

30 JUN 1994

For Six Month Period Ending _____
(Insert date)

Name of Registrant **BERMUDA DEPARTMENT OF TOURISM** Registration No. **00430**

Business Address of Registrant **310 Madison Avenue, Suite 201, New York, NY 10017**
~~44 School Street, Suite 1010, Boston, MA 02108~~
150 N. Wacker Drive, Suite 1070, Chicago, IL 60606
245 Peachtree Center Avenue, 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 <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

(b) If an organization:

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

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:

Name

Position

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

If yes, furnish the following information:

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

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

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

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
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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

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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

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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.

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.

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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.

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"

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 SCHEDULES FOR LIST OF OPERATIONAL EXPENSES

Total

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*) _____

21. What language was used in this political propaganda:

- English Other (*specify*) _____

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? 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 / 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,

DIRECTOR OF SALES, N.A.

Subscribed and sworn to before me at New York, N.Y.

this 15th day of August, 19 94

DANIEL M. ZANE
Notary Public, State of New York
No. 24-4379325
Qualified in Westchester County
Commission Expires April 30, 1995

(Signature of notary or other officer)

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.)

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 ORO-64-- Supplemental Statement):

Yes _____ or No _____

(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 _____ 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

8/15/94
Date

PAUL ZAR

Paul Zar
Please type or print name of signatory on the line above

DIRECTOR OF SALES, N.A.

Title



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III ACTIVITIES

JANUARY - JUNE 1994

JANUARY

- Jan. 14 Participated in Vacation World Bayside Expo Center, Boston, MA. by D. Adams. 70 people attended, literature disseminated.
- Jan. 15 Participated in Vacation World Bayside Expo Center, Boston, MA. by R. T. Dillas. 41 travel agents attended, literature disseminated.
- Jan. 19 Participated in the Van Zile Travel Show, Logan's Party House, Rochester, NY by P.J. Pitt. 500 people attended, literature disseminated.
- Jan. 21 Participated in a Trade Show at Austin Convention Center, Austin, TX by J. Welch, M. Hale & G. Peters. 600 travel agents attended, literature disseminated.
- Jan. 24 Presented a Bermuda Educational Seminar at the Thomas Cook Travel Education Center, Cambridge, MA by R. T. Dillas. 26 travel agents attended, literature disseminated, slide presentation.
- Jan. 25 Presented a Bermuda Educational Seminar at the Hyatt Regency, Cincinnati, OH by L. Woolridge & D. Ming. 49 travel agents attended, slide presentation, literature disseminated.
- Presented a Bermuda Educational Seminar at the Hilton Gateway, Kissimmee, FL by M. Hale. 45 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar at the Bradenton Inn, Brandenton, FL by M. Hale. 35 travel agents attended, literature disseminated.
- Jan. 26 Presented a Bermuda Educational Seminar at the Executive Inn West by L. Woolridge & D. Ming. 39 travel agents attended, film "In My Life" shown, literature disseminated.

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- Jan. 27 Presented a Bermuda Educational Seminar at the Ritz Carlton, St. Louis, MO by L. Woolridge & D. Ming. 120 travel agents attended, slide presentation and literature disseminated.
- Participated in American Express Travel Show Manhattan, NY by J. Guishard. 125 people attended literature disseminated.
- Jan. 28 Presented a Bermuda Educational Seminar at the Holiday Inn, Cocoa Beach, FL by M. Hale. 25 travel agents attended, literature disseminated.
- Jan. 31 Presented a Bermuda Educational Seminar at Bent Tree Country Club in Sarasota, FL by M. Hale. 30 travel agents attended, literature disseminated.

FEBRUARY

- Feb. 01 Presented a Bermuda Educational Seminar at the Chicago Marriott, Chicago, IL. by L. Woolridge & D. Ming. 80 travel agents attended, slide presentation and literature disseminated.
- Feb. 02 Hosted a Bermuda Night with AAA Travel at the Manchester Country Club, Manchester CT by G. Bean. 150 people attended, literature disseminated.
- Feb. 08 Presented a Bermuda Educational Seminar at the Ritz Carlton, Cleveland, OH by L. Woolridge & D. Ming. 70 travel agents attended. Literature disseminated, slide presentation.
- Feb. 09 Presented a Bermuda Educational Seminar at the Ritz Carlton, Cleveland, OH by L. Woolridge & D. Ming. 80 travel agents attended. Literature disseminated, slide presentation.
- Feb. 10 Presented a Bermuda Educational Seminar at the Holiday Inn, Westlake, OH by L. Woolridge & D. Ming. 39 travel agents attended; literature disseminated.
- Feb. 15 Presented a Bermuda Educational Seminar at Crewsers Restaurant, Pittsburg, PA by R. Eve. 80 travel agents attended, slide presentation shown, literature disseminated.

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- Feb. 16 Presented a Bermuda Educational Seminar at the Holiday Inn, Girard, OH by L. Woolridge, D. Ming, R. Eve and J. Guishard. 40 travel agents attended, slide presentation and literature disseminated.
- Feb. 17 Presented a Bermuda Educational Seminar at the Hyatt on Capital Square, Columbus OH by L. Woolridge, D. Ming, R. Eve & J. Guishard. 55 travel agents attended, slide presentation, literature disseminated.
- Participated in the Boston Globe Trade Show, Marriott Copley Hotel, Boston, MA by R. T. Dillas. 300 travel agents attended, literature disseminated.
- Presented a Bermuda Educational Seminar at Sheraton Grand Hotel in Tampa, FL by M. Hale. 100 travel agents attended, literature disseminated.
- Feb. 18 Participated in a Bridal Show at the Bermuda Pub & Grille, Lynnfield, MA. by D. Adams. 100 people attended, literature disseminated.
- Participated in the Richmond Times Dispatch Travel Show, Richmond VA by M. Outerbridge. 450 people attended, literature disseminated.
- Feb. 19 Participated in the Richmond Fair, Richmond, VA by M. Outerbridge. 3,000 people attended, literature disseminated.
- Feb. 22 Presented a Bermuda Educational Seminar, Westin O'Hare - Rosemont, IL by L. Woolridge & D. Ming. 80 travel agents attended, slide presentation, literature disseminated.
- Participated in the National Trade Show, Holiday Inn, Tyson's Corner, VA by M. Outerbridge. 119 people attended, literature disseminated.
- Feb. 23 Presented a Bermuda Educational Seminar at AAA Travel Agency, Cleveland, OH. 20 travel agents attended, film shown, "In My Life", literature disseminated.
- Participated in the National Trade Show at the BWI Airport Marriott by M. Outerbridge. 96 people attended, literature disseminated.

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- Feb. 24 Presented a Bermuda Educational Seminar at AAA Travel Agency, Cleveland, OH. 25 travel agents attended, film shown, "In My Life", literature disseminated.
- Participated in National Trade Show, Sheraton Hotel, Cherry Hill, NJ by J. Guishard. 150 people attended, literature disseminated.
- Feb. 25 Presented a Bermuda Educational Seminar at Massachusetts Bay Community College by D. Adams. 22 people attended, video "Postcards" shown, literature disseminated.
- Participated in National Trade Show at the Radisson Hotel, Wilmington, DE by J. Guishard. 140 people attended, literature disseminated.
- Feb. 26 Participated in TAC Trade Show , Charlotte Convention Center, Charlotte, NC by G. Peters & J. Welch. 500 travel agents attended, literature disseminated.
- Feb. 28 Participated in the Professional Women in Travel Show, Columbia, SC by J. Welch. 200 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar at Sun City Chamber of Commerce, Sun City, FL by M. Hale. 50 travel agents attended, literature disseminated.
- Feb. 28 - Mar. 1 Participated in the Resorts & Incentive Show, New York Hilton, NY by K. Darrell & M. Castro. 110 meeting planners/travel agents attended, literature disseminated

MARCH

- Mar. 03 Hosted a Bermuda presentation at the Celebration Community Center, Hartford, CT by G. Bean. 20 people attended, film shown "In My Life" literature disseminated.
- Mar. 04 Presented a Bermuda Educational Seminar at Holiday Inn, Hyannis, MA by R. T. Dillas & D. Adams. 51 travel agents attended, film shown "In My Life", literature disseminated.

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Mar. 08 Presented a Bermuda Educational Seminar at Twin Towers Hotel, Orlando, FL by M. Hale. 110 travel agents attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Pyramid Club, Philadelphia, PA by M. Outerbridge, J. Guishard & R. Eve. 41 agents attended, slide presentation shown, literature disseminated.

Mar. 09 Participated in Bermuda Day at Journeys Travel, Salem MA by D. Adams. 60 people attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Crystal Gateway Marriott, Arlington, VA by M. Outerbridge, J. Guishard & R. Eve. 96 agents attended, slide presentation shown, literature disseminated.

Mar. 10 Presented a Bermuda Educational Seminar at the Town Pilot Club, Norfolk, VA by M. Outerbridge, R. Eve & J. Guishard. 62 travel agents attended, slide presentation, literature disseminated.

Mar. 12/13 Participated in C.I. Travel Trade Show, Norfolk VA by M. Outerbridge, & P. Pitt. 289 travel agents and 7,000 consumers attended, literature disseminated.

Mar. 14 Participated in National Trade Show, Hyatt Hotel, Greenville, NC by J. Welch. 120 travel agents attended, literature disseminated.

Mar. 15 Presented a Bermuda Educational Seminar at Thomas Cook Travel Education Center, Cambridge, MA. by R. Toby Dillas. 22 travel agents attended, literature disseminated, slide presentation.

Mar. 21 Participated in a Trade Show at the Holiday Inn Crown Plaza, Grand Rapids, MI by L. Woolridge. 102 people attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Rocky Hill Marriott, Rocky Hill, CT. by R.T. Dillas, G. Bean, D. Adams and M. O'Brien. 110 travel agents attended, literature disseminated, slide presentation.

Mar. 22 Participated in a Trade Show at the Sheraton Inn Fashion Square, Saginaw, MI by L. Woolridge. 80 people attended, literature disseminated.

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Mar. 22 Presented a Bermuda Educational Seminar at the Sheraton Springfield Hotel, Springfield, MA by R.T. Dillas, G. Bean, D. Adams & M. O'Brien. 55 travel agents attended, slide presentation, literature disseminated.

Participated in TNT/Haley's Trade Show, Bethesda Hyatt, Bethesda, MD by M. Outerbridge. 200 people attended, literature disseminated.

Mar. 23 Participated in a Trade Show at the Grand Manor Fairlane, Dearborn, MI by L. Woolridge. 120 people attended, literature disseminated.

Presented a Bermuda Educational Seminar, at the Marriott Burlington Hotel, Burlington, MA by R.T. Dillas, D. Adams, G. Bean, H. Cronis & M. O'Brien. 106 travel agents attended, literature disseminated, slide presentation.

Hosted a Bermuda Educational Seminar in sponsorship with the Twin Tier Association, Holiday Inn, Binghamton, NY by P.J. Pitt. 51 people attended, slide presentation, literature disseminated.

Participated in the LITAA Trade Show, Radisson Melville, Melville, NY. 450 people attended, literature disseminated.

Participated in the TNT/Haley Trade Show, Ritz Carlton, Pentagon City, Arlington, VA by M. Outerbridge. 264 people attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Sheraton, Atlantic City, NJ by J. Guishard. 80 travel agents attended, slide presentation, literature disseminated.

Mar. 24 Participated in a Trade Show at the Sheraton Westgate, Toledo, OH by L. Woolridge. 90 people attended, literature disseminated.

Participated in a Trade Show at the Frontenac Hilton, St. Louis, MO by D. Ming. 200 people attended, literature disseminated.

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Mar. 24 Presented a Bermuda Educational Seminar, at the Sheraton Tara Hotel, Braintree, MA by R.T. Dillas, D. Adams, G. Bean, H. Cronis & M. O'Brien. 100 travel agents attended, slide presentation, literature disseminated.

Presented a Bermuda Educational Seminar at The Inn at Nichols Village, Clark Summit, PA by R. Eve. 45 travel agents attended, slide presentation, literature disseminated.

Mar. 25 Presented a Bermuda Educational Seminar, at the Marriott Hotel, Providence, RI. by R. T. Dillas, D. Adams, G. Bean & M. O'Brien. 90 travel agents attended, literature disseminated, slide presentation.

Mar. 29 Presented a Bermuda Educational Seminar at Buffalo Marriott, Amherst, NY by P. Pitt, J. Guishard & R. Eve. 66 people attended, slide presentation, literature disseminated.

Mar. 30 Hosted a Bermuda Night at AAA Travel, Worcester, MA by G. Bean. 50 people attended, video shown, "In My Life", literature disseminated.

Presented a Bermuda Educational Seminar at the Rochester Marriott, Rochester, NY by P.J. Pitt., R. Eve & J. Guishard. 103 people attended, slide presentation, literature disseminated.

Attended the Central Atlantic ASTA Dinner and Trade Show, Willard InterContinental, Washington DC by M. Outerbridge. 200 people attended, literature disseminated.

Mar. 31 Presented a Bermuda Educational Seminar at National Leisure Group's Offices, Boston MA by D. Adams. 46 travel agents attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Desmond Hotel, Albany, NY by P. J Pitt. 92 people attended, slide presentation, literature disseminated.

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APRIL

- Apr. 01 Participated in a Trade Show, Holiday Inn, Independence, OH by D. Ming. 600 travel agents attended, literature disseminated.
- Apr. 04 Participated in National Trade Show, Greentree Marriott, Greentree, Pittsburgh by J. Guishard. 120 travel agents attended, literature disseminated.
- Apr. 05 Presented a Bermuda Educational Seminar at Travel & Transport, Omaha, NE by D. Ming. 25 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar at the Trumbull Marriott, Trumbull, CT by P. J. Pitt & R. Eve. 66 people attended, slide presentation, literature disseminated.
- Hosted a Bermuda Night for the Junior Women's Club Farmington, CT. by G. Bean. 40 people attended, literature disseminated, video "In My Life" shown.
- Participated in National Trade Show, Holiday Inn, Harrisburg, PA by J. Guishard. 115 travel agents attended, literature disseminated.
- Apr. 06 Participated in the National Trade Show at the Sheraton, Ft. Washington, PA by J. Guishard & M. Outerbridge. 104 agents attended, literature disseminated.
- Presented a Bermuda Educational Seminar at the Rye Town Hilton, Ryebrook, NY by P. J. Pitt & R. Eve. 98 travel agents attended, slide presentation, literature disseminated.
- Apr. 07 Participated in a Trade Show at Holiday Inn Independence, Cleveland, OH by L. Woolridge. 600 people attended, literature disseminated.
- Participated in the Honeymoon Destinations Show at Travel Agents' Int'L, Woburn, MA by R. T. Dillas. 20 people attended, literature disseminated.

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- Apr. 07 Presented a Bermuda Educational Seminar , Long Island Marriott, Uniondale, NY by P.J. Pitt & R. Eve. 112 people attended, slide presentation, literature disseminated.
- Participated in the National Trade Show, Holiday Inn, Allentown, PA by J. Guishard. 100 travel agents attended, literature disseminated.
- Apr. 12 Participated in National Trade Show, Manchester NH by D. Adams. 54 travel agents attended, literature disseminated.
- Apr. 13 Bermuda Presentation for the Tourism Management Class of Boston University, Boston, MA by R. T. Dillas. 28 students attended, literature disseminated, slide presentation.
- Apr. 15 Presented a Bermuda Educational Seminar to AAA Travel, W. Hartford, CT by G. Bean. 10 travel agents attended, literature disseminated, film shown, "In My Life".
- Apr. 18 Participated in National Trade Show at The Coachman, Cranford, NJ by J. Guishard. 100 travel agents attended, literature disseminated.
- Apr. 19 Presented a Bermuda Educational Seminar at Travel Charters, Troy, MI by L. Woolridge. 35 people attended, video "In My Life" show, literature disseminated.
- Participated in Greater N. Orleans Travel Association Trade Show, Monteleone Hotel, New Orleans, LA by G. Peters & M. Hale. 110 travel agents attended, literature disseminated.
- Presented a Bermuda Educational Seminar, Holiday Inn, Hyannis MA by D. Adams & R.T. Dillas. 83 travel agents attended, literature disseminated, slide presentation.
- Participated in National Trade Show in Squires Pub New Jersey Shore by J. Guishard. 95 travel agents attended, literature disseminated.
- Co-hosted a Bermuda Night at Esprit Travel, Chevy Chase, MD, by M. Outerbridge. 30 agents attended, literature disseminated.

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- Apr. 20 Presented a Bermuda Educational Seminar at TNT/Haley, Boston, MA. by R.T. Dillas. 23 reservation agents attended, literature disseminated.
- Presented a Bermuda Educational Seminar at Travel Charters, Troy, MI. by L. Woolridge. 35 people attended, literature disseminated, film "In My Life" shown.
- Participated in National Trade Show, Inwood Manor, Bergen County, N.J. by J. Guishard. 110 travel agents attended, literature disseminated.
- Apr. 21 Presented a Bermuda Educational Seminar at Holiday Inn, Concord, NH by R. T. Dillas & D. Adams. 72 travel agents attended, slide presentation, literature disseminated.
- Participated in National Trade Show, Friar Tuck Inn, Cedar Grove, NJ by P.J. Pitt. 130 people attended, literature disseminated.
- Apr. 22 Presented a Bermuda Educational Seminar at Fairmont Hotel, New Orleans, LA by M. Hale. 31 travel agents attended, literature disseminated.
- Apr. 24-26 Participation in LIMRA, Boca Raton Resort & Club, Boca Raton, FL by D. Carlson. 5 people visited booth, literature disseminated.
- Apr. 26 Presented a Bermuda Educational Seminar at the Doubletree Hotel, Atlanta, GA by G. Peters, J. Welch & M. Hale. 130 travel agents attended, literature disseminated.
- Apr. 27 Presented a Bermuda Educational Seminar at Ashman Court Hotel, Saginaw, MI by L. Woolridge & D. Ming. 30 people attended, literature disseminated, film "In My Life" shown.
- Apr. 27 Presented a Bermuda Educational Seminar at Carriage House Inn, Sudbury, MA by D. Adams & R.T. Dillas. 60 travel agents attended, literature disseminated, slide presentation.
- Presented a Bermuda Educational Seminar at Sheraton Design Center, Ft. Lauderdale, FL by G. Peters, J. Welch & M. Hale. 212 travel agents attended, literature disseminated.

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Apr. 28 Presented a Bermuda Educational Seminar at Globetrotters Offices, Cambridge MA. by R. T. Dillas. 20 people attended, literature disseminated.

Presented a Bermuda Educational Seminar N. Raleigh Hilton, Raleigh, NC by G. Peters, J. Welch & M. Hale. 106 agents attended, literature disseminated.

MAY

May 3-5 Participated in the Premium Incentive Mega Show Jacob Javits Convention Center, New York by K. Darrell & M. Castro. 163 people visited the booth, literature disseminated.

May 04 Presented a Bermuda Educational Seminar at Thomas Cook Travel, Cambridge, MA by R. T. Dillas. 20 travel agents attended, literature disseminated, slide presentation.

Attended a reception at the Metropolitan Club, Washington, DC by M. Outerbridge. 640 people attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Hotel Thayer, Westpoint, NY by P.J. Pitt. 92 people attended, slide presentation, literature disseminated.

May 05 Hosted a Bermuda Night at Caboose Travel in Gloucester, MA by R. T. Dillas. 100 people attended, literature disseminated, slide presentation.

May 06 Participated in a Trade Show at The Westin Hotel, Indianapolis, IN by D. Ming. 300 travel agents attended, film shown "In My Life", literature disseminated.

May 06 Participated in a Trade Show at the City Market, Indianapolis, IN by L. Woolridge & D. Ming. 300 travel agents attended, literature disseminated.

Presented a Bermuda Educational Seminar at Southern Living/Thomas Cook, Orlando, FL by M. Hale. 25 travel agents attended, literature disseminated.



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- May 09 Presented a Bermuda Educational Seminar, Holiday Inn, Worcester, MA by R.T. Dillas, G. Bean & D. Adams. 105 travel agents attended, slide presentation, literature disseminated.
- Participated in National Trade Show at Hilton Hotel, Sunrise, FL by G. Peters & M. Hale. 75 travel agents attended, literature disseminated.
- Presented a Bermuda Educational Seminar in-house, Liberty Travel, NYC by J. Guishard. 6 travel agents attended, slide presentation, literature disseminated.
- Presented a Bermuda Educational Seminar in-house USAir's Regional Office, NYC by J. Guishard & R. Eve. 7 travel agents attended, slide presentation, literature disseminated.
- May 10 Bermuda Educational Seminar to Rotary Int'l District Conference, Newton, MA. by D. Adams. 150 people attended, video "In My Life" shown, literature disseminated.
- Presented a Bermuda Educational Seminar to Gold Coast Travel Association, Hilton Hotel, Deerfield Beach, FL by G. Peters & M. Hale. 65 travel agents attended, literature disseminated.
- May 11 Presented a Bermuda Educational Seminar to Travel Impression, Ft. Lauderdale, FL by M. Hale & J. Welch. 20 travel agents attended, literature disseminated.
- May 12 Hosted a Bermuda Night with Katlin Travel, Ramada Inn, Woburn, MA by D. Adams. 32 people attended video "Postcards" shown, literature disseminated.
- May 14 Participated in a Trade Show at the Sheraton Hotel Chicago, IL by L. Woolridge. 450 people attended, literature disseminated
- May 15 Hosted a Bermuda Day at Seabrook Travel, Seabrook NH by D. Adams. 50 people attended, literature disseminated.
- May 17 Presented a Bermuda Educational Seminar to Caribbean Tourism Association, Bonita Springs, FL by M. Hale. 70 travel agents attended, literature disseminated.

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- May 17 Participated in the "Meet Your Rep" Trade Show -
Chaucers Restaurant, Clifton Park, NY by
P.J. Pitt. 150 people attended, literature
disseminated.
- May 18 Presented a Bermuda Educational Seminar, AAA
Travel, Herkimer NY by P.J. Pitt. 5 people
attended, slide presentation, literature
disseminated.
- Presented a Bermuda Educational Seminar, AAA
Travel Staff, Utica, NY by P.J. Pitt. 18 people
attended, slide presentation, literature
disseminated.
- May 21 Presented a Bermuda Educational Seminar at the
Shelbourne, Murray Hill, NY by J. Guishard.
20 travel agents attended, literature
disseminated.
- May 24 Presented a Bermuda Educational Seminar at MLT
Vacations, Minnetonka, MN by L. Woolridge.
200 people attended, literature disseminated.
- May 25 Presented a Bermuda Educational Seminar, Argosy
Travel, Westfield, MA by G. Bean. 8 travel
agents attended, video "In My Life" shown,
literature disseminated.
- Presented a Bermuda Educational Seminar at
Northwest Airlines, Livonia, MI by L. Woolridge.
200 agents attended, literature disseminated.

JUNE

- June 01 Presented a Bermuda Educational Seminar, Liberty
Travel, Manhattan, NY by J. Guishard. 8 people
attended, slide presentation, literature
disseminated.
- June 2 Presented a Bermuda Educational Seminar at
MLT Vacations Reservations Center, Minnesota
MN by L. Woolridge. 150 travel agents attended
film shown, "In My Life", literature disseminated.
- June 3 Presented a Bermuda Educational Seminar to Funway/
Funjet Reservations Center, Milwaukee, WI by
L. Woolridge. 100 travel agents attended, film
shown, "In My Life", literature disseminated.

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- June 4 Participated in the New England ASTA Trade Show, Doubletree Hotel, Newport, RI by R. T. Dillas. 110 travel agents attended, literature disseminated.
- June 9 Hosted a Bermuda Night at News Travels in Sudbury, MA. by D. Adams. 22 people attended, video "In My Life" show, literature disseminated.
- June 11 Participated in the CDT Travel Expo '94 at the Brotherhood Winery, Washingtonville, NY. 40 people attended, literature disseminated.
- June 12 Presented a Bermuda Educational Seminar on The Royal Majesty at sea by D. Adams. 123 travel agents attended, video "For the Sport of It" shown, literature disseminated.
- June 12-14 Participated in the MPI Annual Conference, Hilton & Towers, Minneapolis, MN by K. Darrell, & D. Carlson. 37 people visited booth, literature disseminated.
- June 14 Participated in Women in Travel Trade Show, Syracuse Marriott, Syracuse, NY by P.J. Pitt. 75 people attended, literature disseminated.
- June 15 Participated in Women in Travel Trade Show, Burgandy Basin Inn, Rochester, NY by P.J. Pitt. 110 people attended, literature disseminated.
- June 16 Participated in Women in Travel Trade Show, Buffalo Marriott, Amherst, NY by P.J. Pitt. 100 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar at the Sheraton Lansing, Lansing, MI by L. Woolridge, 35 people attended, literature disseminated.
- Presented a Bermuda Educational Seminar at Ramada Mandarin Hotel, Jacksonville, FL by M. Hale. 20 travel agents attended, literature disseminated.
- June 20 Presented a Bermuda Educational Seminar at Thomas Cook Education Center, Cambridge, MA. by R.T. Dillas. 23 travel agents attended, slide presentation & literature disseminated.
- June 22-26 Participated in the Cannon Greater Hartford Open, Tournament Players Club, Cromwell, CT by G. Bean. 20,000 people attended, literature disseminated.



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- June 23 *Participated in a Trade Show, JUMARS, Bettendorf, IA by D. Ming. 130 travel agents attended, literature disseminated.*
- Presented a Bermuda Educational Seminar to Travel Industry Association of Florida, Miami, FL by G. Peters, M. Hale. 60 travel agents attended, literature disseminated.*
- June 24 *Participated in a Vacation Night hosted by Travel Agents Int'l at Boylston's Restaurant, Chestnut Hill, MA by D. Adams. 250 people attended, literature disseminated.*
- June 27 *Sponsored the CONNASTA Dinner Meeting, Norwalk Inn, Norwalk, CT by P.J. Pitt, R. Eve & G. Bean. 80 people attended, literature disseminated.*
- June 29 *Presented a Bermuda Educational Seminar, Zenith Travel, NYC by R. Eve & J. Guishard. 66 travel agents attended, slide presentation, literature disseminated.*

07/27/94

EXPLANATION OF EXPENDITURES

- A. SALARIES-Major portion of salaries paid to staff directly from Bermuda. Salaries listed here, include part time employees, salary advances, etc.
- B. OTHER PERSONNEL COSTS-Includes Life Insurance, Medical Insurance, Pension Plan, etc.
- C. TRAINING-Self explanatory.
- D. TRAVEL-Expenses for travel of sales staff in the promotion of Bermuda. Travel to trade shows, seminars, trade shows, fam trips and calls on Travel Professionals, as listed on Supplemental Statement (Form CRM 154). No expenses for any U.S. Government Officials or media representatives.
- E. TELEPHONE/POSTAGE/SHIPPING-Expenses for mailing and shipment of brochures and promotional material to consumers and travel agents from regional offices. Also included are local and long distance telephone expenses, and local messenger service.
- F. STATIONARY/PRINTING-Printing of office forms and stationary, co-op advertising with travel industry partners.
- G. PROFESSIONAL SERVICES-Literture fulfillment performed by outside mailing houses, telemarketing services provided by outside vendor, and payment for temporary employees.
- H. OFFICE & EQUIPMENT RENTALS-Self Explanatory.
- I. OFFICE & EQUIPMENT REPAIRS-Self Explanatory.
- J. ELECTRICITY-Self Explanatory
- K. AUTO FUEL-Fuel used in connection with travel expenses as noted above in item D.
- L. OFFICE SUPPLIES & EQUIPMENT-Self Explanatory.
- M. CONTRIBUTIONS-None
- N. ENTERTAINMENT-Entertainment of other travel industry partners. No U.S. government or media representatives entertained.
- O. SPECIAL PROMOTIONAL EVENTS-Expenses incurred for participation at events listed in Supplemental Statement.

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SCHEDULES A & B

NEW YORK OFFICE

SCHEDULE "A"

OPENING BALANCE JANUARY 1, 1994	\$118,877.00	
FUNDS RECEIVED FROM BERMUDA	\$1,282,450.00	\$1,401,327.00

SCHEDULE "B"

SALARIES	\$2,502.00	
OTHER PERSONNEL COSTS	\$33,447.00	
TRAINING	\$5,000.00	
TRAVEL	\$123,673.00	
TELEPHONE/POSTAGE/SHIPPING	\$345,476.00	
STATIONARY/PRINTING	\$174,392.00	
PROFESSIONAL SERVICES	\$365,067.00	
OFFICE & EQUIPMENT RENTALS	\$110,577.00	
OFFICE & EQUIPMENT REPARIS	\$1,545.00	
OFFICE INSURANCE	\$0.00	
ELECTRICITY	\$0.00	
AUTO FUEL	\$1,636.00	
OFFICE SUPPLIES & EQUIPMENT	\$22,451.00	
CONTRIBUTIONS	\$0.00	
ENTERTAINMENT	\$2,244.00	
SPECIAL PROMOTIONAL EVENTS	\$29,334.00	
TOTAL OPERATIONS		\$1,217,344.00
BALANCE ON HAND JUNE 30, 1994		\$183,983.00

SCHEDULES A & B

ATLANTA OFFICE

SCHEDULE "A"

OPENING BALANCE JANUARY 1, 1994	\$53,728.00	
FUNDS RECEIVED FROM BERMUDA	\$87,075.00	\$140,803.00

SCHEDULE "B"

SALARIES	\$3,099.00	
OTHER PERSONNEL COSTS	\$14,575.00	
TRAINING	\$3,000.00	
TRAVEL	\$30,586.00	
TELEPHONE/POSTAGE/SHIPPING	\$20,106.00	
STATIONARY/PRINTING	\$5,474.00	
PROFESSIONAL SERVICES	\$3,466.00	
OFFICE & EQUIPMENT RENTALS	\$18,546.00	
OFFICE & EQUIPMENT REPAIRS	\$1,722.00	
OFFICE INSURANCE	\$390.00	
ELECTRICITY	\$24.00	
AUTO FUEL	\$853.00	
OFFICE SUPPLIES & EQUIPMENT	\$6,153.00	
CONTRIBUTIONS	\$0.00	
ENTERTAINMENT	\$1,907.00	
SPECIAL PROMOTIONAL EVENTS	\$27,754.69	
TOTAL OPERATIONS		\$137,655.69
BALANCE ON HAND JUNE 30, 1994		\$3,147.31

SCHEDULES A & B

BOSTON OFFICE

SCHEDULE "A"

OPENING BALANCE JANUARY 1, 1994	\$109,833.00	
FUNDS RECEIVED FROM BERMUDA	\$23,850.00	\$133,683.00

SCHEDULE "B"

SALARIES	\$3,172.00	
OTHER PERSONNEL COSTS	\$2,311.68	
TRAINING	\$3,041.00	
TRAVEL	\$33,153.00	
TELEPHONE/POSTAGE/SHIPPING	\$19,428.00	
STATIONARY/PRINTING	\$3,937.00	
PROFESSIONAL SERVICES	\$1,539.00	
OFFICE & EQUIPMENT RENTALS	\$19,679.00	
OFFICE & EQUIPMENT REPAIRS	\$524.00	
OFFICE INSURANCE	\$0.00	
ELECTRICITY	\$660.00	
AUTO FUEL	\$1,932.00	
OFFICE SUPPLIES & EQUIPMENT	\$3,177.00	
CONTRIBUTIONS	\$0.00	
ENTERTAINMENT	\$180.00	
SPECIAL PROMOTIONAL EVENTS	\$21,443.00	
TOTAL OPERATIONS		\$114,176.68
BALANCE ON HAND JUNE 30, 1994		\$19,506.32

SCHEDULES A & B

CHICAGO OFFICE

SCHEDULE "A"

OPENING BALANCE JANUARY 1, 1994	\$138,317.00	
FUNDS RECEIVED FROM BERMUDA	\$0.00	\$138,317.00

SCHEDULE "B"

SALARIES	\$6,684.00	
OTHER PERSONNEL COSTS	\$0.00	
TRAINING	\$0.00	
TRAVEL	\$35,108.00	
TELEPHONE/POSTAGE/SHIPPING	\$14,525.00	
STATIONARY/PRINTING	\$6,309.00	
PROFESSIONAL SERVICES	\$2,424.00	
OFFICE & EQUIPMENT RENTALS	\$16,914.00	
OFFICE & EQUIPMENT REPAIRS	\$469.00	
OFFICE INSURANCE	\$656.00	
ELECTRICITY	\$18.00	
AUTO FUEL	\$608.00	
OFFICE SUPPLIES & EQUIPMENT	\$4,685.00	
CONTRIBUTIONS	\$0.00	
ENTERTAINMENT	\$40.00	
SPECIAL PROMOTIONAL EVENTS	\$13,650.45	
TOTAL OPERATIONS		\$102,090.45
BALANCE ON HAND JUNE 30, 1994		\$36,226.55



Bermuda

Department of Tourism

PUBLICATIONS DISTRIBUTED
BY
THE BERMUDA DEPARTMENT OF TOURISM

JANUARY 1 - JUNE 30, 1994

<u>AMOUNT</u>	<u>PUBLICATIONS</u>	<u>PREPARED & PRINTED BY</u>
228,960	Where to Stay in Bermuda	York Litho Ltd, CANADA
33,285	Bermuda Shorts Brochure	Rapp, Collins, Marcoa, NY
21,431	Bermuda Nov-Mar Brochure	Island Press, BERMUDA
125,570	Travel Tips	Island Press, BERMUDA
59,288	Bermuda Golf Guide	Donihe Graphics, TN
110,646	Summer Rate Sheets	Island Press, BERMUDA
11,638	Fall to Spring Rate Sheets	Island Press, BERMUDA
5,400	1993/94 Bermuda Blue Books	Bermuda Press, BERMUDA
95,934	Handy Reference Maps	Bermuda Press, BERMUDA
9,225	Bermuda Festival Brochures	Island Press, BERMUDA
45,925	Bermuda Sand Bags	Kinney Associates, NJ
2,200	Golf Posters	Allan O'Keefe Group, CT
1,900	Large Map Posters	Allan O'Keefe Group, CT
1,800	Large Tennis Posters	Continental Litho, OH
150,600	Bermuda Shell Brochures	Island Press, BERMUDA
34,400	Bermuda Postcards	Island Press, BERMUDA
34,500	Bermuda Letterheads	Sims Brecher Services, NY
603	Bermuda Window Displays	Alan O'Keefe Group, CT
8,150	Bermuda Calendar of Events	Island Press, BERMUDA
902	Special Group Incentive Service Kits	Bermuda Press, BERMUDA
70,480	Bermuda - Discover the Secrets	Bermuda Press, BERMUDA
139,599	Important Notice Flyers	Metro Selinger Industries, NY
82,841	Bermuda Honeymoon Guide 93	Conde Nast, NY
4,700	Bermuda Beach Poster	Allan O'Keefe Group, CT
132,635	What to Do In Bermuda	Donihe Graphics, TN
34,790	What to Do Rate Sheet	Bermuda Press, BERMUDA
12,200	Natural & Cultural Heritage Guide	Bermuda Press, BERMUDA
300	Flora & Fauna Poster	Aardvark, CANADA
16,200	Bermuda Plastic Bags	PAK 2,000, NH
68,643	Bermuda Breaks Flyer	Metro Selinger Industries, NY
12,550	Hotel Representative List	Hart Multi-Copy, NY
8,000	Nov-Mar Travel Agents Guide	Rapp, Collins, Marcoa, NY
8,340	Group Advertising	
	Fulfillment Brochure	Rapp, Collins, Marcoa, NY
5,400	1993/94 Bermuda Blue Books	Bermuda Press, Bermuda