

For Six Month Period Ending 30 JUN 1997
(Insert date)

I - REGISTRANT

1. (a) Name of Registrant
BAHAMAS TOURIST OFFICE
d/b/a Bahamas News Bureau
(b) Registration No. 2310
(c) Business Address(es) of Registrant
MINISTRY OF TOURISM
P.O. BOX N-3701
NASSAU, BAHAMAS

2. 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 No
(2) Citizenship Yes No
(3) Occupation Yes No

(b) If an organization:
(1) Name Yes No
(2) Ownership or control Yes No
(3) Branch offices Yes No

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

019935

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

3. If you have previously filed Exhibit C¹, state whether any changes therein have occurred during this 6 month reporting period.
Yes No

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

If no, please attach the required amendment.

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CRM/ICS/REGISTRATION UNIT

¹ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (a waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

CS

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

If yes, furnish the following information:

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

If yes, furnish the following information:

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

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

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

If yes, furnish the following information:

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

If yes, furnish the following information:

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

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

II - FOREIGN PRINCIPAL

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

If yes, furnish the following information:

Name of foreign principal

Date of termination

8. Have you acquired any new foreign principal² during this 6 month reporting period?
Yes No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

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

10. **EXHIBITS A AND B**

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

Exhibit A³ Yes No
Exhibit B⁴ Yes No

If no, please attach the required exhibit.

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

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

If no, please attach the required amendment.

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

3 The Exhibit A, which is filed on form CRM-137 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

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

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS-MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes [X] No []

If no, explain why.

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

Date From Whom Purpose Amount

SEE INSERT SEE INSERT 14 (a)

Total

(b) RECEIPTS - FUND RASING CAMPAIGN

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

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

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

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes [] No [X]

If yes, furnish the following information:

Name of foreign principal Date received Description of thing of value Purpose

6, 7 A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. (See Rule 201(e).)

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

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

(b) DISBURSEMENTS-THINGS OF VALUE

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

Yes No

If yes, furnish the following information:

Date disposed	Name of person to whom given	On behalf of what foreign principal	Description of thing of value	Purpose
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(c) DISBURSEMENTS-POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value¹¹ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes No

If yes, furnish the following information:

Date	Amount or thing of value	Name of political organization	Name of candidate
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10, 11 Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks" and the like.

V - INFORMATIONAL MATERIALS

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

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

17. Identify each such foreign principal. N . A .

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

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

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of informational materials include the use of any of the following: 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 informational materials 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 the informational materials: N . A .
 English Other (specify) _____

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

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

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

VI--EXECUTION

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

(Date of signature)

September 1, 1997

(Type or print name under each signature¹³)

RD Mayers

RENEE D. MAYERS

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

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

NOTICE

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

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

Yes _____ or No 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

Sept. 1, 1997
Date

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

ASSISTANT MANAGER
Title

CRM/ISS/REGISTRATION UNIT

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NORTHEAST AREA
TRADE/CONSUMER SHOWS - JANUARY 1997 - JUNE, 1997

DATE	NAME OF SHOW	CITY/LOCATION	EXPECTED ATTENDANCE	BTO REPRESENTATIVE
January 5	Bridal Expo	Washington, D.C.	100	B. Vanderpool
January 7	NJTIPS Trade Show	Secaucus, NJ	100	G. Johnson
January 7	Bridal Expo	Baltimore, MD	100	C. King
January 9	Bridal Expo	Suffolk Cty, NY	100	R. Culmer
January 10-12	Vacation Outlet	Boston, MA	18,000	A. Adderley
January 12	Bridal Expo	Philadelphia, Pa.	100	B. Bosfield
January 13	Bridal Expo	Long Island Marriott	100	R. Culmer
January 14	BTO Seminar	Tinton Falls, NJ	50	G. Johnson
January 14	BTO Seminar	Cherry Hill, NJ	50	B. Bosfield
January 14	Bridal Expo	New York, NY	100	M. Higgs

Revised 4/28/97

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January 14	BTO Seminar	Columbia, MD	50	C. King
January 15	BTO Seminar	Annapolis, MD	50	C. King
January 15	BTO Seminar	Edison, NJ	50	G. Johnson
January 15	BTO Seminar	Trevos, PA	75	B. Bosfield
January 15	CTO New Jersey	Newark, NJ	120	G. Johnson
January 16	BTO Seminar	Baltimore, MD	50	C. King
January 16	BTO Seminar	Teaneck, NJ	50	G. Johnson
January 16	BTO Seminar	Philadelphia, PA	100	B. Bosfield
January 19	Bridal Expo	Boston, MA	100	A. Adderley
January 20	Bridal Expo	Woodbridge, NJ	100	G. Johnson
January 21(AM)	BTO Seminar	Lynnfield, MA	75	A. Adderley

Revised 4/28/97

**NORTHEAST AREA
TRADE/CONSUMER SHOWS - JANUARY 1997 - JUNE, 1997**

NORTHEAST AREA
TRADE/CONSUMER SHOWS - JANUARY 1997 - JUNE, 1997

<u>DATE</u>	<u>NAME OF SHOW</u>	<u>CITY/LOCATION</u>	<u>EXPECTED ATTENDANCE</u>	<u>BTO REPRESENTATIVE</u>
January 21(PM)	BTO Seminar	Newton, MA	75	A. Adderley
January 21	BTO Seminar	Uniondale, NY	50	R. Culmer
January 22	BTO Seminar	Tyson Corner, VA	75	K. Evans
January 22	BTO Seminar	Melville, NY	50	R. Culmer
January 22	BTO Seminar	Braintree, MA	75	A. Adderley
January 23	BTO Seminar	Marlborough, MA	75	A. Adderley
January 23	BTO Seminar	Bethesda, MD	75	B. Vanderpool
January 23	BTO Seminar	Pt. Jefferson, NY	50	R. Culmer
January 23	Bridal Expo	New Jersey	100	G. Johnson
January 25	Van Zile Travel	Rochester Convention Ctr	300	M. Higgs
January 28	BTO Seminar	Staten Island, NY	30	M. Lewis

NORTHEAST AREA
TRADE/CONSUMER SHOWS - JANUARY 1997 - JUNE, 1997

P. 05

DATE	NAME OF SHOW	CITY/LOCATION	EXPECTED ATTENDANCE	BTO REPRESENTATIVE
January 29	BTO Seminar	Jamaica, NY	100	M. Lewis

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This month's activities also included daily sales calls (Monday - Friday) and sales blitzes by marketing representatives to travel agencies, airlines, wholesaler/tour operators in New York, Connecticut, New Jersey, Boston & New England states, Philadelphia, Washington D.C., Maryland, Virginia and West Virginia.

**NORTHEAST AREA
TRADE/CONSUMER SHOWS - JANUARY 1997 - JUNE, 1997**

DATE	NAME OF SHOW	CITY/LOCATION	EXPECTED ATTENDANCE	BTO REPRESENTATIVE
February 22	Outdoor Sportsman	Newark Delaware	N/A	B. Bosfield

This month's activities also included daily sales calls (Monday - Friday) and sales blitzes by marketing representatives to travel agencies, airlines, wholesaler/tour operators in New York, Connecticut, New Jersey, Boston & New England states, Philadelphia, Washington D.C., Maryland, Virginia and West Virginia.

**NORTHEAST AREA
TRADE/CONSUMER SHOWS - JANUARY 1997 - JUNE, 1997**

DATE	NAME OF SHOW	CITY/LOCATION	EXPECTED ATTENDANCE	BTO REPRESENTATIVE
March 8-9	CI Travel Show	Virginia Beach Pavillion	18,250	K. Evans
March 9	Bridal Expo	Westchester, NY	100	M. Lewis
March 10	National Trade Shows	Tysons Corner, VA	100	K. Evans
March 12	National Trade Shows	Wilmington, DE	100	B. Bosfield
March 15	Outdoors Sportman	Woodbridge, NJ	350	G. Johnson
March 19	LITAA	Long Island Marriott	300	R. Culmer
March 21-23	Beneath The Sea	Secaucus, NJ	1000	G. Johnson
March 23	Bridal Expo	Washington, DC	100	B. Vanderpool
March 25	Bridal Expo	Huntington, NY	100	R. Culmer

This month's activities also included daily sales calls (Monday - Friday) and sales blitzes by marketing representatives to travel agencies, airlines, wholesaler/tour operators in New York, Connecticut, New Jersey, Boston & New England states, Philadelphia, Washington D.C., Maryland, Virginia and West Virginia.

**NORTHEAST AREA
TRADE/CONSUMER SHOWS - JANUARY 1997 - JUNE, 1997**

DATE	NAME OF SHOW	CITY/LOCATION	EXPECTED ATTENDANCE	BTO REPRESENTATIVE
April 1	Carnival Air	Melville, NY	200	R. Culmer
April 3-6	ASTA Eastern Regional	Washington, D.C.	800	R. Culmer/K.Fountain
April 7	AWTA Trade Show	Tarrytown, NY	400	M. Lewis
April 7	National Travel Show	Pittsburgh, PA	100	B. Bosfield
April 14	National Trade Show	Burlington, VT	100	A. Adderley
April 15	National Trade Show	Manchester, NH	100	A. Adderley
April 16	National Trade Show	Mansfield, MA	100	A. Adderley
April 17	National Trade Show	Holyoke, MA	100	A. Adderley
April 18	National Trade Show	Danbury, CT	100	R. Culmer
April 29	National Trade Show	New Jersey Shore	100	G. Johnson

**NORTHEAST AREA
TRADE/CONSUMER SHOWS - JANUARY 1997 - JUNE, 1997**

DATE	NAME OF SHOW	CITY/LOCATION	EXPECTED ATTENDANCE	BTO REPRESENTATIVE
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April, 1997 Continued.

This month's activities also included daily sales calls (Monday - Friday) and sales blitzes by marketing representatives to travel agencies, airlines, wholesaler/tour operators in New York, Connecticut, New Jersey, Boston & New England states, Philadelphia, Washington D.C., Maryland, Virginia and West Virginia.

NORTHEAST AREA
TRADE/CONSUMER SHOWS - JANUARY 1997 - JUNE, 1997

<u>DATE</u>	<u>NAME OF SHOW</u>	<u>CITY/LOCATION</u>	<u>EXPECTED ATTENDANCE</u>	<u>BTO REPRESENTATIVE</u>
May 1	Carlson Wagonlit Expo	Ft. Monmouth, NJ	1500/2000C	G. Johnson
May 1	National Trade Show	Cedar Grove, NJ	100	G. Johnson
May 3	All American Travel	New Britain, CT	50	R. Culmer
May 19	WITS - Albany	Albany, NY	100	R. Culmer

This month's activities also included daily sales calls (Monday - Friday) and sales blitzes by marketing representatives to travel agencies, airlines, wholesaler/tour operators in New York, Connecticut, New Jersey, Boston & New England states, Philadelphia, Washington D.C., Maryland, Virginia and West Virginia.

BTC WEST TRADE SHOWS
1997

Post-it Fax Note 7671

To: *Pené Moore*

Co/Dept: *BTO-Nassau*

Phone #

Fax #

Date: *1/26/97*

From: *Shamaine*

Co:

Phone #

Fax #

of pages: *4*

Date	Name of Show (T) © (T/C)	City	Estimate # T/A	Estimate # Cons.	BTC Pers.
Jan 16	NorCal ASTA	San Fran.	800		V. Kelly
Jan 17-19	The Travel Show	Seattle			V. Kelly A. Bain
Jan 25	Prestige Travel Show	Las Vegas		10,000	A. Bain W. Rolle
Feb 2	Orange Cty Register	Santa Ana	800	9000	E Ginton
Feb 15	AAA Show	Culver City	2500		V. Kelly
Feb 10	Super Clubs Seminar	San Diego			E Ginton
Feb 11	Super Clubs Seminars	Carlsbad Irvine			E Ginton
Feb 18	Super Clubs Seminar, Santa Barbara, Woodland Hills	Valley			W. Rolle
Feb 19	Super Clubs Seminar	Torrance Long Beach			A. Bain
Feb 20	ARTA - SFO	San Fran			V. Kelly
Mar 4	San Diego ASTA	San Diego	1500		W. Rolle
Mar 6	Caribbean Tourism Organization Bahamas Night	Denver	80		W. Rolle E Ginton
Mar 6	Modesto Bee	Modesto	84	1300	V. Kelly
Mar 7-9	Denver Travel Festival		1600	5000	W. Rolle
Mar 12	Caribbean Tourism Organization Bahamas Night	Reno	60		A. Bain
Mar 7	15th Arizona ASTA		500	6000	W. Rolle
Mar 11, 13	Sunquest Product Launch	Los Angeles			Staff
Mar 21	Metro PHX ASTA	Phoenix	500	10000	W. Rolle
Mar 22	Sacramento Bee	Sacramento	500	2700	V. Kelly
Apr 1	National Trade Shows	Co Springs	110 per show		W. Rolle
Apr 3	National Trade Shows	Salt Lake City			E Ginton

Apl 4	LA Times Travel Shows	Los Angeles	2000	20000	V. Kelly E Glinton
Apl 14	Bahamas Seminar (breakfast)	Burbank	60		staff
Apl 14	Bahamas Seminar (dinner)	Pasadena	80		staff
Apl 15	Bahamas Seminar (breakfast)	Woodland Hills	60		staff
Apl 15	Bahamas Seminar (dinner)	Ventura	80		staff
Apl 16	Bahamas Seminar (breakfast)	Torrance	60		staff
Apl 16	Bahamas Seminar (dinner)	Costa Mesa	100		staff
Apl 17	Bahamas Seminar (breakfast)	Ontario	60		staff
Apl 17	Bahamas Seminar (dinner)	San Diego	100		staff
Apl 21	Bahamas Seminar (breakfast)	Sacramento	60		staff
Apl 21	Bahamas Seminar (dinner)	Oakland	80		staff
Apl 22	Bahamas Seminar (breakfast)	San Rafael	60		staff
Apl 22	Bahamas Seminar (dinner)	Walnut Crk	80		staff
Apl 23	Bahamas Seminar (breakfast)	Burlingame	70		staff
Apl 23	Bahamas Seminar (dinner)	San Jose	100		staff
Apl 24	Bahamas Seminar (lunch)	San Pedro	150		staff

BTC WEST TRADE SHOWS
FALL 1997

Date	Name of Show (T) © (T/C)	City	Est. # of T/A	Est. # of Cons.	BTC Pers.
July 16	American Airlines Dest. '97	Santa Barbara, CA	100		AB
July 17	American Airlines Dest. '97	San Luis Obispo, CA	100		WR
July 20-27	Sunquest Airlines, BTC, Southern California, FAM	Nassau Marriott, Club Med, Eleuthera, Clarion Atlantik, G. B.	10		V.K. & JG
July 24-28	CTO, WA/AM/BTC Fam	Marriott, Nassau, G.B.	10		V.K.
Aug. 18	ASTA, Golf/Tennis Outing	Industry Hills, CA			A.B.
Sept. 15	NTS	Concord, CA	110		VK
Sept. 16	NTS	Sacramento, CA	110		VK
Sept. 17	NTS	Fresno, CA	110		VKAC
Sept. 18	NTS	Milbrea, CA	110		VK
Oct. 6	NTE	Los Angeles, CA Woodland Hills, CA	600		All Staff
Oct. 6	CTO	Yakima, WA	100		VK
Oct. 7	NTE	Irvine, CA	100		EG
Oct. 7	CTO	Tri-Cities, WA Walla, Walla, WA	100		VK
Oct. 8	CTO	Pullman, WA Spokane, WA	100		VK
Oct. 9	NTE	San Bernadino, CA	100		AB
Oct. 9	CTO	Coeur D'Alene, ID	100		VK
Oct. 10	NTE	Santa Barbara, CA	600		WR
Oct. 14	BTC Fall Seminar - Bkf	Lakewood, CO	60		WR
Oct. 14	BTC Fall Seminar - Dinner	Denver, CO	150		WR
Oct. 15	BTC Fall Seminar - Bkf	Boulder, CO	60		WR
Oct. 15	BTC Fall Seminar - Dinner	Fort Collins, CO	90		WR

3 Copies

HIGHLIGHTS

A Semimonthly Update of the BTO - Southeast/Latin America

March 15, 1997

WORK IS A BLESSING TO BE ENJOYED...

It is important to believe that one of the 'blessings of life' should be your career. Too many people expect little more out of their toil than the paycheck they get at the end of each month and some sort of security package. That's just not enough for me. We spend more of our waking hours at work than anywhere else, and it's a pity to demean that precious time. How can we believe that we deserve to enjoy our life, and exclude the third of it devoted to making a living?

Our work has to be more than an unfortunate necessity, an unpleasant means to paying the bills. We owe it to ourselves and the people who are important to us to demand more out of all those hours. It's our responsibility to make sure our work gives us the pleasure of pride, accomplishment and congenial relationships. If the work we do fails to provide this joy, important changes should be made.

You may wish you could turn back the clock to the time when you embarked on your present career, and go off in a different direction. Even though it's not unusual for people to change fields, it does get more difficult the older you get...the more responsibilities you have. Frequently, people discover that they're just as frustrated and disappointed in the new field as they were before. It's really important to know the root cause of one's discomfort or disappointments. It might be the job, but not always. Very often it's the person.

Very often we too don't think of terms of being stimulating, we look at our employer to stimulate us - we are bored. If you are bored, penned in, unstimulated, and unmotivated, it's your responsibility to do something about it even if the company you work for seems apathetic about the conditions you perceive to be the cause.

A professional environment is in many ways analogous to the city you live in. Your happiness isn't determined by how much a community has to offer you, although that's certainly a factor. The really important elements include what you do with what's available, how much of yourself you're willing to give to the community, and whether or not you enjoy the people you meet. Indeed, it's great to work in an environment you really enjoy, but in time you will begin to enjoy any environment you're successful in.

We were created to enjoy life, including that part of our lives we devote to our work; but we must realize that all happiness is our responsibility. We're certain to be disappointed if we expect it to come as a gift.

... Paula Richardson

GENERAL INFORMATION

The Southeast Area BTI Seminars have been confirmed for:
April 14 - 16 (Memphis, Nashville, Birmingham); April 23 (Atlanta); April 28 - 30 (Greenville, Greensboro, Raleigh); May 5 - 8 (Fort Lauderdale, West Palm Beach, Orlando, Jacksonville); May 12 - 14 (Clearwater, Sarasota, Fort Myers) May 21 - 23 (Charleston, Columbia, Charlotte). Events will be dinner seminars with pre-dinner trade show followed by a one-hour seminar.

The third meeting of the Travel Agents Advisory Board will be held in Marsh Harbor, Abaco at the Great Abaco Beach Hotel, April 17 - 20.

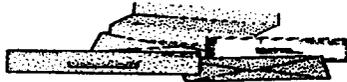
Carnival Airlines will commence daily jet service from Miami to Nassau on April 29 departing Miami at 7:30 pm and returning from Nassau at 10:10 pm.

TIOTB will be hosting it's first annual International Travel Partners Conference, May 5 - 8. It is a special event for the people who help to make TIOTB special - tour operators,

HIGHLIGHTS

*A Semimonthly Update of the BTO - Southeast/Latin America
March 31, 1997*

GENERAL INFORMATION



The groundbreaking for the \$48 million dollar Palm Beach convention center will be held in early summer and is scheduled to open late December 1999 and is a part of a multi-million-dollar plan to bring new group business to the area. 330,000 square feet and will have an economic impact of at least \$125 million per year. Palm Beach has a total of 15,000 hotel rooms, mainly competes against The Bahamas and Hawaii for group business.

With the PanAm/Carnival partnership, Rueven Wertheim is expected to remain for a 90-day period and then act as a consultant for one year thereafter. According to the report, the planes will be repainted and Pan Am now acquires many new routes and is expected to grace the skies over The Bahamas once again.

The Greater Fort Lauderdale CVB, who spends \$2 million annually promoting Broward County, recently spent \$20,000 on a survey to find out what people thought about the area. Results were many of the 6 million people who visit Broward are affluent and from the northeastern US. Majority were visiting friends or relatives and were looking for a clean, relaxing, safe environment with warm weather, beaches and good value for money.

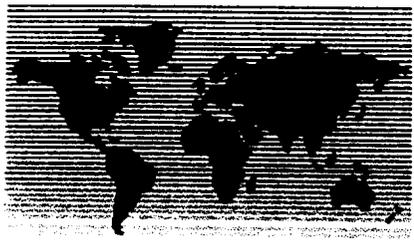
The new updated ARC figures for 1996 shows the following agencies in the SE area: Florida - 3230; Georgia 1496; North Carolina 924; South Carolina 409; Tennessee 631; Alabama 375.

Jan Pitard and Jeff Wahl have both left the employ of Nassau Marriott.

The Nassau/Paradise Island new toll-free number for groups is 888-GROUPS-1.

The old Atlantis Hotel, West Bay Street, has been purchased by a group of Florida investors and will become a Holiday Inn franchise and be managed by Junkanoo Beach Hotel Ltd. Scheduled to open in 1998.

FLORIDA



Gulfstream Air Holidays along with Sandals has a special savings for Florida residents. Including air from Miami, a 2 night vacation starts at \$499.

Carnival Airlines luncheon to announce the Miami/Nassau service has been rescheduled to April 15.

UP still experiencing 'troubles' with their no-show factor. Thursday past flight was oversold; however, only 29 passengers actually flew to Nassau.

Comair will discontinue service to GBI effective June 1. Will be pulling the daily Orlando service and Comair to pick up the Orlando flight from Delta...30 seats instead of 178. Possibility of Delta ceasing the LaGuardia service as well.

Lead processed through Special Markets for Calvary Chapel, an annual couples retreat of 600 people in October. The Bahamas was the breakfast meeting sponsor at the Christian Chamber Meeting where this lead was generated.

One-day familiarization trip of 12 agents to Nassau proved most rewarding. Unfortunately, the vast majority of the hotels were full and were unable to see rooms; however, the agents were very much impressed with Ocean Club and Compass Point.

Have been successful in securing a comp booth at MK Tours. UP, along with an additional six Bahamas hotels participated. 375 agents, predominantly from the Beach, were in full force.

PIA has agreed to provide the seats for the GoGo incentive familiarization trip to NPI which has to be rescheduled to June due to the hotels' high occupancies.

Radisson Cable Beach has agreed to participate in the Mothers Day promotion at Seminole Towne Center in May along with GoGo Tours.

GoGo, FlyAway Vacations, Travel Impressions and Alkin Tours are packaging for Sinbad's Soul Festival in Aruba, May 21 -26. GoGo reports they are receiving overwhelming support for the festival and has dedicated the majority of their room block for the festival.

Festa Holidays have been running Jamaica ads for the past four weeks with a \$50 per agency tag for their top producing agents.

Cayman Airways will be reducing it's Orlando service from three flights per week to two in May. Cayman also announced that they experienced a 4.3 increase in visitor arrivals in January.

GROUPS

Week of sales calls was spent in the Atlanta area along with Linda Bernstein of the Radisson Grand. Made 24 appointments and all were honored. Group leads are presently being processed to the respective Promotion Boards for dissemination to their members.

Lead has been processed for a group of boat dealers to Nassau/Freeport in late July 1997...Mako Marine International.

Vacation Express has reduced their lead price on their Cancun charter to \$299 for 3 nights.

SPECIAL MARKETS

Dive Travel Seminars advised that their series of dive seminars have been exceptionally successful. They are presently half way in the series which features all the tools to get started in selling scuba and dive. Fall seminars include Atlanta September 26. Sponsored by Dive Travel, diveti, Cayman Islands and Travel Weekly.

Scuba divers are the most discerning group when it comes to pristine reefs and they rate the following as the healthiest: Little Cayman, Belize Atolls, Bonaire, Grand Turk, Cayman Brac.



April 3/4

Caribbean Hotel and Tourism Investment Conference - Atlantis

Will bring together head of Caribbean governments, major international investors and global travel and tourism officials.

April 14, 15, 16, 23

BTI seminars

Memphis, Nashville, Birmingham, Atlanta

April 17 - 20

TAAB

Marsh Harbour

April 22, 23, 24

Travel Impressions

Atlanta, Charlotte, Raleigh

April 28, 29, 30

BTI

Greensville, Greensboro, Raleigh

April 29

World Travel Expo

Atlanta

May 5 - 8

International Travel Partners Conference

Nassau

May 5 - 8

BTI seminars

Fort Lauderdale, West Palm Beach, Orlando, Jacksonville

May 12 - 14

BTI seminars

Clearwater, Sarasota, Ft. Myers

**THE BAHAMAS TOURISM CENTER
ONE TURNBERRY PLACE**

HIGHLIGHTS

A Semimonthly Update of the BTO - Southeast/Latin America

April 15, 1997

People Management . . .

If your career has reached a plateau even though you have the desire and the ability to keep climbing, it could be a problem of motivating other people.

You're in better shape than most people if you're in a field you like and are knowledgeable, skilled and self-motivated. These are positive qualities. If you're a self-starter who knows what you want to achieve and can keep focused on your goals, balancing your time and priorities towards that end, the odds in your favor are further improved.

But some people fall short of their own aspirations and expectations. They may have some measure of success but don't reach the level of achievement they're capable of. They feel 'short-circuited' because of what they perceive to be bureaucratic roadblocks or people problems.

Like it or not, much of our success depends on the skills and motivation of other people; so unless you are a professional who operates independently, you had better understand and develop strong 'people management' skills...you must recognize the relative importance of each person involved. You must consciously work at developing and maintaining appropriate relationships to positively affect the behavior and performance of others and at times to influence them to do, feel, or think the way you want.

Whenever we're engaged in any personal contact, we're practicing motivational skills. It's the normal and natural way of getting things done!

... Pamela Richardson

GENERAL INFORMATION

The final series of staff training for the fiscal year was completed with **Managing Change and Interpersonal Skills** conducted by Pryor Resources Inc. *Managing Change* zoned in on: the characteristics that lead to successful change; identify the reasons for resistance to change and successfully overcome such resistance; identify and learn to control the paradigms others live with, and how to use them effectively in managing change; know how to manage the continual change process and gain control over change. **Interpersonal Skills** zoned in on learning how to have a rapport with people, tact and diplomacy, consideration of others, assertiveness and self control, the ability to analyze facts and solve problems, tolerance and patience, the ability to make good

decisions, the ability to communicate with different types of people and developing good listening habits.

Bahamasair departure/arrival terminal is now at Concourse H (USAirways) at MIA.

Vernice J. Walkine, General Manager-Americas, will be relocating to the Aventura area for a 6-12 month period effective early June.

A number of cruise lines have now begun to incorporate port charges in their advertised rates.

Sidney Pottler, has become the Bahamas' ambassador to Japan. He will not live in Japan but will act as ambassador from abroad. This news brief was carried in USA Today, CBS and CNN.

Cayman Airways will reduce their Orlando service from three flights a week to two on May 4. Cayman will drop its service to Atlanta.

LTU drops Tampa May 1 and will serve the Ft. Myers-Dusseldorf route nonstop.

Greater Fort Lauderdale CAV recorded 6.1 million overnight visitors in 1996, up 14%.

Radio Bahamas is on the air and is being heard in the far reaches of Abaco. The station is an FM station located at 93.5 on the dial. They began broadcasting in mid-March with 1000 watts.

Don't Stop the Carnival by singer/song-writer Jimmy Buffett and writer Herman Wouk, has attracted preview performances the likes of Pat Riley, Micky Arison and Donna

Summer. The post-show gala, a Coconut Grove Playhouse benefit, fetching \$500 and \$1,000 per person, had entertainment by a 'large local junkanoo troupe'.

Continental Airlines will offer new nonstop flights to Nassau from Houston. The carrier will fly twice-weekly flights beginning June 26 (Thursday and Saturdays) with an introductory round-trip fare of \$399.

A nationally televised warning by a Florida sheriff concerning crime in

Florida is not expected to derail the state's early upswing in tourist arrivals this year, officials said. Both the state as a whole and South Florida in particular are reporting record tourism numbers and expect the trend to continue.

FPT Travel Management Group said it will continue to market packages prepared by FLL-based Vacation Break USA, one of two dozen firms charged in Operation Trip-Up. Vacation Break was cited by six state attorneys general in the

recent nationwide crackdown on alleged travel scam companies. It was charged with violating consumer-protection laws and/or unfair trade statutes in five states. Vacation Break is the owner of Port Lucaya Resort.

GBI co-sponsored the ASTA of the Americas cruise aboard the Discovery where four hundred travel agents attended

PERSONNEL UPDATE



Melony Cidel will be returning to work on May 1.

Congratulations to Edward Archer and his new bride Tiska!



PRODUCT UPDATE

Nassau Marriott renovations update: Hair dryers have now been placed in all rooms; mini bars are now being placed in all rooms; Goombay Mama is being renovated and will be completed by summer; the game room will be enclosed by a sound-proof glass; landscaping will be enhanced around the pool area; the Black Angis will be moved to the present Oriental Palace (which will cease to exist). The area of the Black Angis will become a martini bar.

With a \$100 million restoration of the landmark British Colonial, Bahamians and tourist will be able to see first hand what the BC looked like in its heyday. The one million square foot redevelopment will result in a 305-room, five-star luxury hotel, and office suite complete for financial institutions, 150 luxury ocean-front condominiums, 300 apartment units and a marina. The first two phases will cost about \$40 million to upgrade the hotel and other facilities.

REGIONAL UPDATE

LATIN AMERICA

El Nuevo Herald, the Spanish edition of the Miami Herald, in it's Sunday travel section carried an extensive article on TIOTB - speaking to the beauty and warmth of the people, the clarity of the water, pristine beaches, opulent hotels, etc.

Spanish and Portuguese videos have been produced and distributed to our GSA's in LA for their use during presentations, seminars, etc.

Aerolineas Argentinas filed to operate between Buenos Aires and Miami, via

Caracas, planing three weekly roundtrips using 747 aircraft.

Mexicana received approval to operate between Mexico City and Orlando.

Colombia-ANATO trade show was very well attended. Comments were that there is a very limited amount of information available covering the various types of properties on the islands.

International marketing - Venezuela, through it's participation in the United Airlines Travel Show, distributed Bahamas information.

The Bahamas has been receiving a lot of print in Latin America; Travel Club

advertising the Discovery to Freeport (with accommodations); Marriott and Club Fortuna in Argentina with Atalaya Turismo; the Atlantik Beach with Nacion Domingo; SuperClubs-Bahamas in GATA; Bahamas Princess with Adia Turismo.

Attendance at Expohospitalidad in Mexico was overwhelming. Agents were very interested in The Bahamas product.

Since the participation in the Visit USA Show in Peru, GSA has been receiving calls on a regular basis requesting more detailed information on the destinations and hotel options. Over 1,600 travel agents participated in the show and

Puerto Rico was the only other Island destination.

Competitive advertising/marketing within each market: Ecuador: Cancun; Colombia: Aruba; Brazil: Aruba, St. Marteen; Argentina: Aruba, Margarita island, St. Marteen, Punta Cana; Venezuela: Aruba, Curacao (new to market), St. Marteen, Margarita island; Mexico: Jamaica, Cancun, Cozumel; Peru: Cuba, Mexico.

Marriott and Superclubs appears to be the most desirable products in the destination. Lots of interest in Sandals but their Bahamas product is extremely expensive for the marketplace.

ATLANTA

The travel agents in Tennessee have 'banned' together to form a Travel Agents of the Tennessee (TAN) association. It is anticipated that the first 'conference' meeting will be held in late-summer. Association formation to be mirrored after the successful TAC in the Carolinas.

PVI is actively promoting their Knoxville charter with a lead price of \$299 for a 3-nights stay. PVI will be having a evening reception in early June to 'kick off' the charter which begins in July 3 - September 28.

PVI's Memphis charter, which begins May 2 - August 29, has a lead price of \$249 for 3 nights. Bookings are not as strong as expected.

FLORIDA

Palm Beach County CVB have launched a series of seminars in selected cities using a "jeopardy" TV-show formatwazzu ; with prizes for correct answers.

Bahamas Princess is offering a "Come To GBI" vacations for a one-night stay, including air on Lake, for \$99 per person.

Bahamasair announced that, effective May, they will be resuming the 5 daily flights to MCO. Possibility of UP servicing GBI from Orlando during the summer.

Bahama Breeze (OLD. restaurant) featured Cat Island in their April newsletter. Radio station (102 JAMZ FM) is featuring Naassau Marriott as the host hotel for the Bahamas Breeze getaway. Partners include 7-up and Winn Dixie.

Orlando Sentinel's Travel section featured an article on the shark dive off Walker's Cay - leaving on Chalks,

speaks to the hotel and marina and lists the Undersea Adventures as the call to action.

NPI hoteliers conducted all day training sessions with the marketing staff updating them on their product.

Cayman Tourist Board officials report a 4.3% increase in visitor arrivals in January - 33,987 passengers.

GROUPS

The following group leads were generated: Family Christian Association of America, June 18 - 21, '98; Libra Global services, May 3 - 10 '97; Printpack Inc., July 14 - 18 '98; Intersped, June 21 - 27 '97; USA Poultry & Egg Export Council, June '98; Georgia Academy of Family Physicians, August '99; Golden Key national Honor Society, August '98; The Vega group, May/June '98; national electric Company, May '98; Society of Insurance Research, '98; Osmose Wood Preserving Inc., September '98; Bard Urological, '98.

SPECIAL MARKETS

The Gospel Music Workshop of America has agreed to hold its first ever, out of the country meeting, in Nassau March '98. 500 people expected.

UPCOMING EVENTS

BOATING FLINGS:

- June 25 - 29 - Port Lucaya, Grand Bahama
- July 10 - 13 - Blue Water Resort, Bimini
- July 23 - 27; Blue Water Resort, Bimini
- July 30 - August 3; Port Lucaya, Grand Bahama
- July 30 - Aug. 10; Bimini, Great Harbour, Harbour Island
- Aug. 7 - 10; Bimini Big Game

Aug. 13 - 17; Bimini Big Game

BTI SEMINARS:

- April 28, 29, 30
Greensville, Greensboro, Raleigh
- May 5 - 8
Fort Lauderdale, West Palm Beach, Orlando, Jacksonville
- May 12 - 14
Clearwater, Sarasota, Ft. Myers

.....
June 6 - 8
Caribbean Muzik Festival

June 19 - 22
Rhythm & Blues Festival

April 29
World Travel Expo

May 5 - 8
International Travel Partners Conference

THE BAHAMAS TOURISM CENTER

ONE TURNBERRY PLACE
19495 HISCAYNE BLVD. SUITE 6609
AVENTURA, FL 33180
Telephone (305) 822-0051
Facsimile (305) 682-9758

Web Site Address: <http://www.international.com/bahamas>

HIGHLIGHTS

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GENERAL INFORMATION

Bozell Public Relations has moved to new modern, expanded offices in New York...640 Fifth Avenue, 6th floor, NY, NY 10019. General phone number (212) 445-8100.

Pan Am's merger with Carnival Air should be finalized by late May/early June.

Vernon Ellis, ex-Holiday Inn/Freeport, has been named chairman of the Turks & Caicos Island Tourist Board. He is GM of the Turquoise Reef Resort & Casino.

Haiti is courting investors in a bid to up room inventory from 850 to 10,000 by 2004.

Bermuda is raising the profile of the island as a meeting and incentive destination. Pooling \$800,000 for the campaign.

Jamaica tourism is experiencing some workshop fall off. For the first two months of the year, tourism arrivals declined 3.1% and this trend is expected to continue. Air Jamaica Vacations, Air Jamaica, and JTB all had separate booths at the World Travel Expo recently - reinforcement?

Cayman Islands, previously prided themselves on the fact that the islands were crime free. Crime rose 8% in '96. TV ads are mainly about diving.

Barbados is currently sponsoring the 5pm traffic report on HOT 105 with JM Vacations as the call-to-action.

Air Jamaica hosted country destination suppliers to an Air Jamaica showcase in Kingston where they flew in and hosted 400 travel agents to presentations, trade show and luncheon. Bahamas was represented where we were afforded two sessions of seminars. Agents were interested but concerned regarding the customs/immigrations 'roadblocks' to Jamaicans. Montego Bay will be AJs new hub June 15. Raymond Francis was in Kingston representing Negril Cabins Resort as GM.

Puerto Rico Travel Exchange is scheduled at the Caribe Hilton, San Juan, May 19 - 21.

PRODUCT UPDATE

Sun International will be closing the Pirate's Cove Beach Resort on September 1 for extensive refurbishment. To be opened in 1998 - date to be determined.

The **Jean-Michel Cousteau's Out Islands Snorkeling Adventures** program is now offering a two-day, \$97, snorkeling program to the islands 25 resorts.

Small Hope Bay is offering a Let's Get Married Package at \$325 and a Honeymoon Package at \$2500 per couple for seven nights.

The **Caribbean Muzik Festival** was being advertised on HOT 105 with wrong dates. Have now been corrected.

REGIONAL UPDATES

LATIN AMERICA

United Airlines has created Latin American Division. More news to follow as developments occur.

The **Cielos Abierto Incentive Charter Groups** from Colombia did finally depart with all required documents for Nassau. Great difficulty with the British Embassy in Bogota issuing the group visa.

United Airlines conducted a travel agent workshop in Santiago for travel agents and were represented by our GSA.

Adia Turismo, Argentina/Always, Venezuela/ VYT, Argentina/Jetways, Argentina/Travel Club,

Argentina/Sabor, Argentina/Atalaya Turismo, Argentina all produced brochures, ads, fliers featuring TIOTB.

Will need to revisit booking procedures for the LA territories. Requests are being channeled to hotels with no response and the LA agents becoming very despondent.

Agents are very responsive to our new trade collateral brochure and requesting them in bulk!

FLORIDA

Travel Wide Incentive, a subsidiary of Travel Wide, booked an incentive group to Nassau Marriott with travel completed in March. Agency so pleased with service and accommodations, they plan to send more business.

Tivoli Travel has booked 208 persons in Harbour Island for a wedding in May. Booked most of the hotels, several homes and looking for a quantity of Getaway Magazines.

Agents are uncertain regarding the merger of Pan Am and Carnival. Concerned if Pan Am will be agent friendly.

ATAs MCO/NAS service ended May 19. New code share with UP is in place. UPs new fare will be \$118 replacing the advertised \$78 fare.

Protours got a boost with the article in Travel Weekly re. the parent company and their 20-year track record, etc. Agents have been skeptical about booking and there is still much ill-will because of the demise of T for Travel.

Premier Cruise Lines is offering its "Sell the Ports" training program, with CTC continuing educational credits. Nassau and Port Lucaya is two of the three main ports.

MK Tours program with the Out Islands is still pending. Response

from the hotels are very slow. Currently Bahamas and Cancun top sellers.

Vacation Store is promoting their Memorial Day special to Nassau at Superclubs @ \$522 for 2 nights and Cancun @ \$429.

The System 1 Trade Show had an attendance of 100 travel agents. Most SE tour operators participated and BTO shared a booth with UP.

World Travel Expo was sold out in WPB, Tampa and Orlando. Over 400 agents attended. Lots of European hoteliers/airlines participated but no cruise lines.

'97 Tour of the Gables 5K race features TIOTB as a major sponsor with Continental Connection. Winners will receive a trip.

Participated in the HOT 105 Family Reunion Day at Gulfstream Park. Rhythm & Blues purchased a booth and we 'piggy backed'. Due to unforeseen circumstances, the flyers that were to be produced were not present; however, a database will be created with the names of those persons who had interest in TIOTB.

GFFLCVB has landed the biggest and longest convention group in local history - Women's Int'l Bowling Congress, x 1.7 million members for 10 weeks in Spring of 2001.

GBI/Discover Promotion realized 200 agents including many, many outside agents.

Changes in GoGo offices...Blair Waters (OLD) will be leaving the industry. Tinker (Ft. Myers) will be replacing Blair. No replacement named for Ft. Myers. Hand over is set for May 12.

Reggae Jam has inquired as to the feasibility of our having a charter in New Orleans in the summer. Presenting working with Air

Jamaica/JTB and have already sold 600 seats on the flight which is due to start next month. They also complained about Ups inconsistency in OLD.

Festa has a new Director of Sales, Cathy Roderiquez. Now have 14 staff members and NO LONGER any conference facilities.

Bahamas will participate in SunFest '97 in WPB. There is a booth with CMF plus radio promotions on WRMF. Expected attendance is 300,000.

Paradise Island Airways is spotting a billboard on LeJeune Road near 836 promoting their daily flights to PI. Excellent spot with constant traffic.

GROUPS

Leads generated: Singer, March 11 - 15, '98 of 100 rooms.

Victory Christian Women Conference, Oct. 21-24 '97 booked 84 rooms at the Bahamas Princess. Interspersed, June 21-27 '97 booked 90 rooms at Nassau Marriott. Bahamas lost bids to American Crop Protection Association, Feb. 20 -25 '98...Mako Marine Int'l, July 28 - 30 '97 due to their concern for hurricanes at that time.

ATLANTA

Atlanta has been ranked fourth among cities with at least six Fortune 500 corporate headquarters. NY has the top spot.

In an effort to boost it's gambling and tourism industry, Mississippi business and government officials persuaded Reno Air to operate scheduled service (launched this month) between Gulfport, MISS and Atlanta, Orlando and Tampa.

Air Jamaica announced they will begin scheduled air service between Atlanta/Montego Bay/Nassau in early June. Prices not yet set. To promote this service, AJ has scheduled a series

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GENERAL INFORMATION

Edge of Africa, Busch Gardens' new safari experience, will open July 2. The 15-acre area, the largest expansion involving animals in the park's history, will transport guests through the habitats of giraffes, lions and baboons.

Puerto Rico now has a San Juan Dine Around Program for \$49 inclusive of breakfast and dinner at 14 restaurants in the San Juan area.

Caribbean Travel & Life Magazine has rated Great Inagua as one of the 10 Finest Natural Attractions and Ecological Wonders in the Caribbean.

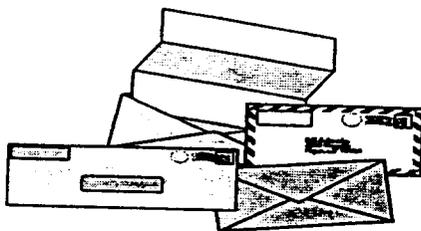
Carnival Cruise Lines reported record booking levels from January's "Wave Week" have continued spiraling upward through April, with bookings at more than 42% above the same period last year. The debut of the Inspiration and the Destiny, are factors in increased sales but they represent a 13.4% capacity increase, and bookings are three times that amount.

In an unusual move, the Walt Disney Travel Co. introduced a \$25 bonus commission as part of its Summer Spectacular Vacation promotion. The bonus is paid for new clients booked on the operator's Basic Plan, Deluxe Magic, Resort Magic and Grand Plan.

Rodale's Scuba Diving Magazine has named the Family Islands as the 4th best snorkeling destination in the Caribbean. Bonaire, Bermuda, US Virgin Islands were ahead.

The Doral Beach, has been renamed The Westin Resort, the first Westin to grace Florida's Atlantic Ocean. The hotel is to announce plans for a multi-million dollar revitalization to recapture its original grandeur.

Day-cruiser New SeaEscape, under new management, plans to enter the market for Bahamian overnight cruises by late this year. They are presently looking at vessels for two/three/four-night cruises.



The Jamaica Shuttle is back departing from Mississippi, Alabama, Tennessee and the Florida Panhandle to Montego Bay using 727 jets on Fridays and Mondays. Operating from May 9 - August 11 and offering over 70 tour packages from budget to deluxe from Reggae Jam. Jamvac Charter is a public charter operated by the Government of Jamaica. Jamaica's summer promotions includes Reggae SunFest, August 6-9 and Ocho Rios Jazz Festival, June 8 - 15.

Retailers have embraced the cruise lines' bundling of some port charges into cruise fares. Bundling is now required by the Florida attorney general. Several major lines recently announced they will include non-governmental port charges in cruise areas, but some have not said whether they would do it outside Florida.

Carnival announced the company will follow Princess Cruises in offering a cruise financing program, under which passengers will be able to pay for a cruise through a designated bank.

The CTO will be conducting a series of trade shows under the theme "The Caribbean: Where To Go" in Raleigh/Durham, Atlanta, Fort Lauderdale, West Palm Beach, Ft. Myers and Miami, late May. The BTOs will not be participating.

Bahamasair's jet is presently being serviced. During the week, Monday-Wednesday, the Dash 8 is being used to ferry passengers and on the weekends Air Tran has been contracted to ferry passengers to Nassau. The jet is scheduled to return to service within three weeks.

Shooters/TCI is going to Radisson CB for a photo shoot in early June. Bahamasair is participating.

Bahamasair now has service to Nassau from Fort Lauderdale. Bahamasair 241 originates in Miami at 8:15 am - continues to Fort Lauderdale - and arrives Nassau at approx. 10:15 a.m. Return of UP 262 is scheduled from Nassau at 7:00 pm to Fort Lauderdale - continuing to Miami.

Bahamasair has an introductory fare of \$99 for the Friday and Sunday schedules of the new service from Freeport to Marsh Harbour.

St. Maarten is actively promoting their '6th night free' summer program with GoGo Tours.

Travel Agents of Tennessee (TAT) inaugural meeting was well attended. Forty-one members signed to date and thirty-nine attended the meeting.

The **Georgia Public Television Emmy Awards** will be held on June 3. **Swimming with the Sharks**, filmed in Nassau, has been nominated for three Emmys.

FLORIDA

Wyder continues its most successful campaign with the trade offering "commission checks with all delivered documents".

10th Annual Orlando Carnival included a small junkanoo contingent. Bahamasair was a sponsor. Trinidad and Jamaica had a huge presence.

Coral Gables Chamber Tour of the Gables run/walk was sponsored by Gulfstream and GBI. Public relations coverage in all community newspapers. GBI signage was prominent and announcements made throughout the morning as to GBI's participation.

Sawgrass Mills, which has more than 270 retail outlet stores and name-brand discounters, launched an incentive program for agents and operators who send visitors there. Under the program, eight gift certificates (\$1,000 each) will be awarded.

The number of hotel rooms in Central Florida's three-county metropolitan area climbed to 86,000 by the end of March.

The next Bahama Breeze newsletter to feature the Berry Islands and boating flings.

PIV featuring Bay View Village as lead for 2 day/1 night package from Fort Lauderdale.

Changes in L'attitudes has a change of address: 11681 49th Street N, Suite 11, Clearwater, FL 34622.

Having paid off the debt on a sports stadium, **Charlotte County** formally organized a tourism development bureau. For the fiscal year 97/98, the County will have a \$1 million budget.

Realizing the importance of the international market and specifically Germany, the **Orlando/Orange County CVB** and the **St. Petersburg/Clearwater CVB** have entered a joint marketing agreement that will include numerous cooperative marketing initiatives. Included are: adjacent booths at the annual ITB shows, joint press conferences, dual destination sales mission, joint press trips, cooperative fairs, cooperative advertising.

Palm Beach CVB wants clients to experience the area during its least expensive season, May - December, when prices are down to 50% compared with the winter prices. Off season promotions include a discount booklet (up to \$1,000 in savings), reduced golf rates, free events, Florida SunFest, etc.

Air Jamaica's tradeshow attendance in Miami/Fort Lauderdale were very disappointing. Expected 150-200 agents and realized 75 in each area. Outside agents were in full force and major accounts were obviously absent. Fort Lauderdale agents have commented that they will not sell Fort Lauderdale/Montego Bay/Nassau route. In Orlando, the show drew 150 agents; however, it was felt that only 75 were of any quality.

Tampa's tourism industry is making an aggressive play for visitors this spring with a new cooperative advertising campaign. "Tampa Bay Getaways" offer discounted attraction tickets and hotel rooms. Campaign is in Florida, Atlanta, Washington, New Orleans.

St. Lucia is offering a 2has -night package EP to agents who booked at least on trip to the island in the past year.

MK Tours operated four charters (Fri/Mon) to Cancun for Memorial Day (700 passengers). Bahamas room allotments ran out. Unable to obtain additional.

Sandals is offering a 'hurricane relief program'. Due to the dramatic downturn in business to Sandals during the first hurricane breeze last year, they have decided to offer this program. It includes full guarantee of their vacation (hurricane free); if not, offer of a full vacation later.

Discovery conducted a fam recently to GBI. Agents were not complimentary about the processing at the Port, the hotels, transportation and poor organization on the part of Discovery.

Liberty Travel just recently opened its fourth office in South Florida - Aventura. Three more are planned for '97 and an additional 10 for '98.

The Florida series of BTI have now been completed and proved quite successful. Anticipated attendance was overwhelming: Ft. Lauderdale - 112 agents; West Palm Beach 111 agents; Orlando 100 agents; Jacksonville 72 agents; TV Clearwater 100 agents; Sarasota 133 agents; Ft. Myers 98 agents.

Post Haste Travel booked another group of 30 to Treasure Cay Villas. Looking at charter flights.

Hosted 21 CTO members to an overnight fam to NPI. 15 agents participated. Group very impressed with the positive changes in NPI and have committed to step up their bookings for the destination.

Tir-America, Melbourne is working with Lucayan Beach to set up gambling junkets to GBI for late June. Hoping to fund 727 with 160 seats on Sundays with a \$99 round trip fare. Possibility of Jacksonville/Melbourne/GBI later.

Gulfstream/Continental is now offering very favorable direct service

BTO MIDWEST AREA
JANUARY-JUNE, 1997 PROMOTIONS/SEMINARS

JANUARY

- 21 Area Travel Trade Show, Rockford, Illinois
22 Adventure Travel In-house Seminar, Chicago, IL
26 WENS Bridal Show, Indianapolis, IN
26 Great Bridal Expo, Detroit, MI
28 Chicago Women In Travel Show, Chicago, IL
29 Bon Voyage Travel Seminar, Newark, OH
30 Merit Travel In-House Presentation, Chicago, IL

FEBRUARY

- 1-2 Carlson Travel Seminar, Youngstown, OH
2 Great Bridal Expo, Cleveland, OH
6 Around The World Travel Presentation, Cleveland, OH
9 Viking Travel In-House Presentation, Chicago, IL
12 AAA Travel Vacations Fair, Indianapolis, IN
14 Out Islands Luncheon, Northbrook, /Glenview, IL
14-16 International Adventure Trl. Outdoor Show, Rosemont, IL
25 Oberlin Travel Presentation, Oberlin, OH
25 Breezes Blitz, Cleveland,
27 McCord Travel Presentation, Chicago, IL
27 Carson Pirie Scott Travel Presentation, Chicago, IL

MARCH

- 5 Blue Grass Travel Presentation, Louisville, KY
- 5 BTI Seminar, Rockford, IL
- 6 Carlson Wagonlit Presentation, Louisville, KY
- 6 BTI Seminar, Bettendorf, IA
- 10 South Suburban Travel In-House Pres., Chicago, IL
- 11 Riverfront Travel In-house Pres., Chicago, IL
- 11 Don Holland Travel Show, Dury Lane, Oakbrook, IL
- 12 Don Holland Travel Show, Milwaukee, WI
- 15 World Class Travel Presentation, Cincinnati, OH
- 18 Detroit Free Press Travel Presentation, Detroit, MI
- 18 Prestige Travel Presentation, Cincinnati, OH
- 20 GoGo Tours In-house Presentation, St. Louis, MO
- 20 AAA Travel In-house Presentation, Chicago, IL
- 20 St. Louis Post Dispatch Show, St. Louis, MO
- 20 BTI Seminar, Appleton, WI
- 23 Bahamas Association Presentation, Evanston, IL
- 25 McCord Travel Show, Chicago, IL
- 26 Star Tribune Show, Minneapolis, MN
- 30 Interl. Tours of Terre Haute T.V Prom., Terre Haute, IN

APRIL

- 1 GoGo Tours Bahamas Nite, Indianapolis, IN
- 7 V-100 Radio Promotion, Milwaukee, WI
- 9-10 Apple Vacations Res. Staff Presentation, Elk Grove, IL
- 11-12 Imperial Travel Show, Lafayette, IN
- 14-18 Apple Vacation s Blitz, Cleveland, OH
- 15 American Trans Air Presentation, Indianapolis, IN
- 15 Moline/Quad Cities Airport Trade Show, Moline, IL
- 15 Nelman Marcus Travel In-house Presentation, Chicago, IL
- 16 Ungaretti & Harris Presentation, Chicago, IL
- 17 Allen Travel Presentation, Indianapolis, IN
- 19 Midwest Agents Selling Travel Show, Chicago, IL
- 22 Gary-Wheaton Travel Presentation, Wheaton, IL
- 22 Viking Travel In-house Presentation, Chicago, IL
- 23 Morrine Valley Bahamas Presentation, Chicago Suburb, IL
- 23 Hill Travel Presentation, South Chicago, IL
- 23 Veitra Travel Presentation, North Chicago Suburb, IL
- 24 BTI Seminar, Des Moines, Iowa
- 24-27 Apple Vacations Fam Trip, Milwaukee WI/Nassau
- 24-28 MLT Site Inspection, Nassau, Bahamas
- 29 Chicago Women in Travel Monthly Meeting, Chicago, IL
- 30 Dive Presentation , Ocean Travel, Chicago, IL

MAY

1 BTI Seminar, Oakbrook, IL
1 BTI Seminar, Muskegan, MI
1 Funjet Vacations Res. Staff Presentation, Milwaukee, WI
6 BTO/GoGo Seminar, Kansas City, MO
7 BTI Seminar, Dearborn, MI
7 BTI Seminar, St. Louis, MO
8 BTI Seminar, Omaha, NE
8 BTI Seminar, Indianapolis, IN
9 Dynasty Travel In-house Presentation, Flint, MI
10 United Golfers Assoc. Seminar, Chicago, IL
11 Vagabond Travel Radio Show, Milwaukee, WI
13 American Express In-house Presentation, Detroit, MI
14 BTI Seminar Springfield, IL
15 AAA Travel In-house Presentation, Springfield, IL
16 Maritz Travel In-house Presentation, St. Louis, MO
20 ASTA Seminar, Rosemont, IL
22 World Travel Mart In-house Presentation, Chicago, IL
27 Chicago Board of Trade In-house Pres., Chicago, IL
29 Delta Airlines/Radisson Fam, Detroit/Nassau
29 Marshall Fields Travel In-house Presentation, Chicago, IL

JUNE

- 2 Viking Travel Consumer Show, Chicago, IL
- 5-8 ASTA Regional Conference, Orlando, FL
- 9 South Suburban Travel Professional Pres. & Trade Show, South Chicago, IL
- 10 The Travel Company In-house Presentation, Chicago, IL
- 11 BTI Seminar, Toledo, OH
- 12 BTI Seminar, Cincinnati, OH
- 13 Corporate Luncheon, Detroit, MI
- 17 BTI Seminar, Cleveland, OH
- 18 BTI Seminar, Youngstown, OH
- 19 BTI Seminar, Akron, OH
- 19 Maritz Travel Promotion, St. Louis, MO
- 24 BTI Seminar, Dayton, OH
- 24 MPI Golf Seminar, Chicago, IL
- 25 Gullivers Travel In-house Presentation, Chicago, IL

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BAHAMAS TOURIST OFFICE - DALLAS
TRADE / SEMINAR CALENDER
JANUARY - JUNE, 1997

Date	Name of Show (T) © (T/C)	City	Est. # T/A	Est. # Cons.	BTC Pers.
JANUARY					
Feb 20-23	Asta Southern Expo '97	Houston, TX			CR/HL/TS
Feb 21-23	The Vacation & Leisure Show	Houston, TX		50,000	CR
Feb 23	Great Bridal Expo	Dallas, TX	SM	1,500	IA/DE
March 5	Go Go Tours Dinner Presentation	Houston, TX			CR
March 7-9	Premier Travel - Trade Show	Lubbock	20,000		TS/HL
March 19	National Travel Exchange	Oklahoma City, Ok	150 +		TS
March 20	National Travel Exchange	Tulsa, Ok	150 +		TS
March 31	National Travel Exchange	New Orleans, LA	200 +		CR
April 02	National Travel Exchange	Houston, TX	400 +		CR
April 09	CTO - Dallas Dinner Presentation	Dallas, TX	113		HL, TS, IA, DE & MW
April 15	TV Interview	Lubbock, TX			HL, TS
April 16	National Travel Exchange	Albuquerque NM	250 +		CR
April 25 - 27	Houston International Festival Bahamas Junkanoo Group	Houston, TX			DE, CR
April 29	CTO - Houston Dinner Presentation	Houston, TX	98		HL, DE, CR, TS
May 12	CTO Trade Show	New Orleans	150		CR
May 15	CTO Trade Show	Dallas	200		TS, HL, IA, DE & MW
May 19-23	Houston Sales Blitz (Introduction of Continental Airlines Houston/Nassau Service)	Houston, TX	300 Agencies		HL, CR, DE, TS
May 22	MPI - Meetings Planners Int'l in collaboration with NPI	Austin, TX	300		HL, CR
May 28	Preview 1997	Greenspoint, TX	750		HL, CR, DE, IA, MW

MONTHLY REPORT

OFFICE: Houston

MONTHLY REPORT FOR: July 1997

PREPARED BY: Cecil Rose

DATE SUBMITTED: July 31, 1997

PRIORITY REQUESTS AND ACTION TO BE TAKEN BY HEADQUARTERS/OTHER BTO'S AND GOVERNMENT AGENCIES:

Need an update on the status of the budget so that I can plan some seminars/presentations for agents in surrounding cities: Austin, San Antonio and Louisiana to support the new nonstop service.

Houston International Festival Committee is pressing for an answer as to the Bahamas' participation and to what extent next year. Please explain to the General Manager of the Americas how vital and important it is for us to participate on a much larger scale next year in order to make Houston a niche market for the Bahamas.

ECONOMIC NEWS / TRAVEL TRENDS

Houston's Jobless Rate Declines to 5 Percent:

Houston's unemployment rate fell to 5 percent in May, the lowest for the month since 1990, when the jobless rate dipped to 4.7 percent.

Texas Work Force Commission Labor Analyst, Joel Wagner, said more people were working because of the end of the school year, longer daylight hours, better weather and an upturn in the recreation and amusement industry.

Segments of the oil and gas business provided the fastest growth of jobs over the last 12 months.

The Bryan-College Station area had the lowest unemployment rate of 2 percent. Low rates were posted by San Angelo at 3.4 percent, Dallas at 3.6 percent, Lubbock at 3.7 percent and Amarillo at 3.8 percent. (See Attached Article #I)

San Antonio is Forced to Wait to Buy Air Base:

A small advocacy group for the elderly and homeless has obtained a court order temporarily halting the sale of Kelly Airforce Base to the City of San Antonio.

San Antonio wants to buy the base for industrial development. Kelly Airforce base is slated for closure in 2001. (See Attached Article #II)

Continental Airlines Expanding Efforts to Woo Latin Customers:

Continental Airlines unveiled a \$1 million program to "Latinize" U.S. and south of the border airports to appeal to Spanish speaking travelers and boost its share of the growing Latin American market.

At George Bush Intercontinental Airport / Houston, Continental officials showed off newly installed bilingual signs, information booths and a beefed up staff of bilingual employees, including concierge services for certain flights to cater to Latin American travelers.

The Houston based airline flew in dozens of Latin American journalists, many of whom held cameras and tape recorders and wore "Si Latin America" pins handed out by Continental. In Houston, 100 percent of Continental International Unit's staff now

The load factors are running between 70 - 75 percent on the Sunday / Thursday departures and about 60 percent on the Thursday / Sunday departures, which is not the normal frequency. Agents that I have spoken with are saying that during the summer months, their clients are taking advantage of the 3 days / 4 nights packages because the kids are out of school and they can get more bang for the buck. Some agents feel that with the late departure from Houston and early return from Nassau, their clients are actually only getting two days on the Thursday / Sunday rotation.

The Houston International Festival staff, headed by Dr. Jim Austin, made a presentation to Angela Cleare and Junkanoo and Cultural leaders at Headquarters on June 31st. They also met with business leaders during their visit to discuss participation in the festival next year which is featuring the Caribbean.

Atlanta:

Atlanta continues to advertise in the Houston market on radio, television and in the Houston Chronicle with prices from \$579 for 4 days and 3 nights, airfare included/

B.T.C. Texas and Nassau/Paradise Island Express have been conducting travel agents familiarization trips to Nassau during the months of July and August. The response so far, has been real good and hopefully we will consider extending the tours into the months of September and October. Please advise.

Competition

Mexico:

Mexico has stepped up its ad campaign with color print ads in the Houston Chronicle with a new logo "Pack and Go to Mexico."

Funjet Vacation is offering Cancun, 4 days and 3 nights from \$299 per person, double occupancy.

Jamaica:

Jamaica and Funjet Vacations have slashed their prices for 4 nights, was \$579, now they are offering it at \$449 for 5 days and 4 nights.

Houston International Festival staff visited Jamaica two weeks ago. An according to my sources, Jamaica has verbally committed to taking one of the weekends at the festival next year.

TOUR OPERATORS / WHOLESALE RETAIL DEVELOPMENTS

Friendly Holidays South:

Spoke with Jackie Albright, President of Friendly Holidays South and she said that they are not booking a lot of the Bahamas. One reason, is that they are in direct competition with Nassau/Paradise Island Express; but, they will continue to support the service.

GoGo Tours:

Spoke with Warren Diana, Manager of GoGo Houston, their office is back up to staff and they are selling some Nassau; but, not as much as anticipated, mainly booking "Breezes."

Agents that I have been visiting with are very happy and excited about the new nonstop service, but are not too familiar with Nassau/Paradise Island Express. They hope that the service would last year round.

ADVERTISING PUBLIC RELATIONS ACTIVITIES:

Bahamas and Nassau/Paradise Island Express' Chronicle ads have been getting smaller each week. Hopefully, we would continue to advertise, especially during the months of September and October to help promote the nonstop service.

KMIQ Majic 102 FM and the Larry Jones Show broadcasted live from Atlantis on the morning of July 25th. Craig Woods of M.O.T. appeared on behalf of the Ministry.

<u>Sales Calls</u>	<u>Tele Calls</u>	<u>Fam Trips</u>	<u>Group Pres</u>	<u>Trade Shows</u>	<u>Consumer</u>
31	52	1	1	0	1

Activities Next Month:

- August 8 - 10 Consolidated Travel Workshop - San Antonio
- August 17 - 20 Fam Trip - Houston to Nassau
- August 21 - 24 N.B.A. Trip (Tentative)

EXPLANATION FOR THE BREAKDOWN OF RECEIPTS

Payments on behalf of all U.S. Bahamas Tourist Offices are made from the Accounting Department now located in Nassau, Bahamas. The actual breakdown of receipts from The Bahamas would be as much the same as the breakdown of the disbursements. The Bahamas Treasury has provided the Bahamas Tourist Offices with a working float. Payments are made against the float and at the end of each week, a summary of the disbursements is prepared (by account, eg. salaries, rents, transportation, etc.) and sent to the Ministry of Tourism, Nassau. The Ministry in turn sends these Reports to the Treasury requesting reimbursement. Reimbursement cheques are forwarded to The Accounts Office as they are received. The amount of the reimbursement cheques (receipts) received for a given period (eg. January-June, 1990) would be less than the amount of actual disbursements for that period since reimbursement cheques 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.

THE BAHAMAS MINISTRY OF TOURISM.
JAN., 1996

97 SEP 20 11 44 98
CRM/ISS/REGISTRATION UNIT

5

**BAHAMAS MINISTRY OF TOURISM
TOTAL RECEIPTS FOR PERIOD, JANUARY - JUNE/97**

JANUARY	500,000.00
FEBRUARY	1,100,000.00
MARCH	0.00
APRIL	980,915.00
MAY	2,800,000.00
JUNE	500,000.00
	<hr/>
	\$5,880,915.00
	<hr/>

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: SOUTHEAST AREA

	Expenditure
Salaries And Allowances.....	11,200.02
Travel Allowances And Subsistence.....	482.86
Telephone And Communication Services..	3,111.45
Printing And Reproduction.....	.00
Repairs And Maintenance.....	4,322.76
Health Insurance And Pension.....	33.97
Hospitality And Entertainment.....	.00
Office Total--->	19,151.06

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: ATLANTA

	Expenditure
Salaries And Allowances.....	37,474.84
Travel Allowances And Subsistence.....	1,025.00
Telephone And Communication Services..	3,570.25
Printing And Reproduction.....	343.00
Repairs And Maintenance.....	.00
Health Insurance And Pension.....	55.95
Hospitality And Entertainment.....	27.15
Office Total--->	42,496.19

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: CHARLOTTE

	Expenditure
Salaries And Allowances.....	14,356.02
Travel Allowances And Subsistence.....	112.25
Telephone And Communication Services..	2,249.32
Printing And Reproduction.....	335.80
Health Insurance And Pension.....	149.00
Hospitality And Entertainment.....	.00
Office Total--->	17,202.39

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: LATIN AMERICA

	Expenditure
Salaries And Allowances.....	5,291.55
Travel Allowances And Subsistence.....	89.50
Telephone And Communication Services..	48.00
Printing And Reproduction.....	.00
Fees And Professional Services.....	4,960.57
Hospitality And Entertainment.....	734.00
Office Total--->	11,123.62

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: NEW YORK AREA

	Expenditure
Salaries And Allowances.....	46,725.66
Travel Allowances And Subsistence.....	2,328.31
Telephone And Communication Services..	1,781.62
Printing And Reproduction.....	4,098.73
Repairs And Maintenance.....	232.12
Fees And Professional Services.....	1,188.63
Health Insurance And Pension.....	305.00
Hospitality And Entertainment.....	169.48
Office Total--->	56,829.55

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: NEW YORK, REGIONAL

	Expenditure
Salaries And Allowances.....	82,024.93
Travel Allowances And Subsistence.....	353.00
Travel Allowances And Subsistence.....	6,516.55
Telephone And Communication Services..	36,583.50
Printing And Reproduction.....	2,437.46
Repairs And Maintenance.....	339.89
Fees And Professional Services.....	359.27
Health Insurance And Pension.....	1,248.34
Hospitality And Entertainment.....	16,782.53
Office Total--->	146,645.47

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: BOSTON

	Expenditure
Salaries And Allowances.....	19,611.63
Travel Allowances And Subsistence.....	681.15
Telephone And Communication Services..	1,103.82
Printing And Reproduction.....	282.30
Repairs And Maintenance.....	117.60
Fees And Professional Services.....	3,000.00
Health Insurance And Pension.....	235.00
Hospitality And Entertainment.....	635.44
Office Total--->	25,666.94

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: PHILADELPHIA

	Expenditure
Salaries And Allowances.....	14,379.10
Travel Allowances And Subsistence.....	975.53
Telephone And Communication Services..	1,379.04
Printing And Reproduction.....	161.71
Repairs And Maintenance.....	198.56
Fees And Professional Services.....	.00
Health Insurance And Pension.....	18.00
Hospitality And Entertainment.....	128.27
Office Total--->	17,240.21

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: WASHINGTON

	Expenditure
Salaries And Allowances.....	37,635.98
Travel Allowances And Subsistence.....	2,169.15
Telephone And Communication Services..	7,099.95
Printing And Reproduction.....	843.73
Health Insurance And Pension.....	22.56
Hospitality And Entertainment.....	593.97
Office Total--->	48,365.34

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: CHICAGO

	Expenditure
Salaries And Allowances.....	97,522.00
Travel Allowances And Subsistence.....	2,082.95
Travel Allowances And Subsistence.....	8,194.94
Rentals.....	.00
Telephone And Communication Services..	31,521.32
Printing And Reproduction.....	362.22
Repairs And Maintenance.....	590.00
Fees And Professional Services.....	783.84
Health Insurance And Pension.....	480.00
Hospitality And Entertainment.....	16,033.31
Office Total--->	157,570.58

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: DETROIT

	Expenditure
Salaries And Allowances.....	12,533.04
Travel Allowances And Subsistence.....	788.24
Telephone And Communication Services..	3,161.42
Printing And Reproduction.....	.00
Health Insurance And Pension.....	149.00
Hospitality And Entertainment.....	404.36
Office Total--->	17,036.06

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: CINCINNATI

	Expenditure
Salaries And Allowances.....	11,557.39
Travel Allowances And Subsistence.....	.00
Telephone And Communication Services..	2,981.46
Printing And Reproduction.....	.00
Health Insurance And Pension.....	14.25
Hospitality And Entertainment.....	5,232.24
Office Total--->	19,785.34

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: CLEVELAND

	Expenditure
Salaries And Allowances.....	9,684.18
Travel Allowances And Subsistence.....	15.00
Telephone And Communication Services..	602.02
Printing And Reproduction.....	91.18
Hospitality And Entertainment.....	542.82
Office Total--->	10,935.20

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: Corporate Europe

	Expenditure
Salaries And Allowances.....	.00
Travel Allowances And Subsistence.....	4,551.21
Telephone And Communication Services..	12,879.08
Printing And Reproduction.....	190.02
Repairs And Maintenance.....	.00
Health Insurance And Pension.....	23.08
Office Total--->	17,643.39

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: WESTERN AREA

	Expenditure
Salaries And Allowances.....	68,316.87
Travel Allowances And Subsistence.....	580.00
Travel Allowances And Subsistence.....	5,460.31
Rentals.....	800.00
Telephone And Communication Services..	12,232.25
Printing And Reproduction.....	508.01
Repairs And Maintenance.....	502.00
Fees And Professional Services.....	1,519.99
Health Insurance And Pension.....	745.59
Hospitality And Entertainment.....	2,481.06
Office Total--->	93,146.08

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: DALLAS

	Expenditure
Salaries And Allowances.....	33,091.20
Travel Allowances And Subsistence.....	8,750.53
Telephone And Communication Services..	5,859.77
Fees And Professional Services.....	260.00
Health Insurance And Pension.....	288.94
Hospitality And Entertainment.....	868.01-
Office Total--->	47,382.43

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: HOUSTON

	Expenditure
Salaries And Allowances.....	13,700.16
Travel Allowances And Subsistence.....	3,683.29
Telephone And Communication Services..	1,855.87-
Health Insurance And Pension.....	.00
Hospitality And Entertainment.....	16.37
Office Total--->	15,543.95

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: CENTRAL PHOTOGRAPHIC

	Expenditure
Travel Allowances And Subsistence.....	161.70-
Printing And Reproduction.....	45.77
Office Total--->	115.93-

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: BAHAMAS NEWS BUREAU

	Expenditure
Printing And Reproduction.....	19.95
Office Total--->	19.95

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/97

	Expenditure
United States Total-->	1,098,014.03

Report Of U.S. Offices Half - Year Expenditure

Insert 15

Expressed In United States Dollars

For The Half Year Ended 30/06/97

BTO: FLORIDA

	Expenditure
Salaries And Allowances.....	239,712.18
Travel Allowances And Subsistence.....	1,084.95
Travel Allowances And Subsistence.....	10,167.33
Telephone And Communication Services..	61,815.05
Printing And Reproduction.....	3,286.10
Repairs And Maintenance.....	1,720.77
Fees And Professional Services.....	6,774.23
Health Insurance And Pension.....	4,751.92
Hospitality And Entertainment.....	5,033.68
Office Total--->	334,346.21