

For Six Month Period Ending 30 DEC 1995
(Insert date)

Name of Registrant **Bermuda Department of Tourism** Registration No. **00430**

Business Address of Registrant
310 Madison Avenue, Suite 201, New York, N.Y. 10017
44 School Street, Suite 1010, Boston, MA. 02108
150N. 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 and 5.

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

If yes, furnish the following information:

Name

Position

Date Connection
Ended

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

If yes, furnish the following information:

| <i>Name</i> | <i>Residence Address</i> | <i>Citizenship</i> | <i>Position</i> | <i>Date Assumed</i> |
|-------------|------------------------------|--------------------|-----------------|-------------------------|
|-------------|------------------------------|--------------------|-----------------|-------------------------|

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> |
|-------------|-------------------------------|------------------------|
|-------------|-------------------------------|------------------------|

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> |
|-------------|------------------------------|-----------------------------------|----------------------------------|
|-------------|------------------------------|-----------------------------------|----------------------------------|

II—FOREIGN PRINCIPAL

(PAGE 3)

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

If yes, furnish the following information:

Name of foreign principal

Date of Termination

-
9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

-
10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

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> |
|-------------|------------------|----------------|---------------|
|-------------|------------------|----------------|---------------|

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> |
|--------------------------------------|--------------------------|--|----------------|
|--------------------------------------|--------------------------|--|----------------|

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> |
|-------------|----------------|----------------|---------------|
|-------------|----------------|----------------|---------------|

SEE ATTACHED SCHEDULE 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> |
|----------------------|-------------------------------------|--|--------------------------------------|----------------|
|----------------------|-------------------------------------|--|--------------------------------------|----------------|

(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> |
|-------------|---------------------------------|---------------------------------------|--------------------------|
|-------------|---------------------------------|---------------------------------------|--------------------------|

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) _____

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

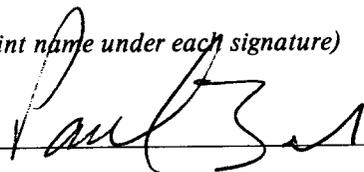
Have short form registration statements been filed by all of the persons named in Items 5 and / of the supplemental statement? Yes No

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.

(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.)

(Type or print name under each signature)



Paul Zar

Director of Sales, N.A.

Subscribed and sworn to before me at 310 Madison Ave, N.Y., NY 10017

this 1st day of February, 19 96

^{M.}
LINDA MOTTELER
Notary Public, State of New York
No. 01MO4930099
Qualified in Kings County
Commission Expires May 9, 1996


(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 OBD-64 - Supplemental Statement):

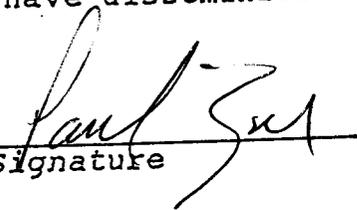
Yes _____ or No _____

(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.)



Signature

30th January, 1996

Date

Paul Zar

Please type or print name of signatory on the line above

Director of Sales, N.A.

Title

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July 13, 1995

Participated in American Airlines Travel Agent Trade Show, High Meadow, Granby, CT. by G. Bean. 500 travel agents attended, literature disseminated.

July 16, 1995 - July 19, 1995

Participated in the NBTA Annual Convention & Exposition, Cleveland Convention Center, Cleveland, Ohio by Karin Darrell & Dianne Carlson. 119 corporate travel agents and meeting planners visited booth, literature disseminated.

July 19, 1995

Hosted a Bermuda Night at Uniglobe Metro Travel, Boston, MA by R.T. Dillas. 25 consumers attended, literature disseminated.

Participated in ASTA Riverfest Trade Show, Abbey Hotel, Bettendorf, IA by T.Mac Donald. 89 people attended, literature disseminated.

July 22, 1995 - July 22, 1995

Attended Trade Show, Radisson Cable Beach, Nassau, Bahamas, by Garth Peters & Jerry Welch. 180 travel agents attended, literature disseminated.

July 23, 1995

Hosted a Bermuda night at Cruise One, Hingham, MA by Adams. 24 consumers attended, literature disseminated.

July 31, 1995 - August 2, 1995

Participated in the Meeting World Conference & Exposition, New York Hilton Hotel - New York by Mary Castro and Karin Darrell. 107 meeting planners and travel agents visited booth, literature disseminated.

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July 31, 1995 - August 2, 1995

August 2, 1995

Presented a Bermuda Educational Seminar at American Express Travel Education Center, Cambridge, MA by R. T. Dillas. 15 travel agents attended, literature disseminated, slide presentation.

August 7, 1995

Presented a Bermuda Educational Seminar at the Sheraton Bradley Hotel, Windsor Locks, CT by R.T. Dillas, G. Bean, D. Adams, H. Cronis. 131 travel agents attended, literature disseminated, slides and video "In your Life" shown.

August 8, 1995

Presented a Bermuda Educational Seminar at the Holiday Inn, Mansfield, MA by R. T. Dillas, D. Adams, G. Bean, M. O'Brien. 92 travel agents attended, literature disseminated, slides and video "In Your Life" shown.

Hosted Bermuda Seminar, at J.W. Marriott, Atlanta, GA, by Garth Peters & Jerry Welch, 49 agents attended, literature disseminated.

August 9, 1995

Presented a Travel Agent Educational Seminar at the Newton Marriott, Newton, MA by R. T. Dillas, D. Adams, G. Bean, M. O'Brien, H. Cronis. 92 travel agents attended, literature disseminated, slides & video "In Your Life" shown.

August 10, 1995

Presented a Bermuda Educational Seminar at the Burlington Marriott Hotel, Burlington, MA by R. T. Dillas, D. Adams, G. Bean, M. O'Brien, H. Cronis. 171 travel agents attended, literature disseminated, slides and video "In Your life" shown.

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August 10, 1995

August 12, 1995 - August 15, 1995

Participated in the ASAE Annual Meeting & Exposition, Washington DC Convention Center, Washington, DC by Mary Castro and Karin Darrell. 117 executives visited booth, literature disseminated.

Attended Trade Show at Stouffer Pine Island, Lake Lanier, Lake Lanier, GA, by Garth Peters & Jerry Welch, 222 travel agents attended, literature disseminated.

August 13, 1995

Y: Participated in American Trans Air Trade Show, Indianapolis Convention Center, Indianapolis, IN by T. Mac Donald. 342 people attended, literature disseminated.

Participated in American Trans Air Trade Show, Indianapolis, IN by T. Mac Donald. 2246 people attended, literature disseminated.

August 15, 1995

Presented Bermuda Educational Seminar, Pittsburgh Hilton, Pittsburgh, PA. by J. Guishard. 120 agents attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Ritz Carlton Hotel, Dearborn, MI by L. Woolridge & T. Mac Donald. 128 travel agents attended, literature disseminated/video shown

August 16, 1995

Presented Educational Seminar, Avalon Inn, Warren, OH. by J. Guishard. 80 agents attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Avalon Inn, Warren, OH by L. Woolridge & T. Mac Donald. 53 travel agents attended, literature disseminated/video shown.

August 17, 1995

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August 17, 1995

Presented a Bermuda Educational Seminar at the Ritz Carlton Hotel, Cleveland, OH by L. Woolridge & T. Mac Donald. 127 travel agents attended, literature disseminated/video shown.

August 22, 1995 - August 23, 1995

Participated in the Canadian Symposium, Metro Toronto Convention Center, Toronto, Ontario - Canada by Karin Darrell. 66 meeting planners visited booth, literature disseminated.

Attended Sales presentation, Hercules Country Club, Wilmington, DE. by M. Outerbridge. 55 agents attended, literature.

Hosted Bermuda Seminar at Tampa Marriott Westshore, Tampa, FL, by Garth Peters & Marshalle Hale, 33 agents attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Radisson Hotel, Indianapolis, IN by L. Woolridge & T. Mac Donald. 48 travel agents attended, literature disseminated/video shown.

August 23, 1995 - August 23, 1995

Hosted Bermuda Seminar at Marriott Centroplex, Orlando, FL, by Garth Peters & Marshalle Hale, 32 agents attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Marriott Hotel, Chicago, IL by L. Woolridge & T. Mac Donald. 115 travel agents attended, literature disseminated/video shown.

August 24, 1995

Presented a Bermuda Educational Seminar at the Westin O'Hare Hotel, Rosemont, IL by L. Woolridge & T. Mac Donald. 162 travel agents attended, literature disseminated/video shown.

August 28, 1995

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August 28, 1995

Presented a Bermuda Educational Seminar at Toledo Travel School, Toledo, Oh by L. Woolridge. 15 travel agents attended, literature disseminated.

August 29, 1995

Presented Bermuda Educational Seminar at Albany Marriott, Albany, NY. by P. Pitt. 89 agents, literature disseminated.

Presented a Bermuda Educational Seminar at the Westin Hotel, Cincinnati, OH by L. Woolridge & T. Mac Donald. 90 travel agents attended, literature disseminated/video shown.

August 30, 1995

Presented Bermuda Educational Seminar at Trumbull Marriott, Trumbull, CT. by P. Pitt. 60 agents, literature disseminated.

Presented a Bermuda Educational Seminar at The Brown Hotel, Louisville, KY by L. Woolridge & T. Mac Donald. 45 travel agents attended, literature disseminated/video shown.

August 31, 1995

Presented a Bermuda Educational Seminar at the Marriott Griffin Gate Resort, Lexington, KY by L. Woolridge & T. Mac Donald. 25 travel agents attended, literature disseminated/video shown.

September 6, 1995 - September 7, 1995

Participated in the Affordable Meetings Exposition & Conference, Pennsylvania Convention Center, Philadelphia, PA by Karin Darrell. 40 meeting planners and travel agents visited booth, literature disseminated.

September 9, 1995 - September 9, 1995

Attended Trade Show, Little Rock Hilton, Little Rock, Ark., by Garth Peters, 100 agents, literature disseminated.

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September 9, 1995 - September 9, 1995

September 14, 1995 - September 19, 1995

Attended GoGo Learning Conference, Jamaica Grand Hotel, Ocho Rios, Jamaica. by P. Pitt. 800 people, literature disseminated.

Hosted a Bermuda Night at Cape Cod Travel, S.Yarmouth, MA by D. Adams. 34 consumers attended, literature disseminated.

September 16, 1995 - September 16, 1995

Attended Trade Show, Jamaica Grand Hotel, Ocho Rios, Jamaica, by Jerry Welch & Garth Peters, 800 travel agents, literature disseminated.

September 17, 1995

Hosted a Bermuda Night at CruiseOne, Hingham, MA by D. Adams. 12 consumers attended, literature disseminated,

September 18, 1995

Hosted a Bermuda Night at Anthony's Cummaquid Inn, Yarmouthport, MA by D. Adams. 11 golf pros attended, literature disseminated.

September 19, 1995 - September 21, 1995

Participated in the I.T. & M.E. Show, McCormick Place North, Chicago, IL by Karin Darrell, Mary Castro & Dianne Carlson. 209 meeting planners and travel agents visited booth, literature disseminated.

Presented Bermuda Educational Seminar, Long Branch, NJ. by J. Guishard. 85 agents, literature disseminated.

September 20, 1995

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September 20, 1995

Hosted In-House Bermuda presentation to Solid Gold Travel, Bayside, NY. 23 people, literature disseminated.

Presented Bermuda Educational Seminar, Hanover, NJ. by J. Guishard. 80 agents, literature disseminated.

Participated in Travel Agent's Int'l Group Travel Show at the Holiday Inn, Dedham, MA by D. Adams. 50 travel agents attended, literature disseminated.

Presented a Bermuda Educational Seminar at Fugazy Travel, Boston, MA by R.T. Dillas. 6 travel agents attended, literature disseminated, video "In your Life" shown.

Presented a Bermuda Educational Seminar at the Holiday Inn, Hyannis, MA by D. Adams, R. T. Dillas, G.Bean. 57 travel agents attended, literature disseminated, slides and video "In Your Life" shown.

September 21, 1995

Hosted In-House Bermuda presentation to AARP Senior group through AAA Travel and Getaway Tours at Central Christian Church, Danbury, CT. by P. Pitt. 100 people, literature disseminated.

September 22, 1995

Presented a Bermuda Educational Seminar at American Express Travel Education Center, Cambridge, MA by R.T. Dillas. 21 Students attended, literature disseminated, slides presented.

September 26, 1995

Sponsored AWTA Dinner Meeting Crown Plaza, White Plains, NY. by P. Pitt. 80 people, literature disseminated.

September 27, 1995

Attended National Trade Show, Rochester Marriott Thruway, Rochester, NY. by P. Pitt. 139 people, literature disseminated.

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September 27, 1995

Presented an Educational Seminar at AAA Travel, Boston, MA by R.T.Dillas. 7 travel agents attended, literature disseminated, video "In your Life" shown.

Presented a Bermuda Educational Seminar at the Steakhouse 100, Greenfield, WI by T. Mac Donald. 51 travel agents attended, literature disseminated.

September 28, 1995

Presented a Bermuda Educational Seminar at the Holiday Inn, Concord, NH by D. Adams, R.T.Dillas. 36 travel agents attended. literature disseminated, slide and video "In your Life" presented.

Hosted a Bermuda Presentation to Carlson Travel Academy by T. Mac Donald. 20 people attended, literature disseminated.

Hosted a Bermuda Presentation to Carlson Wagonlit Travel Agency by T. Mac Donald. 12 people attended, literature disseminated.

October 5, 1995

Hosted a Bermuda Presentation with Getaway Travel with L. Woolridge & T. Mac Donald. 30 people attended, literature disseminated.

October 6, 1995

Presented a Bermuda Educational Seminar at the Salaam Restaurant, Chicago, IL by L. Woolridge & T. Mac Donald. 125 travel agents attended, literature disseminated and video shown.

October 9, 1995 - October 9, 1995

Attended Trade Trade Show at Palm Beach Marriott, Palm Beach Gardens, FL, by Marshalle Hale, 200 agents attended, literature disseminated.

October 10, 1995

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October 10, 1995

Presented a Bermuda Sales Seminar at the Pyramid Club. Philadelphia, PA. by M. Outerbridge. 140 agents attended, literature disseminated.

Participated in National Trade Show, Verrillo's Restaurant, Portland, ME by D. Adams. 117 travel agents attended, literature disseminated.

Attended the Detroit News Show, Livonia, MI by L. Woolridge. 2400 travel agents attended, literature disseminated.

Participated in Midwest Agents Selling Travel Trade Show, Holiday Inn O'Hare, Chicago, IL by T. Mac Donald. 450 people attended, literature disseminated.

October 11, 1995

Presented a Bermuda Educational Seminar at The Hotel DuPont in Wilmington, DE. by M. Outerbridge. 63 agents attended, literature disseminated.

Participated in National Trade Show, Holiday Inn, Woburn, MA by D. Adams. 114 travel agents attended, literature disseminated.

Attended Trade Show at War Memorial Auditorium, Ft. Lauderdale by Marshalle Hale, 350 agents attended, literature disseminated.

October 12, 1995

Presented Bermuda Educational Seminar at Cross Keys Inn, Baltimore, MD. by M. Outerbridge. 40 agents attended, literature disseminated.

Presented Bermuda Educational Seminar at The Marriott Crystal Gateway in Arlington, VA. by M. Outerbridge. 91 agents attended, literature disseminated.

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October 12, 1995

Participated in National Trade Show at Johnson & Wales, Seekonk, MA by D. Adams. 104 travel agents attended, literature disseminated.

October 13, 1995

Participated in National Trade Show at LaRenaissance, Windsor Locks, CT by G. Bean. 128 travel agents attended, literature disseminated.

October 16, 1995

Attended Travel Impressions Trade Show at Baltimore Washington International Marriott in Baltimore, MD. 250 agents attended, literature disseminated.

Participated in TNT Vacations trade show at the Colonial Hilton, Lynnfield, MA by D. Adams. 200 travel agents attended, literature disseminated.

Participated in the Connecticut ASTA trade show, Holiday Inn, Bridgeport, CT by G. Bean. 150 travel agents attended, literature disseminated.

Attended Trade Show at Holiday Inn Bay Meadows, Jacksonville, FL, by Marshalle Hale, 110 agents attended, literature disseminated.

October 17, 1995

Attended Travel Impressions Trade Show, Secaucus Hilton, Secaucus, N.J. by J. Guishard. Literature disseminated.

Attended USAir Vacations Trade Show at the BWI Marriott in Baltimore, MD. by M. Outerbridge. 125 agents attended, literature disseminated.

Presented a Bermuda Educational Seminar at Caboose Travel, Beverly, MA by D. Adams. 9 travel agents participated, literature disseminated, video "In Your Life" viewed.

Participated in TNT Vacations Show at the Copley Marriott, Boston, MA by R.T.Dillas. 200 travel agents attended, literature disseminated.

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October 17, 1995

Presented a Bermuda Educational Seminar at American Express Travel, Swampscott, MA by D.Adams. 7 travel agents attended, literature disseminated, Video "In Your Life" viewed.

Participated in USAIR Vacations show at the Dedham Hilton, Dedham, MA by D. Adams. 112 travel agents attended, literature disseminated.

Attended Trade Show at Ramada Resort at Parkway, Kissimmee, FL, by Marshalle Hale, 120 agents attended, literature disseminated.

Participated in Star Tribune Trade Show, Minneapolis Convention Center, Minneapolis, MN by T. Mac Donald. 1800 people attended, literature disseminated.

October 18, 1995

Attended USAir Vacations Trade Show at BWI Marriott in Baltimore, MD. by M. Outerbridge. 150 travel agents attended, literature disseminated.

October 19, 1995

Attended Adventure Tours Trade Show at Planet Hollywood, NY, NY. by P. Pitt. 100 people, literature disseminated.

October 23, 1995

Attended Hudson Valley ASTA Trade Show, Westchester Marriott, Tarrytown, NY. 300 people attended, literature disseminated.

Participated in National Trade Show, Cincinnati Marriott, Cincinnati, OH by L. Woolridge. 135 people attended, literature disseminated.

October 24, 1995

Participated in National Trade Show, Columbus Marriott, Columbus, OH by L. Woolridge. 119 agents attended, literature disseminated.

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October 25, 1995

Attended USAir Vacations Trade Show at The HorezoFranklin Plaza, by M. Outerbridge. 150 agents attended.

Participated in National Trade Show, Hilton Inn, Akron, OH by L. Woolridge. 124 travel agents attended, literature disseminated.

October 26, 1995

Attended USAir Vacations Trade Show at The Chateau Briand, Carle Place, N.Y. by P. Pitt, 130 people. Literature disseminated.

Attended USAir Vacations Trade Show at the Phoenix Garden State Park, by M. Outerbridge. 160 agents attended, literature disseminated.

Participated in TNT Vacations trade show, Biltmore Hotel, Providence, RI by G.Bean. 400 travel agents attended, literature disseminated.

Participated in National Trade Show, Harley Hotel, Cleveland, OH By L. Woolridge. 130 people attended, literatue disseminated.

Presented a Bermuda Educational Seminar at GoGo Tours, St. Louis, MO by T. Mac Donald. 8 travel agents attended, literature disseminated.

Presented a Bermuda Educational Seminar at Altair Travel, St. Louis, MO by T. Mac Donald. 25 travel agents attended, literature disseminated.

October 27, 1995

Presented a Bermuda Educational Seminar at American Express Boston, MA by R. T. Dillas. 12 travel agents attended, literature disseminated, slide presentation.

October 28, 1995 - October 28, 1995

Presented Bermuda Seminar at LaGrotta Restaurant, Atlanta, GA by Garth Peters, 9 agents attended, literature disseminated.

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October 28, 1995 - October 28, 1995

October 30, 1995

Attended Long Island ASTA Trade Show, Melville Marriott, Melville, N.Y. by P. Pitt. 200 people, literature disseminated.

October 31, 1995 - October 31, 1995

Attended Trade Show at North Raleigh, NC, Raleigh, NC by Jerry Welch, 110 agents attended, literature disseminated.

November 5, 1995 - November 9, 1995

Attended ASTA World Congress in Philadelphia, PA. by M. Outerbridge. 1000 agents, literature disseminated.

November 7, 1995 - November 10, 1995

Participated in the I.C.P.A. Annual Conference, Sheraton Waikiki, Honolulu, Hawaii by Dianne Carlson. 5 insurance executives visited booth, literature disseminated.

Attended Trade Show at Philadelphia Conference Ctr., Philadelphia, PA, by Garth Peters & Marshalle Hale, 3,000 agents attended, literature disseminated.

November 8, 1995

Attended USAir Vacations Trade Show, Hartford Marriott, Hartford, CT. by J. Guishard. 125 travel agents attended, literature disseminated.

Participated in the Durgan Group Travel Show, Holiday Inn, Peabody, MA by D. Adams. 124 group leaders, attended. Literature disseminated.

Attended the USAir Vacations, Indianapolis IN by T. Mac Donald. 116 travel agents attended, literature disseminated.

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November 9, 1995

Attended USAir Vacations Trade Show, Hyatt Regency, Old Greenwich, CT. by P. Pitt. 80 travel agents, literature disseminated.

November 14, 1995

Presented a Bermuda Educational Seminar at American Express Travel Education Center, Cambridge, MA by R.T.Dillas. 17 travel agents attended, literature disseminated, slide presentation.

November 15, 1995 - November 15, 1995

Presented Bermuda Seminar at World Travel Advisors, Atlanta, GA, by Garth Peters, 8 agents attended, literature disseminated.

November 16, 1995 - November 19, 1995

Participated in the National Coalition of Black Meeting Planners, The Westin Hotel, Seattle, WA by Karin Darrell. 50 meeting planners visited booth, literature disseminated.

November 21, 1995

Presented a Bermuda Educational Seminar at American Express, Burlington, MA by D.Adams. 13 travel agents attended, literature disseminated, video "In Your Life" viewed.

December 7, 1995

Presented a Bermuda Educational seminar at Erie Club, Erie, PA. by J. Guishard. 75 agents attended, literature disseminated.

Participated in Dartmouth Travel Show in Hanover, NH by Dianna Adams. 110 consumers attended, literature disseminated.

SCHEDULES A & B - NEW YORK OFFICE
JULY 1 THROUGH DECEMBER 31, 1995

SCHEDULE "A"

| | | |
|------------------------------|----------------|----------------|
| OPENING BALANCE JULY 1, 1995 | \$480,322.00 | |
| FUNDS RECEIVED FROM BERMUDA | \$1,016,099.00 | \$1,496,421.00 |

SCHEDULE "B"

| | | |
|-----------------------------|--------------|--------------|
| SALARIES | \$1,935.00 | |
| OTHER PERSONNEL COSTS | \$70,193.00 | |
| TRAINING | \$16,599.00 | |
| TRAVEL & ENTERTAINMENT | \$121,962.00 | |
| TELEPHONE/POSTAGE/SHIPPING | \$127,629.00 | |
| PRINTING | \$39,603.00 | |
| PROFESSIONAL SERVICES | \$345,007.00 | |
| OFFICE & EQUIPMENT RENTALS | \$137,013.00 | |
| OFFICE & EQUIPMENT REPAIRS | \$6,870.00 | |
| OFFICE & PROPERTY INSURANCE | \$0.00 | |
| ELECTRICITY | \$0.00 | |
| SUPPLIES & EQUIPMENT | \$19,864.00 | |
| SPECIAL SALES PROMOTIONS | \$31,426.00 | |
| MEMBERSHIP FEES | \$5,926.00 | \$924,027.00 |
| | | \$572,394.00 |

SCHEDULES A & B - ATLANTA OFFICE
JULY 1 THROUGH DECEMBER 31, 1995

SCHEDULE "A"

| | | |
|------------------------------|--------------|--------------|
| OPENING BALANCE JULY 1, 1995 | \$59,662.00 | |
| FUNDS RECEIVED FROM BERMUDA | \$127,655.00 | |
| | | \$187,317.00 |

SCHEDULE "B"

| | | |
|-----------------------------|-------------|--------------|
| SALARIES | \$2,604.00 | |
| OTHER PERSONNEL COSTS | \$16,146.00 | |
| TRAINING | \$1,584.00 | |
| TRAVEL & ENTERTAINMENT | \$52,982.00 | |
| TELEPHONE/POSTAGE/SHIPPING | \$22,858.00 | |
| PRINTING | \$902.00 | |
| PROFESSIONAL SERVICES | \$4,645.00 | |
| OFFICE & EQUIPMENT RENTALS | \$14,121.00 | |
| OFFICE & EQUIPMENT REPAIRS | \$338.00 | |
| OFFICE & PROPERTY INSURANCE | \$0.00 | |
| ELECTRICITY | \$0.00 | |
| SUPPLIES & EQUIPMENT | \$4,091.00 | |
| SPECIAL SALES PROMOTIONS | \$10,827.00 | |
| MEMBERSHIP FEES | \$1,308.00 | |
| | | \$132,406.00 |

\$54,911.00

SCHEDULES A & B - BOSTON OFFICE
JULY 1 THROUGH DECEMBER 31, 1995

SCHEDULE "A"

| | | |
|------------------------------|--------------|--------------|
| OPENING BALANCE JULY 1, 1995 | \$65,471.00 | |
| FUNDS RECEIVED FROM BERMUDA | \$104,403.00 | |
| | | \$169,874.00 |

SCHEDULE "B"

| | | |
|-----------------------------|-------------|--------------|
| SALARIES | \$4,539.00 | |
| OTHER PERSONNEL COSTS | \$10,309.00 | |
| TRAINING | \$0.00 | |
| TRAVEL & ENTERTAINMENT | \$33,807.00 | |
| TELEPHONE/POSTAGE/SHIPPING | \$17,457.00 | |
| PRINTING | \$214.00 | |
| PROFESSIONAL SERVICES | \$7,422.00 | |
| OFFICE & EQUIPMENT RENTALS | \$21,754.00 | |
| OFFICE & EQUIPMENT REPAIRS | \$667.00 | |
| OFFICE & PROPERTY INSURANCE | \$0.00 | |
| ELECTRICITY | \$1,443.00 | |
| SUPPLIES & EQUIPMENT | \$4,303.00 | |
| SPECIAL SALES PROMOTIONS | \$14,011.00 | |
| MEMBERSHIP FEES | \$1,003.00 | |
| | | \$116,929.00 |

\$52,945.00

SCHEDULES A & B - CHICAGO OFFICE
JULY 1 THROUGH DECEMBER 31, 1995

SCHEDULE "A"

| | | |
|------------------------------|---------------------|--------------|
| OPENING BALANCE JULY 1, 1995 | \$60,900.00 | |
| FUNDS RECEIVED FROM BERMUDA | <u>\$129,500.00</u> | |
| | | \$190,400.00 |

SCHEDULE "B"

| | | |
|-----------------------------|-------------|---------------------|
| SALARIES | \$2,941.00 | |
| OTHER PERSONNEL COSTS | \$8,109.00 | |
| TRAINING | \$297.00 | |
| TRAVEL & ENTERTAINMENT | \$43,955.00 | |
| TELEPHONE/POSTAGE/SHIPPING | \$15,971.00 | |
| PRINTING | \$1,005.00 | |
| PROFESSIONAL SERVICES | \$9,653.00 | |
| OFFICE & EQUIPMENT RENTALS | \$10,227.00 | |
| OFFICE & EQUIPMENT REPAIRS | \$0.00 | |
| OFFICE & PROPERTY INSURANCE | \$0.00 | |
| ELECTRICITY | \$548.00 | |
| SUPPLIES & EQUIPMENT | \$3,333.00 | |
| SPECIAL SALES PROMOTIONS | \$42,903.00 | |
| MEMBERSHIP FEES | \$627.00 | |
| | | <u>\$139,569.00</u> |
| | | \$50,831.00 |



Bermuda

Department of Tourism

Publications Distributed By The Bermuda Department of Tourism July - December 1995

| <u>Publications</u> | <u>Prepared & Printed By</u> | |
|---------------------|---------------------------------------|------------------------------|
| 75,409 | Where To Stay in Bermuda | Acme Printing, MA |
| 52,290 | Bermuda Nov-March Brochure | PBM Graphics, NC |
| 87,460 | Travel Tips | Island Press, Bermuda |
| 31,858 | Bermuda Golf Guide | Acme Printing, MA |
| 18,970 | Summer Rate Sheets | Island Press, Bermuda |
| 32,948 | Fall to Spring Rate Sheets | Island Press, Bermuda |
| 2,714 | 1995/96 Bermuda Blue Books | Bermuda Press, Bermuda |
| 74,051 | Handy Reference Map | Bermuda Press, Bermuda |
| 33,945 | Bermuda Sand Bags | Kinney Associates, NJ |
| 562 | Large Map Posters | Allan O'Keefe Group, CT |
| 1,262 | Golf Posters | Allan O'Keefe Group, CT |
| 662 | Large Tennis Posters | Continental Litho, OH |
| 962 | Bermuda Beach Posters | Donihe Graphics, TN |
| 36,950 | Bermuda Shell Brochures | Island Press, Bermuda |
| 20,437 | Bermuda Letterheads | Sims Brecher Service, NY |
| 448 | Bermuda Window Displays | Allan O'Keefe Group, CT |
| 1,167 | Special Group Incentive Service Kits | Bermuda Press, Bermuda |
| 12,950 | Bermuda Secrets | Bermuda Press, Bermuda |
| 78,200 | Bermuda Postcards | Island Press, Bermuda |
| 15,185 | Bermuda Plastic Bags | Amco Plastics, NY |
| 61,228 | Important Notice Flyers | Metro Seliger Industries, NY |
| 3,350 | Hotel Representative List | Hart Multi-Copy, NY |
| 14,351 | Nov-Mar Travel Agents Guide | Rapp, Collins, Marcoa, NY |
| 48,067 | What To Do Rate Sheet | Island Press, Bermuda |
| 78,431 | What To Do In Bermuda | Acme Printing, MA |
| 3,381 | Group Advertising Fulfilment Brochure | Rapp, Collins, Marcoa, NY |
| 491 | Calendar of Events '94 - 95 | Bermuda Press, Bermuda |
| 4,400 | Natural & Cultural Heritage Guide | Bermuda Press, Bermuda |
| 53,189 | Honeymoon Guide 1996 | Conde Naste Publications, NY |
| 15,271 | Bermuda - Where To Dive | BDOT, Bermuda |
| 11,034 | Bermuda Family Guide 1995 | The Lane Press, VT |
| 19,236 | Bermuda Festival Brochure | Bermuda Press, Bermuda |