

**30 DEC 1991**

For Six Month Period Ending \_\_\_\_\_  
(Insert date)

Name of Registrant BERMUDA DEPARTMENT OF TOURISM Registration No. 430

Business Address of Registrant 310 Madison Avenue, Suite 201, New York, NY 10017  
44 School Street, Suite 1010, Boston, MA 02108  
150 North Wacker Drive, Suite 1070, Chicago, IL 60606  
245 Peachtree Center Avenue, NE, Suite 803, Atlanta, GA 30303

**I-REGISTRANT**

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.

Relocation of office from: 235 Peachtree St., NE, Atlanta, GA 30303  
to: 245 Peachtree Center Avenue, NE, Suite 803, Atlanta, GA 30303

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

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

If yes, furnish the following information:

| Name | Position | Date Connection Ended |
|------|----------|-----------------------|
|------|----------|-----------------------|

INTERNAL SECURITY  
 REGISTRATION UNIT  
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 FEDERAL BUREAU OF INVESTIGATION  
 CRIMINAL DIVISION

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<br/>Address</i> | <i>Citizenship</i> | <i>Position</i> | <i>Date<br/>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.

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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<br/>Address</i> | <i>Position or<br/>connection</i> | <i>Date connection<br/>began</i> |
|-------------|------------------------------|-----------------------------------|----------------------------------|
|-------------|------------------------------|-----------------------------------|----------------------------------|

## II—FOREIGN PRINCIPAL

(PAGE 3)

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

If yes, furnish the following information:

*Name of foreign principal*

*Date of Termination*

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

If yes, furnish following information:

*Name and address of foreign principal*

*Date acquired*

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

BERMUDA DEPARTMENT OF TOURISM

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## III—ACTIVITIES

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

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

SEE ATTACHED

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<sup>1</sup>The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

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

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

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

If yes, describe fully.

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

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

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

PLEASE SEE ATTACHED SCHEDULE "A"

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

| <i>Date</i> | <i>From Whom</i> | <i>Purpose</i> | <i>Amount</i> |
|-------------|------------------|----------------|---------------|
|             |                  |                | <b>Total</b>  |

(b) RECEIPTS—THINGS OF VALUE

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

If yes, furnish the following information:

| <i>Name of foreign principal</i> | <i>Date received</i> | <i>Description of thing of value</i> | <i>Purpose</i> |
|----------------------------------|----------------------|--------------------------------------|----------------|
|----------------------------------|----------------------|--------------------------------------|----------------|

<sup>3</sup>A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).  
<sup>4</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS—MONIES

During this 6 month reporting period, have you

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

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

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

| <i>Date</i> | <i>To Whom</i> | <i>Purpose</i> | <i>Amount</i> |
|-------------|----------------|----------------|---------------|
|-------------|----------------|----------------|---------------|

Please see ATTACHED SCHEDULE "A" AND "B" FOR LIST OF OPERATIONAL EXPENSES

\_\_\_\_\_  
Total

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

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

Yes  No

If yes, furnish the following information:

| <i>Date disposed</i> | <i>Name of person to whom given</i> | <i>On behalf of what foreign principal</i> | <i>Description of thing of value</i> | <i>Purpose</i> |
|----------------------|-------------------------------------|--|--------------------------------------|----------------|
|----------------------|-------------------------------------|--|--------------------------------------|----------------|

## (c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

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

Yes  No

If yes, furnish the following information:

| <i>Date</i> | <i>Amount or thing of value</i> | <i>Name of political organization</i> | <i>Name of candidate</i> |
|-------------|---------------------------------|---------------------------------------|--------------------------|
|-------------|---------------------------------|---------------------------------------|--------------------------|

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**V—POLITICAL PROPAGANDA**

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

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

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

17. Identify each such foreign principal.

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

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

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

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

- 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 A<sup>6</sup> Yes  No
- Exhibit B<sup>7</sup> Yes  No

If no, please attach the required exhibit.

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

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

If no, please attach the required amendment.

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

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

26. EXHIBIT C

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

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 Zar*

PAUL ZAR

Director of Sales, North America

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

this 4<sup>th</sup> day of February, 19 93

RUTH S. REDONDO  
Notary Public, State of New York  
No. 24-4691539  
Qualified in Kings County  
Commission Expires 02/30, 1993

*Ruth S. Redondo*  
(Signature of notary or other officer)

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

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

**NOTICE**

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

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

Yes \_\_\_\_\_ or No XXX

(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 XXX 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.)

Paul Zar  
Signature

PAUL ZAR

Please type or print name of signatory on the line above

Director of Sales, North America  
Title

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DIST  
02/04/92  
Date

PUBLICATIONS DISTRIBUTED BY THE BERMUDA DEPARTMENT OF TOURISM

JULY 1 - DECEMBER 31, 1991

| <u>AMOUNT</u> | <u>PUBLICATIONS</u>                        | <u>PREPARED AND PRINTED BY</u> |
|---------------|--|--------------------------------|
| 51,120        | Bermuda Sports Guide                       | Donihe Graphics, TN            |
| 145,220       | Where to Stay in Bermuda                   | York Litho Ltd., CANADA        |
| 154,220       | Bermuda Shorts Brochure                    | Rapp, Collins, Marcoa, NY      |
| 87,600        | Bermuda Nov.-Mar. Brochure                 | Island Press, Bermuda          |
| 111,950       | Travel Tips                                | Island Press, Bermuda          |
| 73,490        | Bermuda Honeymoon Brochure 91              | Kordet Inc., NY                |
| 85,435        | Bermuda Golf Guide                         | Donihe Graphics, TN            |
| 45,270        | Summer Rate Sheets                         | Island Press, Bermuda          |
| 112,770       | Fall to Spring Rate Sheets                 | Island Press, Bermuda          |
| 600           | 1991 Bermuda Blue Books                    | Bermuda Press, Bermuda         |
| 120,155       | Handy Reference Map                        | Bermuda Press, Bermuda         |
| 28,000        | Bermuda Festival Brochure                  | Island Press, Bermuda          |
| 27,500        | Bermuda Sand Bags                          | Kinney Associates, NJ          |
| 11,800        | College Weeks Brochure                     | Bermuda Press, Bermuda         |
| 1,100         | Large Map Posters                          | Allan O'Keefe Group, CT        |
| 930           | Golf Posters                               | Allan O'Keefe Group, CT        |
| 2,200         | Springfield Somerset Poster                | Island Press, Bermuda          |
| 1,500         | Large Tennis Posters                       | Continental Litho, OH          |
| 40,000        | Bermuda Shell Brochures                    | Island Press, Bermuda          |
| 35,000        | Bermuda Postcards                          | Island Press, Bermuda          |
| 31,500        | Bermuda Letterheads                        | Sims Brecher Service, NY       |
| 2,985         | Bermuda Window Displays                    | Allan O'Keefe Group, CT        |
| 4,400         | Bermuda Calendar of Events                 | Island Press, Bermuda          |
| 7,150         | Bermuda Shopping Guide                     | Metro Seliger Industries, NY   |
| 10,200        | Sightseeing In Bermuda                     | Sims Brecher Service, NY       |
| 1,634         | Special Group Incen. Serv. Kits            | Bermuda Press, Bermuda         |
| 25,700        | Bermuda Discover the Secret                | Bermuda Press, Bermuda         |
| 16,020        | Bermuda Plastic Bags                       | PAK 2,000, NH                  |
| 2,000         | Bermuda Napkins                            | Innovations in Premiums, NY    |
| 145,000       | Important Notice Flyers                    | Metro Seliger Industries, NY   |
| 58,200        | Bermuda Honeymoon Guide 92                 | Cahners Publishing, NY, NY     |
| 2,500         | Amateur Golf Brochure                      | Island Press, Bermuda          |
| 350           | Bermuda Pop-up Calendars                   | King Advertising, Jamaica, NY  |
| 2,000         | College Weeks Posters                      | Bermuda Press, Bermuda         |
| 6,100         | Short Trip to the Perfect Meeting Brochure | Metro-Seliger Industries, NY   |

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CRIMINAL DIVISION  
INTERNAL SECURITY  
SECTION  
REGISTRATION UNIT

### III ACTIVITIES

July - December 1991

- July 1-2 Participated in American Airlines Seminars at American Airlines Reservations Center, 500 Gregson Dr., Cary, NC, by J. Welch, 160 reservation agents attended, literature disseminated.
- July 2 Participated in Marriott's Castle Harbour Seminar at Northwest Reservations Center, Livonia, MI, by J. Garca, 567 travel agents attended, literature disseminated.
- July 7-10 Participated in Fancy Food Fair at Jacob K. Javits Center, New York, NY, by R. Eve, L. Woolridge, P.J. Pitt, 10,000 consumers attended, literature disseminated.
- July 11 Participated in American Airlines "picnic" trade show, Granby, CT, by G. Bean, 800 travel agents attended, literature disseminated.
- July 16-17 Participated in Bermuda Collection Seminar in Bermuda Department of Tourism office in Chicago, IL, by D. Ming, 42 travel agents attended, literature disseminated.
- July 16-18 Participated in Meeting World Conference & Expo at the New York Hilton Hotel, New York, NY, by J. Brimmer and M. Castro, 162 meeting planners and travel agents visited booth, literature disseminated.
- July 17 Participated in Newburyport Chamber of Commerce Travel Show, Newburyport, MA, by D. Adams, 130 consumers attended, literature disseminated.
- July 18 Participated in Bermuda Collection Seminar in offices of AAA, Indianapolis, IN, by D. Ming, 30 travel agents attended, literature disseminated.
- July 22 Participated in In-house educational Seminar at Travel Network, Sea Girt, NJ, by L. Woolridge, 8 agents attended, literature disseminated.
- July 24-28 Participated in Greater Hartford Open "Golf Expo" in Trumbull, CT, by R.T. Dillas and G. Bean, 6,000 consumers attended, literature disseminated.
- July 29 Participated in Hudson Valley ASTA Outing, Powlton Country Club, Newburgh, NY, by K. Darrell and R. Eve, 100 people attended, literature disseminated.

- Aug. 8 Participated in Peter Pan Travel - American Heart Open Golf Tournament, Springfield, MA, by G. Bean, 250 consumers attended, literature disseminated.
- Aug. 10-14 Participated in 1991 ASAE Annual Conference at the Convention Center in Washington DC, by D. Carlson and J. Brimmer, 131 meeting planners visited booth, literature disseminated.
- Aug. 14 Participated in Bermuda Presentation at Globetrotters office in Cambridge, MA, by D. Adams, 17 travel agents attended, literature disseminated, video "Life in A Day" shown.
- Aug. 14 Participated in Seminar at Grand Milwaukee Hotel, Milwaukee, WI, by J. Garca and D. Ming, 66 travel agents attended, literature disseminated.
- Aug. 14 Participated in Seminar at Ritz Carlton in Clayton, MO, by J. Garca and D. Ming, 166 travel agents attended, literature disseminated.
- Aug. 16 Participated in Seminar at Westin Hotel in Kansas City, MO, by J. Garca and D. Ming, 40 travel agents attended, literature disseminated.
- Aug. 20 Participated in Seminar at Holiday Inn, Independence, OH, by J. Garca and D. Ming, 40 travel agents attended, literature disseminated.
- Aug. 20 Participated in Seminar at Ritz Carlton, Cleveland, OH, by J. Garca and D. Ming, 110 travel agents attended, literature disseminated.
- Aug. 20 Participated in Educational Seminar, Sheraton Inn, Ithaca, NY, by R. Eve, L. Woolridge, K. Darrell, PJ Pitt, 23 travel agents attended, literature disseminated.
- Aug. 20 Participated in Educational Seminar, Buffalo Marriott, Buffalo, NY, by R. Eve, L. Woolridge, K. Darrell, PJ Pitt, 45 travel agents attended, literature disseminated.
- Aug. 21 Participated in Educational Seminar, Syracuse Marriott, Syracuse, NY, by R. Eve, L. Woolridge, K. Darrell, PJ Pitt, 71 travel agents attended, literature disseminated.
- Aug. 21 Participated in Seminar at Radisson Plaza, Indianapolis, IN, by J. Garca and D. Ming, 39 travel agents attended, literature disseminated.
- Aug. 22 Participated in Seminar at Hyatt Regency, Columbus, OH, by J. Garca and D. Ming, 55 travel agents attended, literature disseminated.

- Aug. 22 Participated in Educational Seminar, Albany Sheraton Airport, Albany, NY by R. Eve, K. Darrell, L. Woolridge, PJ Pitt, 70 travel agents attended, literature disseminated.
- Aug. 26 Participated in Bermuda Presentation , Delta Air Lines, East Boston, MA, by R.T. Dillas, P. Zar, D. Adams, 14 marketing reps attended, literature disseminated, "Life in a Day" shown.
- Aug. 27 Participated in Bermuda Seminar, North Raleigh Hilton, Raleigh, NC, by G. Peters and J. Welch, 160 travel agents attended, literature disseminated.
- Aug. 27 Participated in Seminar at Hyatt Regency, Schaumburg, IL, by J. Garca and D. Ming, 50 travel agents attended, literature disseminated.
- Aug. 27 Participated in Seminar at Oakbrook Hills, Oakbrook, IL, by J. Garca and D. Ming, 140 travel agents attended, literature disseminated.
- Aug. 28 Participated in Bermuda Presentation, American Express Travel, White Plains, NY by J. McCullough, 250 consumers attended, literature disseminated.
- Aug. 28 Participated in Bermuda Seminar at Hyatt Westshore, Tampa, FL, by G. Peters and J. Welch, 268 travel agents attended, literature disseminated.
- Aug. 29 Participated in Bermuda Seminar at Crown Sterling Suites, Ft. Lauderdale, FL, by G. Peters and J. Welch, 208 travel agents attended, literature disseminated.
- Aug. 29 Participated in Seminar at Pheasant Run, St. Charles, IL, by J. Garca and D. Ming, 55 travel agents attended, literature disseminated.
- Aug. 29 Participated in Seminar at Park Hyatt, Chicago, IL, by J. Garca and D. Ming, 63 travel agents attended, literature disseminated.
- Sept. 3 Participated in National Trade Show, Ramada Renaissance Hotel, Buffalo, NY, by L. Woolridge and K. Darrell, 105 travel agents attended, literature disseminated.
- Sept. 4 Participated in National Trade Show, Holiday Inn Rochester South, Rochester, NY, by L. Woolridge and K. Darrell, 126 travel agents attended, literature disseminated.

- Sept. 4 Participated in Bermuda Presentation at Liberty Travel in Newton, MA, by D. Adams, 5 travel agents attended, literature disseminated, video, "Life in a Day" shown.
- Sept. 4 Participated in Seminar at Radisson Plaza, Southfield, MI, by J. Garca and D. Ming, 55 travel agents attended, literature disseminated.
- Sept. 4 Participated in Seminar at Hyatt Regency, Dearborn, MI, by J. Garca and D. Ming, 71 travel agents attended, literature disseminated.
- Sept. 5 Participated in Seminar at Crown Sterling, Minneapolis, MN, by J. Garca and D. Ming, 95 travel agents attended, literature disseminated.
- Sept. 5 Participated in National Trade Show, Sheraton Inn Syracuse, Syracuse, NY, by K. Darrell, 112 travel agents attended, literature disseminated.
- Sept. 6 Participated in National Trade Show, The Desmond Americana, Albany, NY, by K. Darrell, 113 travel agents attended, literature disseminated.
- Sept. 7 Participated in Uniglobe Conference, Saddle Brook Resort, Wesley Chapel, FL, by G. Peters and J. Welch, 180 travel agents attended, literature disseminated.
- Sept. 9 Participated in Educational Seminar, The Towne Pointe Club, Norfolk, VA, by R. Eve, M. Outerbridge, K. Darrell, L. Woolridge, 125 travel agents attended, literature disseminated.
- Sept. 10 Participated in Educational Seminar, Richmond Marriott, Richmond, VA, by R. Eve, M. Outerbridge, L. Woolridge, K. Darrell, 23 travel agents attended, literature disseminated.
- Sept. 10 Participated in Educational Seminar, The Touchdown Club, Washington, DC, by R. Eve, M. Outerbridge, L. Woolridge, K. Darrell, 100 travel agents attended, literature disseminated.
- Sept. 10 Participated in Seminar at Hyatt Regency, Cincinnati, OH, by J. Garca and D. Ming, 52 travel agents attended, literature disseminated.
- Sept. 11 Participated in Educational Seminar, Sheraton Hotel, Towson, MD, by R. Eve, M. Outerbridge, L. Woolridge, K. Darrell, 20 travel agents attended, literature disseminated.

- Sept. 11 Participated in Educational Seminar, Hotel DuPont, Wilmington, DE, by R. Eve, M. Outerbridge, L. Woolridge, K. Darrell, 46 travel agents attended, literature disseminated.
- Sept. 11-13 Participated in Affordable Meeting Expo & Conference at the Convention Center in Washington, DC, by J. Brimmer, 142 meeting planners and travel agents visited booth, literature disseminated.
- Sept. 12 Participated in Educational Seminar, Ritz Carlton, Philadelphia, PA, by R. Eve, M. Outerbridge, L. Woolridge, K. Darrell, 23 travel agents attended, literature disseminated.
- Sept. 12 Participated in Educational Seminar, Allentown Hilton, Allentown, PA, by R. Eve, M. Outerbridge, L. Woolridge, K. Darrell, 34 travel agents attended, literature disseminated.
- Sept. 12 Participated in Trade Show at Holiday Inn O'Hare, Rosemont, IL, by J. Garca, 1312 travel agents attended, literature disseminated.
- Sept. 16 Participated in Eastern Travel Association Meeting, Harrisburg Marriott, Harrisburg, PA, by M. Outerbridge, 150 travel agents attended, literature disseminated.
- Sept. 17 Participated in Eastern Travel Association Meeting, Woodlands Inn, Wilkes Barre, PA, by L. Woolridge, 102 travel agents attended, literature disseminated.
- Sept. 19 Participated in Berkshire Travel Group Trade Show, Pittsfield, MA, by G. Bean, 500 travel agents attended, literature disseminated.
- Sept. 20 Participated in Seminar at Sea aboard the Meridian, by D. Adams, 45 travel agents attended, literature disseminated.
- Sept. 23 Participated in John P. Regan Charity & Mass. Police Assoc. Golf Tournament, Halifax, MA, with Colpitts Travel of Milton and the Belmont Hotel, by R.T. Dillas, 220 consumers attended, literature disseminated.
- Sept. 23 Participated in Visiting Nurse & Community Foundation Golf Tournament, Andover Country Club, Andover, MA, by D. Adams, 40 consumers attended, literature disseminated.
- Sept. 23 Participated in Travel Education Seminar, Marriott Hotel, Providence, RI, by R.T. Dillas, D. Adams, and G. Bean, 90 travel agents attended, literature disseminated, slide presentation.

- Sept. 24 Participated in Travel Agent Educational Seminar, Sheraton Hotel, Springfield, MA, by R.T. Dillas, G. Bean, D. Adams, 60 travel agents attended, literature disseminated, slide presentation.
- Sept. 24 Participated in Educational Seminar, Nassau Inn, Princeton, NJ, by R. Eve, L. Woolridge, M. Outerbridge, K. Darrell, PJ Pitt, 18 travel agents attended, literature disseminated.
- Sept. 24 Participated in Educational Seminar, Headquarters Plaza Hotel, Morristown, NJ, by R. Eve, M. Outerbridge, K. Darrell, L. Woolridge, PJ Pitt, 105 travel agents attended, literature disseminated.
- Sept. 25 Participated in Educational Seminar, Long Island Marriott, Uniondale, NY, by R. Eve, M. Outerbridge, K. Darrell, PJ Pitt, 18 travel agents attended, literature disseminated.
- Sept. 25 Participated in Educational Seminar, Tarrytown Hilton, Tarrytown, NY, by R. Eve, M. Outerbridge, L. Woolridge, K. Darrell, PJ Pitt, 47 travel agents attended, literature disseminated.
- Sept. 25 Participated in Travel Educational Seminar, Sheraton Tara Hotel, Braintree, MA, by R.T. Dillas, G. Bean, D. Adams, H. Cronis, 80 travel agents attended, literature disseminated, slide presentation.
- Sept. 25 Participated in Trade Show at Grand Milwaukee Hotel, Milwaukee, WI, by J. Garca, 416 travel agents attended, literature disseminated.
- Sept. 26 Participated in Educational Seminar, Trumbull Marriott, Trumbull, CT, by R. Eve, M. Outerbridge, L. Woolridge, K. Darrell, PJ Pitt, 10 travel agents attended, literature disseminated.
- Sept. 26 Participated in Educational Seminar, Stamford Marriott, Stamford, CT, by R. Eve, M. Outerbridge, L. Woolridge, K. Darrell, PJ Pitt, 36 travel agents attended, literature disseminated.
- Sept. 30 Participated in Trade Show at Allis Plaza Hotel, Kansas City, MO, by J. Garca, 312 travel agents attended, literature disseminated.
- Sept. 30 Participated in Trade Show at Cleveland Hilton, Independence, OH, by D. Ming, 107 travel agents attended, literature disseminated.

- Oct. 1 Participated in Trade Show at Henry VIII Hotel in St. Louis, MO, by J. Garca, 480 travel agents attended, literature disseminated.
- Oct. 1 Participated in Trade Show at Hilton Inn West, Akron, OH, by D. Ming, 98 travel agents attended, literature disseminated.
- Oct. 2 Participated in Trade Show at Columbus Marriott N., Columbus, OH, by D. Ming, 100 travel agents attended, literature disseminated.
- Oct. 3 Participated in Trade Show at Cincinnati Marriott, Cincinnati, OH, by D. Ming, 105 travel agents attended, literature disseminated.
- Oct. 3 Participated in Trade Show at Holiday Inn, Rosemont, IL, by J. Garca, 725 travel agents attended, literature disseminated.
- Oct. 7 Participated in Trade Show at The Grand Manor, Dearborn, MI, by J. Garca, 650 travel agents attended, literature disseminated.
- Oct. 7 Participated in Don Holland Trade Show, Holiday Inn, Tampa, FL, by G. Peters and J. Welch, 300 travel agents attended, literature disseminated.
- Oct. 7 Participated in National Trade Show, Ramada Inn, Stratford, CT, by K. Darrell, 140 travel agents attended, literature disseminated.
- Oct. 8 Participated in National Trade Show, Salisbury on the Green, East Meadow, NY, by K. Darrell, 120 travel agents attended, literature disseminated.
- Oct. 8 Participated in Don Holland Trade Show, Orlando Expo Center, Orlando, FL, by G. Peters and J. Welch, 350 travel agents attended, literature disseminated.
- Oct. 9 Participated in National Trade Show, Narrangansett Inn, Lindenhurst, NY, by K. Darrell, 120 travel agents attended, literature disseminated.
- Oct. 10 Participated in National Trade Show, Terrace on the Hudson, Haverstraw, NY, by L. Woolridge, 120 travel agents attended, literature disseminated.
- Oct. 10 Participated in Trade Show at Holiday Inn, Independence, OH, by D. Ming, 200 travel agents attended, literature disseminated.

- Oct. 10 Participated in Travel Fest "91", Danversport Yacht Club, Beverly, MA, by D. Adams, 150 consumers attended, literature disseminated.
- Oct. 13-18 Participated in I.T. & M.E., McCormick Place North, Chicago, IL, by D. Carlson and J. Brimmer, 224 meeting planners and travel agents visited booth, literature disseminated.
- Oct. 14 Participated in National Trade Show, Holiday Inn & Conference Center, Jacksonville, FL, by J. Welch, 110 travel agents attended, literature disseminated.
- Oct. 14 Participated in Bermuda Presentation, Negro Business & Professional Women's Club of N.Y., United Nations, New York, NY, by L. Woolridge, 30 consumers attended, literature disseminated.
- Oct. 14 Participated in Trade Show at Holiday Inn, Rosemont, IL, by J. Garca, 346 travel agents attended, literature disseminated.
- Oct. 15 Participated in National Trade Show, Ramada Resort, Kissimme, FL, by J. Welch, 108 travel agents attended, literature disseminated.
- Oct. 16 Participated in National Trade Show, Admiral Dinner Boat, Clearwater, FL, by J. Welch, 110 travel agents attended, literature disseminated.
- Oct. 16 Participated in TNT Trade Show, Worcester, MA, by G. Bean, 60 travel agents attended, literature disseminated.
- Oct. 16 Participated in Trade Show at Minneapolis Convention Center, Minneapolis, MN, by J. Garca, 261 travel agents attended, literature disseminated.
- Oct. 16 Participated in Educational Seminar, United Nations, New York, NY, by L. Woolridge and R. Eve, 32 travel agents attended, literature disseminated.
- Oct. 17 Participated in Educational Seminar, The Mark, New York, NY, by L. Woolridge and R. Eve, 35 travel agents attended, literature disseminated.
- Oct. 17 Participated in Bermuda Presentation, C.I. Travel, Norfolk, VA, by M. Outerbridge, 30 travel agents attended, literature disseminated.
- Oct. 20 Participated in National Trade Show at Sheraton Airport Plaza Hotel, Charlotte, NC, by G. Peters, 110 travel agents attended, literature disseminated.

- Oct. 21 Participated in Travel Educational Seminar, Radisson Hotel, Woburn MA, by R.T. Dillas, G. Bean, D. Adams, M. O'Brien, 85 travel agents attended, literature disseminated, slide presentation.
- Oct. 21 Participated in Hudson Valley ASTA Meeting, Tarrytown Hilton, Tarrytown, NY, by K. Darrell, 500 travel agents attended, literature disseminated.
- Oct. 22 Participated in Apollo Travel Cruise Show, Concord NH, by D. Adams, 160 consumers attended, literature disseminated.
- Oct. 22 Participated in Travel Educational Seminar, Towne Lyne House, Lynnfield, MA, by R.T. Dillas, G. Bean, D. Adams, M. O'Brein, 90 travel agents attended, literature disseminated, slide presentation.
- Oct. 22 Participated in Trade Show at The Grand Manor, Dearborn, MI, by D. Ming, 500 travel agents attended, literature disseminated.
- Oct. 23 Participated in Trade Show at Henry VIII Hotel, St. Louis, MO, by K. Midday, 280 travel agents attended, literature disseminated.
- Oct. 24 Participated in Travel Educational Seminar, Marriott, Nashua, NH, by R.T. Dillas, G. Bean, D. Adams, M. O'Brien, 40 travel agents attended, literature disseminated, slide presentation.
- Oct. 27 Participated in National Trade Show at Little Rock Hilton, Little Rock, AR, by G. Peters and J. Welch, 110 travel agents attended, literature disseminated.
- Oct. 28 Participated in National Trade Show at North Raleigh Hilton, Raleigh, NC, by G. Peters, 110 travel agents attended, literature disseminated.
- Oct. 28 Participated in Trade Show at Embassy Suites, Bloomington, MN, by J. Garca, 279 travel agents attended, literature disseminated.
- Oct. 29 Participated in Trade Show at Embassy Suites, Bloomington, MN, by J. Garca, 141 travel agents attended, literature disseminated.
- Oct. 29 Participated in Trade Show at Adams Mark Hotel, Indianapolis, IN, by D. Ming, 90 travel agents attended, literature disseminated.
- Oct. 29 Participated in Connecticut ASTA Dinner Meeting, Cromwell Holiday Inn, Cromwell, CT, by R. Eve, and K. Darrell, 100 travel agents attended, literature disseminated.

- Oct. 29 Participated in Bermuda Presentation, Consumer Choral Group, Garber Travel, Keene, NH, by D. Adams, 35 consumers attended, literature disseminated, video, "Life in a Day" shown.
- Oct. 29 Participated in Connecticut ASTA Trade Show, Treadway Inn, Cromwell, CT, by G. Bean, 70 travel agents attended, literature disseminated.
- Oct. 30 Participated in Maine ASTA Trade Show, Portland, ME, by R.T. Dillas, D. Adams, 280 travel agents attended, literature disseminated.
- Oct. 30 Participated in Trade Show at Embassy Suites, Livonia, MI, by J. Garca, 138 travel agents attended, literature disseminated.
- Oct. 30-31 Participated in New York Marathon Trade Show, New York Coliseum, New York, NY, by L. Woolridge and R. Eve, 10,000 consumers attended, literature disseminated.
- Oct. 31 Participated in Trade Show at Embassy Suites Blue Ash, Cincinnati, OH, by D. Ming, 92 travel agents attended, literature disseminated.
- Nov. 1-2 Participated in New York Marathon Trade Show, New York Coliseum, New York, NY, by R. Eve and L. Woolridge, 10,000 consumers attended, literature disseminated.
- Nov. 2 Participated in AAA Travel Show, Holiday Inn, Warwick, RI, by D. Adams, 800 consumers attended, literature disseminated.
- Nov. 4 Participated in Don Holland Trade Show, Holiday Inn Ravina, Atlanta, GA, by G. Peters and J. Welch, 350 travel agents attended, literature disseminated.
- Nov. 4 Participated in Trade Show at Embassy Suites Cleveland, Beachwood, OH, by D. Ming, 133 travel agents attended, literature disseminated.
- Nov. 5-9 Participated in 1991 ICPA Annual Meeting at Westin La Paloma Hotel, Tucson, AZ, by D. Carlson, 10 insurance executives visited booth, literature disseminated.
- Nov. 7 Participated in Wellesley Chamber of Commerce Travel Fest, Wellesley College, Wellesley, MA, by D. Adams, 500 consumers attended, literature disseminated.
- Nov. 18 Participated in Golf Digest Trade Show, Guest Quarters Hotel, Philadelphia, PA, by M. Outerbridge, 200 travel agents attended, literature disseminated.

- Nov. 19 Participated in Golf Digest Trade Show, Embassy Suites, Arlington, VA, by M. Outerbridge, 250 travel agents attended, literature disseminated.
- Dec. 4-6 Participated in Meetings Management '91 at Atlanta Marriott Marquis, Atlanta, GA, by J. Brimmer and M. Castro, 56 meeting planners and travel agents visited booth, literature disseminated.
- Dec. 10 Participated in Bermuda Presentation, Caboose Travel, South Hamilton, MA, by D. Adams, 8 travel agents attended, literature disseminated.
- Dec. 17-20 Participated in Trade Show at Chicago Hilton, Chicago, IL, by J. Garca and D. Ming, 8,000 consumers attended, literature disseminated.

## SCHEDULE "A"

## NEW YORK OFFICE

|   |                    |
|---|--------------------|
| BALANCE ON HAND AS OF JULY 1, 1991  | \$ 328,145         |
| FUNDS RECEIVED FROM BERMUDA (OPERATIONS,<br>TRAVEL, RENT, ADVERTISEMENTS, SALARIES) | \$1,166,900        |
|   | <u>\$1,495,045</u> |

|            |            |             |
|------------|------------|-------------|
| OPERATIONS | \$ 957,474 |             |
| SALARIES   | \$ 11,006  |             |
| TRAVEL     | \$ 72,516  |             |
| RENT       | \$ 145,977 | \$1,186,973 |

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|   |            |
|---|------------|
| BALANCE ON HAND AS OF DECEMBER 31, 1991 | \$ 308,072 |
|---|------------|

\*\*\*PLEASE NOTE SALARIES ARE NOW PAID DIRECT FROM BERMUDA TO EMPLOYEES\*\*\*

## SCHEDULE "B"

## NEW YORK OFFICE

|                                  |           |
|----------------------------------|-----------|
| LOCAL TRANSPORTATION             | \$ 18,872 |
| TELEPHONE/TELEXES                | \$ 58,723 |
| POSTAGE                          | \$165,255 |
| TRAVEL LITERATURE PRINTING       | \$ 89,577 |
| TRAVEL LITERATURE DISTRIBUTION   | \$143,536 |
| ADVERTISING TELEPHONE DIRECTORY  | \$ 2,917  |
| CUSTOMS CLEARANCE                | \$ 7,661  |
| MESSENGER SERVICE                | \$ 1,680  |
| OFFICE EQUIPMENT RENTALS         | \$ 13,756 |
| MAINTENANCE/SERVICE              | \$ 10,935 |
| OFFICE INSURANCE                 | \$ 0      |
| ELECTRICITY                      | \$ 0      |
| STATIONERY/SUPPLIES              | \$ 12,508 |
| PROMOTION OF SALES ENTERTAINMENT | \$ 7,898  |
| TRAVEL ORGANIZATIONS             | \$ 1,904  |
| SPECIAL SALES PROMOTIONS         | \$ 16,241 |
| GIFTS/TIPS                       | \$ 475    |

## SCHEDULE "A"

## CHICAGO OFFICE

|   |           |                  |
|---|-----------|------------------|
| BALANCE ON HAND AS OF JULY 1, 1991  |           | (\$ 3,369)       |
| FUNDS RECEIVED FROM BERMUDA (OPERATIONS,<br>TRAVEL, RENT, ADVERTISEMENTS, SALARIES) |           | \$148,982        |
|   |           | <u>\$145,613</u> |
| EXPENDITURES  |           |                  |
| OPERATIONS  | \$ 94,132 |                  |
| SALARIES  | \$ 9,196  |                  |
| TRAVEL  | \$ 43,790 |                  |
| RENT  | \$ 11,607 | \$158,725        |
| <hr/>   |           |                  |
| BALANCE ON HAND AS OF DECEMBER 31, 1991   |           | (\$ 13,112)      |

**\*\*\*PLEASE NOTE SALARIES ARE NOW PAID DIRECT FROM BERMUDA TO EMPLOYEES\*\*\***

## SCHEDULE "B"

## CHICAGO OFFICE

|                                  |         |
|----------------------------------|---------|
| LOCAL TRANSPORTATION             | \$4,983 |
| TELEPHONE/TELEXES                | \$4,027 |
| POSTAGE                          | \$2,268 |
| TRAVEL LITERATURE PRINTING       | \$2,459 |
| TRAVEL LITERATURE DISTRIBUTION   | \$2,469 |
| ADVERTISING TELEPHONE DIRECTORY  | \$ 103  |
| CUSTOMS CLEARANCE                | \$ 0    |
| MESSENGER SERVICE                | \$ 31   |
| OFFICE EQUIPMENT RENTALS         | \$ 767  |
| MAINTENANCE/SERVICE              | \$ 521  |
| OFFICE INSURANCE                 | \$ 0    |
| ELECTRICITY                      | \$ 474  |
| STATIONERY/SUPPLIES              | \$1,060 |
| PROMOTION OF SALES ENTERTAINMENT | \$1,355 |
| TRAVEL ORGANIZATIONS             | \$1,103 |
| SPECIAL SALES PROMOTIONS         | \$ 689  |
| GIFTS/TIPS                       | \$ 0    |

## SCHEDULE "A"

## ATLANTA OFFICE

|   |                  |
|---|------------------|
| BALANCE ON HAND AS OF JULY 1, 1991  | \$ 49,862        |
| FUNDS RECEIVED FROM BERMUDA (OPERATIONS,<br>TRAVEL, RENT, ADVERTISEMENTS, SALARIES) | \$135,150        |
|   | <u>\$185,012</u> |

## EXPENDITURES

|            |           |           |
|------------|-----------|-----------|
| OPERATIONS | \$116,320 |           |
| SALARIES   | \$ 2,310  |           |
| TRAVEL     | \$ 21,500 |           |
| RENT       | \$ 9,895  | \$150,025 |

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|   |           |
|---|-----------|
| BALANCE ON HAND AS OF DECEMBER 31, 1991 | \$ 34,987 |
|---|-----------|

\*\*\*PLEASE NOTE SALARIES ARE NOW PAID DIRECT FROM BERMUDA TO EMPLOYEES\*\*\*

## SCHEDULE "B"

## ATLANTA OFFICE

|                                  |          |
|----------------------------------|----------|
| LOCAL TRANSPORTATION             | \$ 2,711 |
| TELEPHONE/TELEXES                | \$ 9,534 |
| POSTAGE                          | \$ 8,464 |
| TRAVEL LITERATURE PRINTING       | \$ 6,627 |
| TRAVEL LITERATURE DISTRIBUTION   | \$ 3,783 |
| ADVERTISING TELEPHONE DIRECTORY  | \$ 0     |
| CUSTOMS CLEARANCE                | \$ 115   |
| MESSENGER SERVICE                | \$ 18    |
| OFFICE EQUIPMENT RENTALS         | \$ 4,358 |
| MAINTENANCE/SERVICE              | \$ 989   |
| OFFICE INSURANCE                 | \$ 0     |
| ELECTRICITY                      | \$ 0     |
| STATIONERY/SUPPLIES              | \$ 3,945 |
| PROMOTION OF SALES ENTERTAINMENT | \$ 2,685 |
| TRAVEL ORGANIZATIONS             | \$ 2,125 |
| SPECIAL SALES PROMOTIONS         | \$ 708   |
| GIFTS/TIPS                       | \$ 0     |

## SCHEDULE "A"

## BOSTON OFFICE

|   |                  |
|---|------------------|
| BALANCE ON HAND AS OF JULY 1, 1991  | \$ 63,182        |
| FUNDS RECEIVED FROM BERMUDA (OPERATIONS,<br>TRAVEL, RENT, ADVERTISEMENTS, SALARIES) | \$129,000        |
|   | <u>\$192,182</u> |

## EXPENDITURES

|            |           |           |
|------------|-----------|-----------|
| OPERATIONS | \$110,874 |           |
| SALARIES   | \$ 0      |           |
| TRAVEL     | \$ 27,492 |           |
| RENT       | \$ 19,682 | \$158,048 |

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|   |           |
|---|-----------|
| BALANCE ON HAND AS OF DECEMBER 31, 1991 | \$ 34,134 |
|---|-----------|

\*\*\*PLEASE NOTE SALARIES ARE NOW PAID DIRECT FROM BERMUDA TO EMPLOYEES\*\*\*

## SCHEDULE "B"

## BOSTON OFFICE

|                                  |          |
|----------------------------------|----------|
| LOCAL TRANSPORTATION             | \$ 3,265 |
| TELEPHONE/TELEXES                | \$11,437 |
| POSTAGE                          | \$ 7,142 |
| TRAVEL LITERATURE PRINTING       | \$ 1,936 |
| TRAVEL LITERATURE DISTRIBUTION   | \$ 1,125 |
| ADVERTISING TELEPHONE DIRCTORY   | \$ 0     |
| CUSTOMS CLEARANCE                | \$ 0     |
| MESSENGER SERVICE                | \$ 18    |
| OFFICE EQUIPMENT RENTALS         | \$ 2,910 |
| MAINTENANCE/SERVICE              | \$ 1,550 |
| OFFICE INSURANCE                 | \$ 0     |
| ELECTRICITY                      | \$ 1,172 |
| STATIONERY/SUPPLIES              | \$ 1,624 |
| PROMOTION OF SALES ENTERTAINMENT | \$ 1,868 |
| TRAVEL ORGANIZATIONS             | \$ 1,953 |
| SPECIAL SALES PROMOTIONS         | \$ 377   |
| GIFTS/TIPS                       | \$ 0     |