

For Six Month Period Ending DEC 30 1984
(Insert date)

Name of Registrant BERMUDA DEPARTMENT OF TOURISM Registration No. 430

Business Address of Registrant 310 Madison Avenue, New York, NY 10017
235 Peachtree St. NE, Atlanta, GA 30303
44 School Street, Boston, MA 02108
150 N. Wacker Drive, Chicago, IL 60606

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

(a) If an individual:

- (1) Residence address Yes No
- (2) Citizenship Yes No
- (3) Occupation Yes No

(b) If an organization:

- (1) Name Yes No
- (2) Ownership or control Yes No
- (3) Branch offices Yes No

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

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

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

If yes, furnish the following information:

<i>Name</i>	<i>Position</i>	<i>Date Connection Ended</i>
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REGISTRATION UNIT

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

If yes, furnish the following information:

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

(PAGE 3)

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

If yes, furnish the following information:

Name of foreign principal

Date of Termination

9. Have you acquired any new foreign principal¹ 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 principals¹ whom you continued to represent during the 6 month reporting period.

BERMUDA DEPARTMENT OF TOURISM

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 Attached

¹The 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 activity² as defined below?

Yes No

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

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

If yes, describe fully.

²The 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.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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Please see attached Schedule "A" Pages 1-4
hereto annexed.

Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ 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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³A 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).

⁴Things 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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Please see attached Schedule "A", pages 1-4 and Schedule "B" for list of operating expenditures.

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ 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 value⁵ 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.

⁵Things 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:

- 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) NONE

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

- Public Officials
- Newspapers
- Libraries
- Legislators
- Editors
- Educational institutions
- Government agencies
- Civic groups or associations
- Nationality groups
- Other (specify) NONE

21. What language was used in this political propaganda:

- English
- Other (specify) NONE

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? 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

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? 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:

- Exhibit A⁶ Yes No
- Exhibit B⁷ Yes No

If no, please attach the required exhibit.

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

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

If no, please attach the required amendment.

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

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

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, 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.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes No

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.)

Paul L. Zar
Paul L. Zar,
Director of Sales, N.A.

Subscribed and sworn to before me at New York, New York

this 23rd day of February, 19 82

Michelle Rankin
(Signature) MICHELLE L. RANKIN
Notary Public, State of New York
No. 82-483004
Qualified in Suffolk County
Commission Expires 1/15/83

⁸The 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.)

JULY

- July 1-3 Participated in Peachtree Road Race, at Colony Square Hotel, Atlanta, GA by J. Welch. 1600 people attended. Literature disseminated.
- July 12 Participated in Bermuda Seminar, at The Racquet Club of Memphis Memphis, TN by G. Pedro & J. Welch. 95 people attended. Literature disseminated.
- July 14 Participated in Bermuda Seminar, at the Maxwell House Hotel, Memphis, TN by G. Pedro & J. Welch. 117 people attended. Literature disseminated.
- July 14 Participated in American Airlines Travel Agent Picnic, High Meadow, Granby, CT, by G. Bean. 900 people attended. Literature disseminated.
- July 14 Participated in Seminar, at Newtown Square Travel, Newtown Square, PA., by M. Outerbridge 25 people attended. Literature disseminated.
- July 19 Participated in the Hudson Valley Asta Meeting, at Antune's Restaurant, Elmsford, NY, by J. Brimmer. 108 people attended. Literature disseminated.
- July 22 Participated in a Bermuda Presentation at Data General Corp., Norwood MA, by L. Williams. 20 people attended. Literature disseminated.
- July 26 Participated at the Assoc. Westchester Travel Agents at Holiday Inn Crowne Plaza Hotel, White Plains, NY by J. Brimmer. 92 people attended. Literature disseminated.

July 26

Participated in Bermuda Seminar at Omni Hotel, Jacksonville, FL by G. Pedro & J. Welch. 125 people attended. Literature disseminated.

AUGUST

August 4

Seminar at Rosenbluth Travel, Springfield, PA. by M. Outerbridge. 5 people attended. Literature disseminated.

August 5-8

Participated in Meeting Planners International Convention at The Ritz Carlton Naples, Naples, FL by G. Pedro. 125 people attended. Literature disseminated.

August 22

Participated in Bermuda Seminar at the Sheraton Homewood Inn, Homewood, IL by W. Gutteridge & D. Ming. 131 people attended. Literature disseminated.

August 23

Participated in Bermuda Seminar at the Marriott Oak Brook, Oak Brook, IL by W. Gutteridge & D. Ming. 137 people attended. Literature disseminated.

August 23

Participated in Educational Seminar at the Marriott Hotel, Harrisburg, PA by L. Woolridge. 100 people attended. Literature disseminated.

August 24

Participated in Bermuda Seminar at the Ramada O'Hare Hotel, Rosemont, IL by W. Gutteridge & D. Ming. 135 people attended. Literature disseminated.

August 25 Participated in Bermuda Seminar at the Deer Path Inn, Lake Forest, IL by W. Gutteridge & D. Ming. 92 people attended. Literature disseminated.

August 26 Participated in Bermuda Seminar at the Ann Sather Restaurant, Chicago, IL by W. Gutteridge & D. Ming. 55 people attended. Literature disseminated.

August 29 Participated in Bermuda Seminar at the Holiday Star Plaza, Merrillville, TN by W. Gutteridge & D. Ming. 82 people attended. Literature disseminated.

August 30 Participated in Bermuda Seminar at the Grand Rapids Marriott Hotel, Grand Rapids, MI. by W. Gutteridge & D. Ming. 60 people attended. Literature disseminated.

August 30 Participated in Educational Seminar at the Royce Hotel, Langhorne, PA. by L. Woolridge. 140 people attended. Literature disseminated.

August 31 Participated in Bermuda Seminar at the Hilton Inn Kalamazoo Center, Kalamazoo, MI, by W. Gutteridge & D. Ming. 70 people attended. Literature disseminated.

SEPTEMBER

September 1 Participated in Bermuda Seminar at the Sheraton Fashion Square, Saginaw, MI by W. Gutteridge & D. Ming. 61 people attended. Literature disseminated.

September 7 Participated in Bermuda Seminar at the Troy Hilton Inn, Troy MI by W. Gutteridge & D. Ming. 42 people attended. Literature disseminated.

September 7 Participated in Bermuda Seminar at the Ann Arbor Marriott, Ann Arbor, MI by D. Ming. 47 people attended. Literature disseminated.

September 7 Participated in Bermuda Seminar at the Colony Inn, New Haven, CT. by L. Williams 42 people attended, film "Our Bermuda" shown, slide presentation. Literature disseminated.

September 8 Participated in Bermuda Seminar at the Michigan Inn, Southfield, MI by D. Ming. 115 people attended. Literature disseminated.

September 8 Participated in Bermuda Seminar at the Rotary Club, Orleans, MA by L. Williams. 50 people attended. Literature disseminated.

September 9 Participated in Bermuda Seminar at the Sheraton Inn, Plymouth, MA by L. Williams. 300 people attended. Literature disseminated.

September 11 Participated in Bermuda Seminar at AAA Keystone Travel Show, Valley Forge, PA by M. Outerbridge. 2,476 people attended. Literature disseminated.

September 13 Participated in Bermuda Seminar at the Sheraton Westgate, Toledo, OH by W. Gutteridge & D. Ming. 51 people attended. Literature disseminated.

September 13 Participated in Bermuda Seminar at the Worcester Marriott, Worcester, MA. 100 people attended. Film "Our Bermuda" shown, slide presentation. Literature disseminated.

September 14 Participated in Bermuda Seminar at the Airport Marriott, Cleveland, OH by W. Gutteridge & D. Ming. 51 people attended. Literature disseminated.

September 14 Participated in Bermuda Seminar at the Cleveland Hilton South, Cleveland, OH by W. Gutteridge & D. Ming. 69 people attended. Literature disseminated.

September 14 Participated in Bermuda Seminar at the Sheraton Tara Hotel, Nashua, NH by L. Williams. 110 people attended, film "Our Bermuda" shown, slide presentation. Literature disseminated.

September 15 Participated in Bermuda Seminar at the Embassy Suites Hotel, Columbus OH by W. Gutteridge & D. Ming. 73 people attended. Literature disseminated.

September 16 Participated in Bermuda Seminar at Ask Mr. Foster/Portsmouth Travel, Portsmouth, NH by L. Williams. 11 people attended. Slide presentation, literature disseminated.

September 16 Participated in Bermuda Seminar at the Radisson Inn Dayton, Dayton, OH by W. Gutteridge & D. Ming. 50 people attended. Literature disseminated.

September 19 Participated in Bermuda Seminar at the Hilton East Hotel, Louisville, KY by W. Gutteridge & D. Ming. 53 people attended. Literature disseminated.

September 20 Participated in Bermuda Seminar at the Tinton Falls Hilton, Tinton Falls, NJ by L. Woolridge. 62 people attended. Literature disseminated.

September 20 Participated in Bermuda Seminar at Sheraton Hotel, Greensboro, NC by G. Phillips, G. Pedro and J. Welch. 110 people attended. Literature disseminated.

September 21 Participated in Bermuda Seminar at the Hyatt Hotel, Greenville, SC by G. Pedro and J. Welch. 110 people attended. Literature disseminated.

September 22 Participated in Bermuda Seminar at The Headquarters Plaza, Morristown, NJ by L. Woolridge. 70 people attended. Literature disseminated.

September 22 Participated in Bermuda Seminar at the Radisson Hotel, Columbia, SC by G. Pedro and J. Welch. 60 people attended. Literature disseminated.

September 22 Participated in Bermuda Seminar at the Sheraton Norwich, CT by G. Bean. 36 people attended. Film "Our Bermuda" shown, slide presentation, literature disseminated.

September 26 Participated in Bermuda Seminar at the Adam's Mark Hotel, Indianapolis, IN by W. Gutteridge and D. Ming. 45 people attended. Literature disseminated.

September 26 Participated in Bermuda Seminar at the Sheraton Tara Hotel, Springfield, MA by G. Bean. 74 people attended. Film "Our Bermuda" shown, slide presentation, literature disseminated.

September 27 Participated in Bermuda Seminar at the Radisson Hotel, Hampton, VA by M. Outerbridge. 88 people attended. Literature disseminated.

September 27 Participated in Travel Marketplace Trade Show at the Holiday Inn O'Hare, Chicago, IL by W. Gutteridge. 2511 people attended. Literature disseminated.

September 27 Participated in Bermuda Seminar at the Holiday Inn, New Britain, CT by G. Bean. 45 people attended. Film "Our Bermuda" shown, slide presentation, literature disseminated.

September 28 Participated in Bermuda Seminar at the Holiday Inn Executive Center, Virginia Beach, VA by M. Outerbridge. 100 people attended. literature disseminated.

September 28 Participated in Bermuda Seminar at the Providence Marriott, Providence, RI by A. Capstick. 38 people attended. Film "Our Bermuda" shown, slide presentation, literature disseminated.

September 28 Participated in Travel Marketplace Trade Show at the Ramada Inn Airport Hotel, Milwaukee, WI by W. Gutteridge. 765 people attended. Literature disseminated.

September 29 Participated in Travel Marketplace Trade Trade Show at the Henry VIII Hotel, St. Louis MO. 1561 people attended. Literature disseminated.

September 29 Participated in Bermuda Seminar at Executive Travel, South Bend, IN by D. Ming. 10 people attended. Literature disseminated.

OCTOBER

October 3 Participated in Bermuda Rendezvous Briefing at the Marriott Hotel, Princeton, NJ by L. Williams, G. Bean, A. Capstick, W. Gutteridge, M. Outerbridge, L. Woolbridge, J. Brimmer, and G. Pedro. 86 people attended. Film "Bermuda Dream" shown, literature disseminated.

October 4 Participated in Bermuda Rendezvous Briefing at the Westin Hotel, Boston, MA by L. Williams, A. Capstick, M. O'Brien, H. Cronis, G. Bean, W. Gutteridge, G. Pedro, and J. Welch. 166 people attended. Film "Bermuda Dream" shown, literature disseminated.

October 5 Participated in Bermuda Rendezvous Briefing at the Parkview Hilton Hotel, Hartford, CT by L. Williams, G. Bean, A. Capstick, H. Cronis, W. Gutteridge, G. Pedro and J. Welch. 174 people attended. Film "Bermuda Dream" shown, literature disseminated.

October 6 Participated in Bermuda Rendezvous Briefing at the Westin Hotel, Stamford, CT by L. Williams, G. Bean, A. Capstick, W. Gutteridge, M. Outerbridge, L. Woolridge, J. Brimmer, G. Pedro and J. Welch. 88 people attended. Film "Bermuda Dream" shown, literature disseminated.

October 7 Participated in Eyre Tour and Travel Show, Baltimore Plaza Hotel, Baltimore, MD by M. Outerbridge. 350 people attended. Literature disseminated.

October 12 Participated in Travel Marketplace Trade Show, Clairon Hotel, Cincinnati, OH by W. K. Gutteridge. 485 people attended. Literature disseminated.

October 13 Participated in Travel Marketplace Trade Show, Fairlane Manor Hotel, Detroit, MI by W. Gutteridge. 1650 people attended. Literature disseminated.

October 13 Participated in Bermuda Seminar for Golf Group '88 at the Hyatt Regency, Cambridge, MA by A. Capstick. 400 people attended. Literature disseminated.

October 17 Participated in Continental/Eastern Trade Show at Turfs Inn Hotel, Albany, NY by J. Brimmer. 387 people attended. Literature disseminated.

October 18 Participated in Continental/Eastern Trade Show at Hilton Hotel, Syracuse, NY by J. Brimmer. 372 people attended. Literature disseminated.

October 19 Participated in Continental/Eastern Trade Show at Mapledale Party House, Rochester, NY by J. Brimmer. 451 people attended. Literature disseminated.

October 19 Participated in Eastern Express Trade Show at Portland Expo Building, Portland, ME by H. Cronis. 500 people attended. Literature disseminated.

October 20 Participated in Continental/Eastern Trade Show at Sheraton Buffalo Airport Hotel, Buffalo, NY by J. Brimmer. 479 people attended. Literature disseminated.

October 25 Participated in Bermuda Seminar with GoGo Tours at the Marriott Brookfield Wisconsin, Brookfield, WI by D. Ming. 98 people attended. Literature disseminated.

NOVEMBER

November 1-5 Participated in Bermuda Seminar at New York Marathon Trade Show, Sheraton Center, New York, NY by L. Woolridge. 5000 people attended. Literature disseminated.

November 5 & 6 Participated in Bermuda Seminar at ASTA Golf Outing, Travor City, MI by W. Gutteridge. 75 people attended. Literature disseminated.

November 23 Participated in Bermuda Seminar at Ken Ward Travel, Atlanta, GA by G. Pedro. 13 people attended. Literature disseminated.

November 29

Participated in Bermuda Rendezvous Briefing at Sheraton Crossroads, Mahway, NJ by L. Woolridge. 75 people attended. Literature disseminated.

November 30

Participated in Bermuda Rendezvous Briefing at Woodbridge Sheraton, Iselin, NJ by L. Woolridge. 73 people attended. Literature disseminated.

November 30

Participated in Bermuda Seminar at Omni Hotel, Charlottesville, VA by M. Outerbridge. 34 people attended. Literature disseminated.

DECEMBER

December 7

Participated in Bermuda Seminar at Becker Jr. College, Leicester, MA by H. Cronis. 60 people attended. Film "Our Bermuda " shown, literature disseminated.

SCHEDULE "A"

NEW YORK OFFICE

BALANCE ON HAND AS OF JULY 1, 1988		\$ 518,269
FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, SALARIES)		\$1,423,322
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		\$1,941,591
EXPENDITURES		
OPERATIONS	\$1,232,533	
SALARIES	\$ 297,931	
TRAVEL	\$ 17,834	
RENT	\$ 1,495	\$1,559,793
		<hr/>
BALANCE ON HAND AS OF DECEMBER 31, 1988		\$ 381,798

SCHEDULE "B"

NEW YORK OFFICE

LOCAL TRANSPORTATION	\$ 13,256
TELEPHONE/TELEXES	\$ 38,653
POSTAGE	\$138,927
TRAVEL LITERATURE PRINTING	\$130,338
TRAVEL LITERATURE DISTRIBUTION	\$135,654
ADVERTISING TELEPHONE DIRECTORY	\$ 5,523
CUSTOMS CLEARANCE	\$ 3,043
MESSENGER SERVICE	\$ 9,403
OFFICE EQUIPMENT RENTALS	\$ 2,181
MAINTENANCE/SERVICE	\$ 3,241
OFFICE INSURANCE	\$ 9,061
ELECTRICITY	\$ 0
STATIONERY/SUPPLIES	\$ 13,408
PROMOTION OF SALES ENTERTAINMENT	\$ 5,039
TRAVEL ORGANIZATIONS	\$ 4,743
SPECIAL SALES PROMOTIONS	\$ 27,022
GIFTS/TIPS	\$ 46

SCHEDULE "A"

CHICAGO OFFICE

BALANCE ON HAND AS OF JULY 1, 1988		\$ 48,925
FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, SALARIES)		\$ 147,100
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		\$ 196,025
EXPENDITURES		
OPERATIONS	\$106,647	
SALARIES	\$ 43,674	
TRAVEL	\$ 18,447	
RENT	\$ 2,963	\$ 171,731
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BALANCE ON HAND AS OF DECEMBER 31, 1988		\$ 24,294

SCHEDULE "B"

CHICAGO OFFICE

LOCAL TRANSPORTATION	\$ 3,308
TELEPHONE/TELEXES	\$ 4,844
POSTAGE	\$ 3,988
TRAVEL LITERATURE PRINTING	\$ 869
TRAVEL LITERATURE DISTRIBUTION	\$ 2,691
ADVERTISING TELEPHONE DIRECTORY	\$ 0
CUSTOMS CLEARANCE	\$ 366
MESSENGER SERVICE	\$ 53
OFFICE EQUIPMENT RENTALS	\$ 2,320
MAINTENANCE/SERVICE	\$ 49
OFFICE INSURANCE	\$ 0
ELECTRICITY	\$ 427
STATIONERY/SUPPLIES	\$ 1,889
PROMOTION OF SALES ENTERTAINMENT	\$ 809
TRAVEL ORGANIZATIONS	\$ 371
SPECIAL SALES PROMOTIONS	\$ 1,087
GIFTS/TIPS	\$ 60

SCHEDULE "A"

ATLANTA OFFICE

BALANCE ON HAND AS OF JULY 1, 1988		\$128,896
FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, SALARIES)		\$182,200
		<hr/>
		\$310,096
EXPENDITURES		
OPERATIONS	\$160,635	
SALARIES	\$ 61,486	
TRAVEL	\$ 36,408	
RENT	\$ 9,102	
		\$255,299
		<hr/>
BALANCE ON HAND AS OF DECEMBER 31, 1988		\$ 42,465

SCHEDULE "B"

ATLANTA OFFICE

LOCAL TRANSPORTATION	\$ 7,725
TELEPHONE/TELEXES	\$ 10,662
POSTAGE	\$ 8,789
TRAVEL LITERATURE PRINTING	\$ 1,531
TRAVEL LITERATURE DISTRIBUTION	\$ 0
ADVERTISING TELEPHONE DIRECTORY	\$ 0
CUSTOMS CLEARANCE	\$ 179
MESSENGER SERVICE	\$ 123
OFFICE EQUIPMENT RENTALS	\$ 0
MAINTENANCE/SERVICE	\$ 967
OFFICE INSURANCE	\$ 0
ELECTRICITY	\$ 0
STATIONERY/SUPPLIES	\$ 3,381
PROMOTION OF SALES ENTERTAINMENT	\$ 9,519
TRAVEL ORGANIZATIONS	\$ 6,943
SPECIAL SALES PROMOTIONS	\$ 3,675
GIFTS/TIPS	\$ 144

SCHEDULE "A"

BOSTON OFFICE

BALANCE ON HAND AS OF JULY 1, 1988		\$117,535
FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, SALARIES)		\$144,700
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		\$262,235
EXPENDITURES		
OPERATIONS	\$146,435	
SALARIES	\$ 68,161	
TRAVEL	\$ 10,960	
RENT	\$ 15,842	\$241,398
		<hr/>
BALANCE ON HAND AS OF DECEMBER 31, 1988		\$ 20,837

SCHEDULE "B"

BOSTON OFFICE

LOCAL TRANSPORTATION	\$ 1,492
TELEPHONE/TELEXES	\$ 5,155
POSTAGE	\$ 7,555
TRAVEL LITERATURE PRINTING	\$ 338
TRAVEL LITERATURE DISTRIBUTION	\$ 1,318
ADVERTISING TELEPHONE DIRECTORY	\$ 0
CUSTOMS CLEARANCE	\$ 225
MESSENGER SERVICE	\$ 173
OFFICE EQUIPMENT RENTALS	\$ 1,152
MAINTENANCE/SERVICE	\$ 0
OFFICE INSURANCE	\$ 0
ELECTRICITY	\$ 672
STATIONERY/SUPPLIES	\$ 3,638
PROMOTION OF SALES ENTERTAINMENT	\$ 530
TRAVEL ORGANIZATIONS	\$ 2,211
SPECIAL SALES PROMOTIONS	\$ 9,715
GIFTS/TIPS	\$ 112

PUBLICATIONS DISTRIBUTED BY THE BERMUDA DEPARTMENT OF TOURISM

JULY 1 - DECEMBER 31, 1988

PUBLICATIONS:

PREPARED AND PRINTED BY:

64,900	Sportsman's Guide to Bermuda	Donihe Graphics, TN
62,900	Where to Stay in Bermuda	York Litho Ltd., CDA
95,600	Travel Tips	Island Press, Bermuda
20,900	Bride's Honeymoon Brochure	Conde Nast, NY
27,200	Bermuda 12-Panel Brochure	Island Press, Bermuda
3,000	Bermuda Golfer's Guide	Donihe Graphics, TN
81,700	Fall/Winter Rate Sheets	Island Press, Bermuda
87,000	Spring/Summer Rate Sheets	Island Press, Bermuda
1,100	Meeting & Incentive Travel Guide	Sterling Regal, NY
4,500	1988 Bermuda Blue Books	Bermuda Press, Bermuda
118,700	Handy Reference Map	Bermuda Press, Bermuda
4,200	Bermuda Festival Brochure	Island Press, Bermuda
71,400	Rendezvous Season Brochures	Donihe Graphics, TN
4,000	Bermuda College Weeks Brochure	Bermuda Press, Bermuda
12,000	Bermuda Representative Sheets	Sims Brecher Service, NY
88,200	Immigration Notice Flyers	Metro Selinger Ind., NY
28,400	Bermuda Sand Bags	Kinney Associates, NJ
3,500	Large Map Posters	Allan O'Keefe Group, CT
5,900	Golf Posters	Allan O'Keefe Group, CT
2,500	Springfield Somerset Poster	Island Press, Bermuda
1,200	Shell Posters	Island Press, Bermuda
200	Large Tennis Posters	Continental Litho, OH
15,500	Golf Shells	Island Press, Bermuda
4,100	Summer Shells	Island Press, Bermuda
56,100	Bermuda Letterheads	Sims Brecher Service, NY
11,200	Bermuda Plastic Bags	PAK 2000, NH
7,000	Bermuda Napkins	Bermuda Press, Bermuda
400	Bermuda Window Displays	Allan O'Keefe Group, CT
5,000	Bermuda Now Flyers	Metro Selinger Ind., NY
840	Small Cottage & Guest Houses Bro.	Pictorial Offset Corp, NJ
1,200	BDA Calendar of Events	Island Press, Bermuda
9,800	Video Cassette Mailers	LaSalle Industries, NY
121,100	Rendezvous Select Package Flyers	Metro Selinger Ind., NY
2,500	Bermuda Shoppers Guide	Island Press, Bermuda
900	Sightseeing In Bermuda	Sims Brecher Service, NY
3,000	Special Meetings Destination Guide	Hughes Printing Co., NY