

UNITED STATES DEPARTMENT OF JUSTICE
WASHINGTON, D.C. 20530

SUPPLEMENTAL STATEMENT

Pursuant to Section 2 of the Foreign Agents
Registration Act of 1938, as Amended

For Six Month Period Ending Jan. 29, 1968
(insert date)

Name of Registrant Registration No. 1421
Development Counsellors International, Ltd.
Business Address of Registrant
20 E. 46 St., New York, N.Y. 10017

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"/>	Not applicable
(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 type="checkbox"/>
(2) Ownership or control	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input type="checkbox"/>

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

Development Counsellors International is now a corporate partnership in which Ted M. Levine, President, owns 70% of corporate shares and Emanuel T. Ellenis, Vice President, owns 30% of corporate shares.

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 N/A

If yes, furnish the following information:

Name	Position	Date Connection Ended
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N/A

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

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
E. T. Ellenis	103 Village Hill Dr. Dix Hills, Commack, L.I., N.Y.	USA	Vice Pres. & Corporate Partner	Apr. 1, 1968

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal? Yes No
X

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
X

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
X

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

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.

Nova Scotia Trade & Industry Department, Halifax, Nova Scotia, Canada

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:

Nova Scotia Trade & Industry Branch: We have attached monthly activity reports describing our activities on behalf of this foreign principal.

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

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

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?

Yes No

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

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals?

Yes No

If yes, describe fully.

² 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

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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(See attached)

Total

14. (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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³ 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).

⁴ 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>
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(See attached)

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.

⁵ 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: **Not applicable**

- 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: **Not applicable**

- 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: **Not applicable**

- English
- Other (specify) _____

22. Did you file with the Registration Section, 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 **Not applicable**

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes No **Not applicable**

24. Did you file with the Registration Section, Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act?

Yes No **Not applicable**

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 **Not applicable**

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.

⁶ The Exhibit A, which is filed on Form DJ-306, sets forth the information required to be disclosed concerning each foreign principal.

⁷ The Exhibit B, which is filed on Form DJ-304, sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period.

Yes No

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

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement?

Yes No

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

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

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

Ted M. Levine

Ted M. Levine

Emanuel T. Ellenis

Emanuel T. Ellenis

Subscribed and sworn to before me at NEW YORK, NY

this 28th day of February, 19 68

Malcolm H. Speyer

(Signature of notary or other officer)

MALCOLM H. SPEYER
NOTARY PUBLIC, State of New York
No. 00-3707505
Appointed for New York County
Commission Expires 11/2/69

My commission expires _____, 19 _____

⁸ 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 shown upon written application to the Assistant Attorney General, Internal Security Division, Department of Justice, Washington, D.C. 20530.)

September 6, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

The following report summarizes DCI's activities on behalf of the Nova Scotia Information Service during the month of August, a period which turned out to be extremely productive as the result of your trip to New York and Washington.

In rapid fire order, these were the highlights for August:

1. National Press Club of Washington, D.C.

As the result of our joint trip to Washington, this largest and most influential press club in the world has scheduled a "Nova Scotia Night" for Friday, December 8th. It is expected that upwards of 300 of the top journalists covering Washington will attend with their wives.

2. Nova Scotia Exhibit at the First National City Bank (New York City)

This largest international bank in the world has accepted, in principle, the concept of a sizeable Nova Scotia Exhibit in its 399 Park Avenue headquarters lobby, March 4-22. This display should give Nova Scotia an excellent opportunity to project its image before thousands of New Yorkers.

3. Dun's Review

As a direct result of Editor Ray Brady's trip to cover the official opening of the Anil Hardboard of Canada Ltd. plant, a major story appeared in the September issue. The story ran for an entire page plus one column. This official Dun & Bradstreet publication has a national circulation of 150,000 key business executives.

4. New York Times

Another major story to appear during August was the full page article in the business section of the New York Times on Deuterium of Canada, Ltd.

5. Pan American Clipper Horizons

This official Pan American Airways business publication did a one-page

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story on Nova Scotia, highlighting the opening of the heavy water plant at Glace Bay.

6. Fortune

Conferred with you and associate editor, Thomas O'Hanlon, who is considering a possible story on Premier Stanfield. Provided O'Hanlon with a steady stream of background material during the reporting period.

7. Nova Scotia Reunion Reception

Made all arrangements for reception at the Waldorf-Astoria, August 28, which gave you the opportunity to meet again all the business editors who have visited the province under our promotion program. Some 20 editors attended.

8. Editor's Trip to Nova Scotia

Made all arrangements through you for Ed Edwin's one week trip to Nova Scotia which came about as the result of last year's Nova Scotia Night at the Overseas Press Club of America in New York City. Edwin is writing a book, "War on Famine," and we set up interviews for him with the proper fish research people in Halifax.

9. Riverside News (California)

This publication ran a story, "Nova Scotia Lures Outside Industry," based on the recent N.Y. Times piece on the opening of the Anil Hardboard of Canada Ltd. facility.

10. Power Magazine

Editor Rene Bender published a story on the heavy waterplant at Glace Bay as the result of his trip in May to the province.

11. Business Week

Proposed two story ideas to this key publication. One idea was directed to the Canadian Bureau Chief in Toronto and proposed a general round-up of the province's socio-economic progress under Mr. Stanfield's leadership. The second story idea was directed to the Production Editor in New York City and suggested a piece on Anil Hardboards of Canada Ltd.

12. Newsweek

Continued to provide Lois Pearson, Americas Editor, with background material on Mr. Stanfield and Nova Scotia's progress. Miss Pearson has shown definite interest in a major piece.

13. Nova Scotia Cartoon

This syndicated cartoon, implemented by DCI, has appeared in 250 U.S. newspapers to date. We anticipate a total coverage of 300 newspapers.

14. International Tuna Cup Match

As per request of Mr. Gerald Redmond, made arrangements for the Annual Board of Directors meeting of the International Tuna Cup Match at the Waldorf-Astoria, October 30th. Also sent up all publicity generated in the U.S. by the 1967 Match.

15. Silver Anvil Competition

Suggested that the Nova Scotia Information Service enter this top public relations contest. Obtained description and ground rules and discussed with you in New York. Also looked into the possibility of either you or the Minister addressing a 1968 session of the New York Chapter of the Public Relations Society of America.

16. Inquiries

Handled a number of business related inquiries during the month including one from Canadian Pacific. Another inquiry was directed toward plans for a new air cargo service between New York and Halifax.

That covers what was supposed to be a slow summer month!

Sincerely,

Manny Ellenis

ME:ic
Encl.

October 11, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Steve:

Here is an account of DCI's major activities and accomplishments on behalf of the Nova Scotia Information Service for the month of September:

1. London Economist

Edwin Tetlow, one of our guests who covered the opening of the Anil Hardboard Ltd. plant this summer, came through with a well balanced piece on Nova Scotia's economic progress in the current issue of this influential British publication read throughout Europe.

2. Business Week

Furnished Toronto editor with background information for International Outlook piece he did during September on Mr. Stanfield's election. As a result, article contained information which put Nova Scotia's industrial progress in most favorable note, calling the province an "Industrial United Nations," a phrase coined by DCI.

3. Fortune

Continued to supply Tom O'Hanlon with background material who now is definitely interested in doing a piece on Mr. Stanfield, using his success in industrializing Nova Scotia as the ploy with which to tell the basic Nova Scotia profit opportunity story.

4. North American Newspaper Alliance

Began writing piece for this syndicated service which would tell the story of Nova Scotia's economic renaissance, again using Mr. Stanfield's election as the newspeg.

5. Nova Scotia Investment Kit

Drafted and sent to U.S. business and foreign trade press, inquiry-getting story offering three Nova Scotia publications. Already received requests from Business Abroad and Chemical & Engineering News.

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6. Silver Anvil Competition

Provided additional background material on this top public relations contest for the best public relations campaigns in North America. Strongly advise that NSIS enter as it has the potential for a first place finish.

7. World Trade Club of New York

Proposed to this affiliate of the Commerce & Industry Association of New York that it sponsor a "Nova Scotia Night" which would be addressed by either the Minister or Deputy Minister. The date: Monday, February 5th. Worth mentioning: This affair, attended by international trade and investment executives, will be paid almost exclusively by club members.

8. Special Events

- A. Finalized all arrangements for the annual directors meeting of the International Tuna Cup Tournament at the Waldorf, Monday, October 30th. At the request of Mr. Redmond.
- B. For the National Foreign Trade Convention, conferred with the president of the NFTC, Mr. Harris, who wholeheartedly endorsed the Nova Scotia lobster dinner as an excellent tie in with the top international investment and trade meeting anywhere in the world. Date: Tuesday evening, October 31, at the Waldorf. DCI arranged for the printing of special invitations and coordinated efforts with NSIS.
- C. It was decided during the month to combine the New York and Chicago Investment Luncheons with the Nova Scotia Night at the National Press Club in Washington, D.C. The date: December 4-6-8. Also during the month DCI obtained space at the University Club in New York and the Palmer House in Chicago. Began screening guest lists and obtained special media material.
- D. After considerable checking, DCI managed to pin down the West Coast and Dallas investment luncheon space reservations. Subject to approval by the key Nova Scotia Government officials who would participate, dates are as follows: San Francisco, January 9, Fairmont; Los Angeles, January 11, California Club; and Dallas, January 16, Statler Hilton. Also began to prepare guest lists, etc.

In preparing for these special events, DCI ordered 1200 lobster aprons and 1200 Nova Scotia lobster name tags.

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9. Miscellaneous

Also handled inquiries by N.Y. Central Railroad (christmas trees); C-G Paper Co. (raw material supply); as well as passed on fur action request of CBC's Gail Cornell for background information on heavy water. Also during the month, the Weston Instrument Company's house organ published a story based on this summer's Junior Achievement trip to Nova Scotia. Sent out press release on herring stocks to fishing publications.

Sincerely,

Nancy Ellenis

ME:ic
Encl.

November 17, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
9670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

Below is an account of the major activities undertaken by DCI during the month of October on behalf of the Nova Scotia Information Service:

1. Commercial & Financial Chronicle

Placed a 600 word article in this leading U.S. financial weekly for the signature of the Premier. This article will review Nova Scotia's economic progress during 1967 as well as outline anticipated progress in 1968.

2. Newsweek

Provided comprehensive material for upcoming story on Nova Scotia and former Premier Robert L. Stanfield. This story can be traced to the DCI organized press luncheon last year for Mr. Stanfield in New York during which time Lois Pearson of Newsweek interviewed him.

3. Journal of Commerce

Placed comprehensive article on the outlook for the port of Halifax in the containerization revolution. This story will appear in the December 4th issue of the Journal of Commerce exclusively devoted to the fast spreading use of containers in world shipping.

4. Nova Scotia Investment Opportunity Kit

Drafted inquiry-getting press release for the U.S. business publication field offering three part "kit" to readers. Pick-ups to date include Investment Dealers Digest, Business Abroad and Chemical & Engineering News.

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5. National Foreign Trade Convention

During the month DOI scope of work included the following areas:

1. Preparation of 10-minute talk for Mr. Jones.
2. Drafting of press release for distribution to U.S. business press.
3. Special arrangements for bagpiper, projectionist, plus handling of invitations, RSVPs, and name tags.

The October 31 Nova Scotia Night at the NPTC attracted a record 280 guests comparing with 200 in 1966 and 135 in 1965.

6. Dallas Investment Luncheon

Subject to approval by the Department of Trade and Industry, arranged for space at the Dallas Hilton. Date is: January 16th, following the San Francisco luncheon January 9th and the Los Angeles luncheon January 11th.

A most interesting departure from the established format is available: The Dallas Export-Import Club has expressed an interest in a "Nova Scotia Night" in which Nova Scotia would have the opportunity to give its message (we would still provide the lobster dinner) before a group of approximately 200 leading traders and industrialists. In other words we would be shifting from a luncheon to a dinner, from an independent affair to a jointly sponsored event. No final decision yet.

7. National Press Club

This December 6th Nova Scotia Night in Washington before the most influential and largest press club in the world is moving along nicely. National Press Club President, David Le Roy, anticipates an attendance of 450 top editors and wives compared to his earlier forecast of 350.

8. New York and Chicago Investment Luncheons

During the month, completely revised guest lists eliminating apparent "free loaders" and adding potential productive guests. Revision also included considerable updating. Dates: New York: December 4th. Chicago: December 6th. Also secured hotel reservations for entire Nova Scotia party in New York, Chicago, and Washington.

9. Other Events

DOI personnel and facilities were also made available for the annual directors meeting of the International Penn Cup Match (DOI made all arrangements). Also coordinated Nova Scotia Display with First National City Bank.

10. World Trade Club of New York

Had additional discussions with Peter Greene, First Vice President of this organization which on February 5th is tendering a "Nova Scotia Night" whose guest speaker will be Mr. Jones.

That's it for October.

Sincerely,

Manny Ellenis

ME:ic
Encl.

December 4, 1967

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

Here is DCI's monthly report for November summarizing major activities implemented in the U.S. on behalf of the Nova Scotia Information Service:

1. New York & Chicago Investment Luncheons

Finalized all arrangements regarding vital shipment of lobster, aprons, information kits. Arranged for bagpipers and approved menus. Projectionists retained. Sent up revised guest lists and changed hotel reservations for Nova Scotia team upon request. Alerted press contingents in both cities. Handled all MBVPs coordinating with Malsey Stuart in New York. Made out individualized name tags on jumbo typewriter. Structured head table list and came up with program schedule.

2. National Press Club

In addition to making similar arrangements outlined above, worked out added "Nova Scotia Night" in Annapolis, Md., and set up special press background luncheon in Washington, D.C. Guest list included editors from Time, Kiplinger, Washington Post, N.Y. Times, to top Canadian newspapers. Maintained close contact with Dave Le Roy, NPC President, Werner Fornes, Program Chairman and Milt Hudson, NPC manager. Drafted blurbs on the affair for the NPC publication. Drafted invitation letter for press luncheon.

3. West Coast & Dallas Luncheons

Coordinated efforts with Consular offices. Arranged for Dallas luncheon to be held in cooperation with the Dallas Chamber of Commerce. Began to work up necessary guest lists. Also put together guest lists for travel receptions. Shifted LA luncheon from California Club to Biltmore Hotel.

4. Journal of Commerce

Ran story based on Mr. Jones' talk before the National Foreign Trade Convention Dinner.

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5. World Trade Club of New York

Additional discussions with Peter Greene, Program Chairman. Set for Monday evening, February 5th at the Overseas Press Club.

6. syndicated story

Discussed with Francis possible feature based on Nova Scotia becoming "Industrial United Nations" using as peg, Anil Hardboard's mascot elephant.

7. Greater Pittsburgh Chamber of Commerce

Official publication ran account of trade mission's visit to Nova Scotia, generated by 1966 Nova Scotia investment luncheon in Pittsburgh.

8. Public Relations Materials

As per your request sent you text of speeches made before the National Association of Manufacturers' "Management Communications Conference" in New York City.

9. Commercial & Financial Chronicle

Researched and outlined article for the Premier's name which will appear in the year-end economic review issue.

Sincerely,

Nanny Ellis

ME:ic
Encl.

January 12, 1968

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

Below you will find an account summarizing DCI's activities on behalf of the Nova Scotia Information Service for the month of December:

1. New York and Chicago Investment Luncheons (Dec. 4 & 6)

Both events turned out extremely well with the New York luncheon in particular resulting in a record attendance prompting thoughts that we should consider holding this function in a larger room next year.

At last report, publicity results included stories in the Chicago Tribune, Chicago Sun-Times, Journal of Commerce, Niles Press, Park Ridge Press, Des Plaines Press, and Northwest Press, as well as stories in the local Leader chain. A big story also appeared in the Halifax Chronicle Herald.

2. National Press Club (Nova Scotia Night) Washington, D.C. (Dec. 8)

"Nova Scotia Night" attracted a capacity house at the NPC including top editors and their wives and top ranking officials. (Example: MacGeorge Bundy, top advisor under Kennedy and Johnson and now President of the Ford Foundation).

Caliber of the guests was indicated by one of the two major door prize winners, Neil MacNeil, Senior political writer for Time Magazine.

This event was considered an outstanding success by NPC president, David LeRoy, of U.S. News & World Report.

Another DCI project, a press background luncheon, also was well attended. Reporters present ranged from Newsday, Kiplinger Newsletter, Washington Star and Nation's Business.

A third project was the dinner Nova Scotia hosted for leading Maryland state officials in Annapolis. Publicity included photo stories in the Baltimore News American and Baltimore Sun. As follow-up, DCI is working with the NPC to prepare a list of editors who attended "Nova Scotia Night," has moved with the N.S.I.S. to arrange for a Nova Scotian writer to contact the Washington Post for a possible

story on Fortress Louisbourg, and coordinating the trips of the door prize winners with N.S.I.S.

3. San Francisco, Los Angeles & Dallas Travel Receptions and Luncheons (Jan. 8-16)

Provided N.S.I.S. with three guest lists for the luncheons which were updated in New York by DCI. The Dallas List was built from the ground up with particular emphasis on companies producing petrochemicals, electronics gear and garments which are concentrated in the Dallas area. A special effort was made to obtain a good list from the Ft. Worth area which is near-by.

Also changed dates for the Travel Receptions in all three cities as discussed and made necessary hotel reservations for the Nova Scotia delegation. Produced and mailed out invitations for the Travel Receptions.

Began handling RSVPs with the San Francisco replies currently at a higher rate than the previous year.

Also drafted suggested leads for the three luncheons and produced a fact sheet on pertinent facts for the speeches currently being drafted in Halifax.

Suggested to radio station, KPOL in Los Angeles, a possible interview with Messrs. Jones and Donahoe.

4. World Trade Club of New York (Feb. 5)

Began to develop definitive program for this event which is expected to attract between 75 to 100 New York foreign trade experts on the working level. With you, worked out program that would include talk by Mr. Jones, viewing of "Why Nova Scotia" film, and special Nova Scotia fish Newburgh. Also proposed that film be shown before main course to provide timely back drop for Minister's speech which should run between 15 to 20 minutes.

5. Journal of Commerce

In its Dec. 4th "Containerization" issue, the J of C ran two column story on Halifax's hopes for entry into the containerization age. Story based on Minister's talk before the NPTC in November and on background material provided by DCI, which incidentally initiated the story with editor Jim Hanson. This particular special section has a world-wide readership.

more

6. Miscellany

At the request of the Deputy Minister's office, explored rumor that Continental Ore Co., New York City, was planning magnesium mineral development in Nova Scotia.

Also placed stories on Nova Scotia's fishing, mineral, and forestry developments with Engineering & Mining Magazine, American Metal Market, Journal of Commerce, and Forest Industries.

Sent special background material on heavy water to Encyclopedia Americana for inclusion in its year-end supplement.

Requested that N.S.I.S. send copies of general year end story for servicing to U.S. publications running year-end economic review supplements.

A hectic yet most productive month.

Sincerely,

Mary Ellenis

ME:ic
Encl.

February 1, 1968

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

Following is DCI's report covering activities and achievements on behalf of the Nova Scotia Information Service for the month of January. In terms of activity and results, it was most productive.

1. West Coast & Texas Tour

During three investment luncheons and three travel receptions, Nova Scotia message was conveyed directly to approximately 800 industrialists, bankers, investors, bond buyers, newsmen, TV and radio executives, travel editors and travel agents and tour operators.

The cities covered were San Francisco, Los Angeles and Dallas, Texas.

DCI counselled N.S.I.S. on speech themes and drafted press releases. Our agency also handled all invitations, RSVPs, delivery of lobster, cartoons, and the scores of details which resulted in the outstanding success of the tour. Speeches and releases were reproduced in New York.

We also achieved good results with the press. Stories have appeared in the Oakland Tribune (two stories, actually), Glendale News-Press, South Bay Daily Breeze, San Francisco Daily Commercial News, Palo Alto Times, Dallas Times Herald, Dallas Morning News, and Woman's Wear Daily.

Attorney General Donahoe was interviewed in San Francisco by radio station KSFO. A breakfast interview with Mr. Jones and Mr. Donahoe was arranged in Dallas with the Times Herald.

In addition, DCI set up appropriate photographs which were captioned and serviced to West Coast media and Nova Scotia newspapers.

Upon return to New York, DCI wrote follow-up letters to West Coast and Dallas editors to encourage additional coverage. Publications contacted were Sunset Magazine, Texas Business Report, Texas Metro Magazine, San Francisco City-County Record, San Francisco Morning News-Gazette, San Francisco Business Digest, Pasadena Independent Star News, Los Angeles Commercial News, South Pasadena Review, California Business, Hollywood Citizen News, Alhambra Post-Advocate, and the Pittsburg Post Dispatch.

As soon as these press results arrive, DCI will distribute them to appropriate officials in Nova Scotia.

On this tour, DCI provided ten days of on-the-spot service.

2. Additional Press Results

- At the Los Angeles travel reception, Travel Weekly, a leading national travel trade publication photographed Mr. Donahoe and Mr. Jones with two outstanding editors. This picture appeared in this week's issue.
- DCI's long standing contact with UPI's feature business writer, LeRoy Pope, paid off in a 600 word feature on Nova Scotia which ran on the national ticker.

Early returns show the following appearances:

Celina, Ohio Standard, Sandusky, Ohio Register, Canadigua, N.Y. Messenger, Sharon, Pa. Herald, Galion, Ohio Inquirer, Marietta, Ohio Times, Parkersburg, W. Va. Sentinel, Doylestown, Pa. Intelligencer, Greenville, Ohio Advocate, Sturgis, Mich. Journal, Canonsburg, Pa. Notes, Bucyrus, Ohio Telegraph-Forum, Weirton, W. Va. Times, Kittanning, Pa. Leader-Times, New Philadelphia, Ohio Times.

- Another Nova Scotia story merchandised by DCI appeared in the Springfield, Mass. Union with the headline: "Nova Scotia's Dramatic Advance Cited."

3. National Press Club Follow-Up

Working with N.S.I.S., arranged for major door prize winner, Neil MacNeil of Time Magazine, to stay at Keltic Lodge and obtain information on salmon fishing. Also working to get list of editors who came to NPC's "Nova Scotia Night."

4. Commercial & Financial Chronicle

Placed 1000 word article for the Minister's signature in a special year-end economic review edition of this leading national investment and securities publication.

5. Nova Scotia Films

Advised you to send information on Nova Scotia films to two Chicago television editors who attended investment luncheon there in December. Stations are NBC-TV and WTTW-TV.

6. World Trade Club of New York

DCI activity included placing the Minister as the February featured speaker, supplying N.S.I.S. with a description of the club membership and interests, advising on the "land bridge" concept as talk theme, counselling on speech draft (very good too), alerting N.Y. shipping and business press (10 editors say they're coming, while Jim Hanson, Containerization Editor of the influential Journal of Commerce, wants advance copy of speech for Tuesday morning coverage. DCI met with WTC secretary and program chairman, made plans for door prize, souvenirs, literature, pins, film, program content, etc.

7. Inquiries for the Department of Trade and Industry

As part of its total development service, DCI also handled a number of inquiries dealing with industrial development.

For example --

. Advised Foster-Wheeler on shipping material and equipment to site of British American Oil Refinery in Nova Scotia.

. Transmitted to the Deputy Minister, series of inquiries on railroad property at Dosco site available for sale, fertilizer plant feasibility on behalf of American International Oil Co., export of Nova Scotia crabs to France, and export of Nova Scotia seafood to U.S. and abroad (from H.L. Hunt Foods executive who attended Dallas luncheon).

Stew, a rather full month which would not have been possible without the excellent spirit of rapport and cooperation which exists between N.S.I.S. and DCI. My personal theory is that an enthusiastic and considerate client always gets more than his money's worth -- because it rubs off on the agency.

Sincerely,

Manny Ellenis

ME:ic
Encl.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS - MONIES

<u>Date</u>	<u>From Whom</u>	<u>Purpose</u>	<u>Amount</u>
Aug. 8, '67	Nova Scotia Trade & Industry	Fees & expenses	\$6,392.59
9/13/67	Nova Scotia Trade & Industry	Fees & expenses	2,988.02
11/27/67	Nova Scotia Trade & Industry	Fees & expenses	2,860.05
12/18/67	Nova Scotia Trade & Industry	Fees & expenses	<u>4,750.35</u>
			16,991.01

IV - FINANCIAL INFORMATION

15. (a) DISBURSEMENTS - MONIES

<u>Date</u>	<u>To Whom</u>	<u>Purpose</u>	<u>Amount</u>
8/2/67	Frank E. Knight	Artwork	\$350.00
8/11/67	Ira Furman & Co.	Shipping	17.32
8/11/67	Western Union	Telegram	10.54
8/11/67	James Hook & Co.	Lobsters	60.00
8/11/67	Financial Post	Subscription	10.00
8/21/67	Cathay Travel	Air Fares	242.48
8/22/67	Isle Royale Hotel	Phone	3.89
8/22/67	Fortune Magazine	Subscription	14.00
8/28/67	E. T. Ellenis	Travel	150.00
9/1/67	E. T. Ellenis	Travel	22.50
9/8/67	Waldorf Astoria	Lodging	351.26
10/13/67	E. T. Ellenis	Expenses	12.15
10/19/67	Burrelle's Clipping Service	Clippings	131.36
10/19/67	News Syndicate Co.	Photos	31.50
10/19/67	Chelsea Engravers	Printing	284.55
10/19/68	Fortune	Directory	.75
10/30/67	E. T. Ellenis	Travel	50.00
11/14/67	P R Wire Service	Wire	60.00
11/14/67	Todd Photoprint	Photostats	6.75
11/17/67	Ira Furman & Co.	Shipping	90.94
11/21/67	Franklyn A. Barnaby	Bagpiping	50.00
11/21/67	James Hook & Co.	Lobsters	975.00
11/21/67	Chelsea Engravers	Printing	18.90
11/21/67	Waldorf Astoria	Lodging	132.90
11/21/67	Ira Furman & Co.	Shipping	18.50
11/21/67	Royal Letter Co.	Printing	29.72
11/21/67	Whelons Office Temporaries	Typing	58.43
11/29/67	Cathay Travel	Airfare	103.47
11/30/67	Ira Furman & Co.	Shipping	52.02
12/1/67	E. T. Ellenis	Travel	150.00
12/4/67	E. T. Ellenis	Travel	50.00

<u>Date</u>	<u>To Whom</u>	<u>Purpose</u>	<u>Amount</u>
12/15/68	Ira Furman & Co.	Shipping	\$28.00
12/15/67	Royal Letter Co.	Typing	35.60
12/15/67	Franklyn A. Barnaby	Baggiping	50.00
12/20/67	Frank E. Knight	Artwork-Printing	2380.80
12/22/67	E. T. Ellenis	Expenses	169.68
12/27/68	Cop y Art Photographers	Photos	8.61
12/27/67	Todd Photoprint	Photostats	8.01
12/27/67	Wide World Photos	Photos	74.03
12/29/67	E. T. Ellenis	Expenses	18.50
12/29/67	XXXXXXXXXX Wide World Photos	XXXXXXXXXX Photos	86.11
1/5/68	E. T. Ellenis	Travel	250.00
1/25/68	Avis Rent A Car	Car rental	<u>22.74</u>
			\$6,671.01