exchange, Irvine CA	400 t/a	575.
April 4	National Travel Exchange, Santa Barbara CA	400 t/a	575
April 6	National Travel Exchange, Woodland Hills, CA	400 t/a	575
April 7-8	15th Annual Metro Phoenix World Travel Show Phoenix AZ	500 t/a 10000 c	675
April 18	National Travel Exchange, Seattle	474 t/a	575
April 19	National Travel Exchange - Portland	452 t/a	575
April 25	National Travel Exchange, Ontario CA	400 t/a	575
April 26	National Travel Exchange, Burbank CA	400 t/a	575
April 27	National Travel Exchange, San Diego CA	400 t/a	575
May 2	National Travel Exchange, San Jose CA	433 t/a	575
May 3	National Travel Exchange, Oakland CA	206 t/a	575
May 1-4	Apple Vacations Seminar/blitz, (various cities)		

May 9	Women in Travel, San Jose	100 t/a
May 10-14	ASTA Western Regional Conference, Denver, CO	
May 26-29	Carnivale 95 - San Francisco	135,000 c
June 15	Travel Professionals - Santa Rosa	100 c
June 29	Lets Travel - open house	10 t/a

July 23	Bridal Bazaar, San Diego CA	8000 c	780
<b>FALL '95 SHOWS</b>			
Sept 6-9	VUSAMart, Long Beach (TBA)		
Sept 8	ARTA Travel Show, AZ	500 t/a	650
Sept 11	NTE show/seminar Los Angeles		
	National Trade show, Concord		
Sept 12	NTE show seminar, Woodland Hills		
	National Trade show, Fresno, CA		
Sept 13	NTE show seminar, Anaheim		
	National Trade show, Sacramento		
Sept 14	National Trade Show, Millbrae		
Sept 15-17	Discover Diving, San Diego		
Sept 27	NCC/CTO, Petaluma, CA		200
Oct 5	National Travel Exchange, Las Vegas NV	400 t/a	575
Oct 6	National Travel Exchange, Tucson AZ	400 t/a	575
Oct 6-8	Travelage Trade Show, Anaheim CA		1195
Oct 10	National Travel Exchange, Phoenix AZ	400 t/a	575
Oct 13	Innerspace '95, Monterey		
Oct 22	Bridal Expo, San Francisco		795
Oct 29	Bridal Expo, Anaheim		
Oct 27-29	A Taste of Sunset, Long Beach CA		1000
Nov 5	Bridal Expo, Los Angeles		
Nov 6	NTE, Sacramento		

Nov 14 Seii-A-Brate World Travel, Phoenix AZ

Nov 15 CTO Cascade Chapter

?? ASTA Western Regional, Denver CO

Insert 14(a)



# BAHAMAS TOURIST OFFICE

551 ALHAMBRA CIRCLE, SUITE  
CORAL GABLES, FLORIDA 3313  
TELEPHONE (305) 442-4867

## 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.

*E. L. Cox*  
Ernestine L. Cox  
Sr. Asst General Manager-Finance

RECEIVED  
DEPT OF JUSTICE  
CRIMINAL DIVISION  
95 OCT 20 PM 21

IT'S BETTER IN THE



BAHAMAS TOURIST OFFICE  
CASH RECEIPTS, JANUARY - JUNE/95  
=====

JANUARY	909,618.14
FEBRUARY	978,010.39
MARCH	86,040.75
APRIL	961,959.33
MAY	1,219,883.97
JUNE	12,900.83
	<u>                    </u>
	<u>\$4,168,413.41</u>
	=====

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/95

BTO: Miami

	Expenditure
Salaries And Allowances.....	394,855.77
Travel Allowances And Subsistence.....	54,039.02
Telephone And Communication Services..	142,786.08
Rentals.....	90,685.23
Printing And Reproduction.....	18,662.51
Repairs And Maintenance.....	1,330.00
Fees And Professional Services.....	11,964.94
Office Supplies.....	8,182.77
Hospitality And Entertainment.....	10,799.86
Office Total---->	733,306.18

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

Expressed In United States Dollars

For The Half Year Ended 30/06/95

BTO: New York

	Expenditure
Salaries And Allowances.....	235,084.84
Travel Allowances And Subsistence.....	49,802.67
Telephone And Communication Services..	59,860.90
Rentals.....	125,925.87
Printing And Reproduction.....	4,773.99
Repairs And Maintenance.....	.00
Fees And Professional Services.....	6,197.31
Office Supplies.....	9,648.90
Hospitality And Entertainment.....	16,049.79
Office Total---->	507,344.27

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

Expressed In United States Dollars

For The Half Year Ended 30/06/95

BTO: Chicago

	Expenditure
Salaries And Allowances.....	144,116.97
Travel Allowances And Subsistence.....	13,652.00
Telephone And Communication Services..	48,549.92
Rentals.....	72,159.55
Printing And Reproduction.....	2,572.26
Repairs And Maintenance.....	.00
Fees And Professional Services.....	2,984.00
Office Supplies.....	3,433.46
Hospitality And Entertainment.....	2,826.78
Office Total---->	290,294.94

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

Expressed In United States Dollars

For The Half Year Ended 30/06/95

BTO: Los Angeles

	Expenditure
Salaries And Allowances.....	165,156.12
Travel Allowances And Subsistence.....	23,356.86
Telephone And Communication Services..	45,815.50
Rentals.....	35,186.95
Printing And Reproduction.....	855.97
Repairs And Maintenance.....	50.00
Fees And Professional Services.....	3,629.57
Office Supplies.....	3,357.77
Hospitality And Entertainment.....	3,219.11
Office Total---->	280,627.85

Report - USG010

Bahamas Government - Ministry Of Tourism

Page

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/95

Expenditure

United States Total-->

1,811,573.24