

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

JAN 20 1969

For Six Month Period Ending _____
(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 checked="" type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input checked="" 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.

Not applicable

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:

Not an individual

Name

Position

Date Connection
Ended

Not applicable

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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Not applicable

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.

Not applicable

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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Not applicable

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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Not applicable

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

Not applicable

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

Not applicable

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 Department of Trade & Industry, Halifax, N.S., 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: We have attached monthly activity reports describing our activities on behalf of this foreign principal.

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

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

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

Not applicable

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.

Not applicable

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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Not applicable

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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Not applicable

(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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Not applicable

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.

Not applicable

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.

Not applicable

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? **Not applicable**

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.

Not applicable

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.)

T. M. Levine

Ted M. Levine

E. T. Ellenis

E. T. Ellenis

Subscribed and sworn to before me at 20 E. 46 St., New York, N.Y.

this 26th day of February, 19 69

Malcolm Spiegel

(Signature of notary or other officer)

My commission expires March 30, 19 69

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 1, 1968

REC'D
SEP 28 10 21 AM 1968
COMMUNICATIONS SECTION

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

Dear Stev:

Here is a summary of DCI's major activities on behalf of the Nova Scotia Information Service for the month of August:

1. 1968-69 Investment Luncheons:

- . At your request, cancelled Boston and Pittsburgh investment luncheons.
- . Suggested use of lobster place mats at luncheons.
- . Ordered aprons, sign-in-cards, name tags for use at luncheons.

2. International Conference on Communications Media In Education Press Tour (September 26-28):

- . Prepared suggested invitation guest list for the Educational Press Tour. List included major educational publications, key newspapers, business publications, TV documentaries, and top free-lance writers in the U.S.
- . Revised letter of invitation, putting more emphasis on why reporters would find the conference an exciting story. Suggested it be mailed by Monday, September 9th, accompanied by itinerary, RSVP card, a program of the conference and a tourism folder. DCI will follow up with telephone calls and a brief note.

3. New York Times ran polygon building story, with photo.

4. Additional "Land Bridge" Press Tour publicity results keep coming in. Latest publicity includes:

- . Very favorable 2000 word story released by U.S. Information Agency to overseas network. DCI worked closely with Jim Caravallo of USIA in handling follow-up.
- . Container News published full-page story on containerization and the Nova Scotia ports of Halifax and the Strait of Canso.

- . Major feature appeared in Business Abroad, including two photos, plus chart of U.S. companies in Nova Scotia. Described in detail: Nova Scotia's incentives luring foreign manufacturers.
- . Marketing/Communications, in its Action People section, did story/profile on Mr. Harrington, including photo.
- . Electronics World did news piece on Nova Scotia's favorable economic climate. Major piece planned for October featuring E.M.I. Connor.
- 5. As a result of Mr. Jones' talk before the World Trade Club, additional item appeared in World Construction titled "Land Bridge Would Make Canals Obsolete."
- 6. Chemical Week did story on three Canadian provinces pitching for Union Carbide's ethylene plant. Full-page cover photo of "Nova Scotia: Site for Carbide's Ethylene Plant?"
- 7. Clairtone Promotion:
 - . Sent Clairtone mat service piece to you for approval.
 - . Additional Clairtone coverage appeared in Home Furnishings Daily, Broadcasting, Advertising Age and Merchandising Week (three stories -- one of which was full-page major feature with photos of Clairtone's 1969 product line).
- 8. Engineering & Mining Journal ran short on Potash release.
- 9. Sent Nova Scotia Research Foundation appointment of Dr. Blanchard release to research press.
- 10. Sent DEL appointment release to press.
- 11. Sent airport study release to Journal of Commerce and New York Times.
- 12. Discussed New York steel distributor's visit to Sydney Steel plant.
- 13. Sent up story on unlimited U.S. direct investment in Canada from Journal of Commerce Transportation issue.

That's it for now.

Sincerely,

ME:ic
Encl.

Manny Elenis

October 1, 1968

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

Dear Stew:

Here is a summary of DCI's major activities on behalf of the Nova Scotia Information Service for the month of September:

1. Nova Scotia "21st Century in Education" EXPO IONE, Sept. 23-28:

DCI handled follow up with editors invited on tour resulting in 15 acceptances, including:

Philip Ardery	NATIONAL REVIEW
Dr. Derek L. Burleson	SCHOLASTIC TEACHER
Carl Dreher	THE NATION
Jean Evans	REDBOOK
Dr. Sydney Forman	MEDIA & METHODS
Michael Gorkin	PARADE
Robynn Lee	FILM NEWS
Georgette N. Meala	AMERICAN SCHOOL & UNIVERSITY
Samuel Traugber	SCOUTING
John P. Carr	PHILADELPHIA INQUIRER
John Gillespie	PHILADELPHIA BULLETIN
Alex Campbell	NEW REPUBLIC
Noel Grove	NEWSPAPER ENTERPRISE ASSOCIATION
Muriel Cohen	BOSTON HERALD TRAVELER
Mary X. Sullivan	BOSTON RECORD AMERICAN

more

"21st Century in Education" PRESS TOUR (Continued):

DCI staff spent four days in Halifax accompanying press tour, and received very favorable response from group about the way in which the Nova Scotians handled the trip, making it most enjoyable, productive and informative.

Anticipate very favorable publicity results.

Also coordinated arrangements to have Editor of SCHOOL PRODUCT NEWS to join our group for two days, and for the Publisher of AUDIO-VISUAL COMMUNICATIONS MAGAZINE to meet with the Minister of Education or any conference speakers in Halifax from Sept. 30 through Thursday, Oct. 3rd.

2. Suggested to you that the Minister of Trade & Industry write a letter to the editor of BUSINESS WEEK re an article which appeared, which described economic growth in the Maritimes as "snail like." Suggested he compliment the article as quite good but comment on the "snail like" description as certainly not true of Nova Scotia.
3. Sent quote by Eugene T. Rhein, Vice President and General Manager, General Instrument of Canada Ltd. to MAGAZINE OF WALL STREET for possible use in their upcoming article on industrial development.
4. Sent John Cameron of Industrial Estates Ltd. original ELECTRONIC NEWS story, "Nova Scotia's Call: Come North, Young Man," for reprint purposes.
5. **Additional "Land Bridge" PRESS TOUR Publicity Results:**
 - . ELECTRONICS WORLD published second story, this one featuring E.M.I. Coosor, in its October issue.
 - . Gerhard Manning, the U.S. correspondent for the GERMAN PRESS Agency wrote highly favorable story which will appear in most major West German newspapers, magazines and radio programs.
 - . Expect two-page story in October issue of AMERICAN EXPOSITOR.
 - . At the request of Alan Schoedel of the JOURNAL OF COMMERCE who wrote series of three articles on Nova Scotia port facilities as a result of this tour, sent copies to A. Bruce MacDonald, CAPT BERTON POST, J.R. Mitchell, National Harbours Board and D.J. MacDougall, N.S. Dept. of Trade and Industry.
 - . DISTRIBUTION MANAGER also plans story in its October issue.

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6. **Clairton Promotion:**

- . Clairton met service piece released to 4,000 U.S. newspapers.
- . Additional coverage appeared in **MAET MAGAZINE**.

7. Sent IRL release on Dover Mills new plant to food trade publications.

8. Sent IRL release on Industrial Marine Products to iron and steel publications.

9. Sent material on Nova Scotia's new labor law designed to stop illegal work stoppages to **JOURNAL OF COMMERCE** and **WALL STREET JOURNAL**.

10. Sent the Deputy Minister inquiry from man interested in building a motel in the Cape Breton area.

That's it for September.

Sincerely,

Mary Ellis

ME:iz
Encl.

November 1, 1968

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

Dear Stew:

Here is a summary of DCI's major activities on behalf of the Nova Scotia Information Service for the month of October:

1. CHICAGO AND NEW YORK INVESTMENT LUNCHEONS, NOV. 19 & 21:

- . Edited invitation list, adding new names, eliminating old names which appear non-productive.
- . Coordinated with the Drake Hotel in Chicago and the Plaza Hotel in New York.
- . Met with Lorne Goodfellow in New York, reviewed plans.
- . Coordinated shipments of information kits, lobster aprons, lobsters, prospectuses.
- . Arranged for purchase of Clairtone Mini Hi-Fi radios at dealer price (\$3.99 each).
- . Arranged for bagpipes in both cities.

2. EDUCATIONAL PRESS TOUR: Some press results received to date include:

- . New Republic: Excellent article on Nova Scotia by Alex Campbell who went to Nova Scotia at DCI suggestion. Publication is leading "egg head" magazine in U.S., respected around the world.
- . Other Publicity: Stories also appeared in the Philadelphia Daily News, Scholastic Teacher, and Newspaper Enterprise Association newspapers (roughly 20 pick ups to date). Also: Boston Herald Traveler (two articles).

3. CLAIRTONE:

- . DCI's photo story on "Mini Hi-Fi" radio to date has appeared in the Christian Science Monitor, Cleveland Plain Dealer, Storrs Review, St. Paul Pioneer Press.

more

- . During the month, drafted special syndicated mat piece featuring Clairtons products.

- 4. SYDNEY STEEL:
 - . Drafted and sent to 200 U.S. publications, photo story on Sydney Steel's dramatic turn-around.

- 5. INTERNATIONAL TUNA CUP MATCH:
 - . Sent Gerald Redmond, clippings on 1968 Match.
 - . As per his request, made arrangements for 1969 Annual Directors Meeting, Nov. 20th with Hotel Plaza.

- 6. FISH PROTEIN:
 - . Met with Bill DeVal, entrepreneur, who is establishing fish protein plant in Canada. Also with his public relations aid, Alex Jordan. Explained why DCI, as per request of the Department of Trade & Industry, could not participate in Nov. 14th New York City press conference.

- 7. AMERICAN BANKER:
 - . Also during the month placed and drafted 1000 word article for Trade and Industry Minister, F.J. McKeough on Nova Scotia "land bridge." For National Foreign Trade Convention special issue November 18th.

- 8. NATION'S BUSINESS:
 - . Nova Scotia's prestige lobster luncheons featured in special issue devoted to industrial development via cartoon treatment and description in article by DCI President, Ted Levine.

- 9. MISCELLANEOUS:
 - . Processed a number of industrial prospects to Deputy Minister of Trade and Industry, V. Michael Knight.
 - . Distributed N.S.I.S. Electronics Newsletter to electronics trade press.
 - . Sent Mr. Knight analysis of 50 fastest growing U.S. industries.
 - . Arranged for Nova Scotia trip winner (World Trade Club of New York) to visit Keltic Lodge.
 - . Continued to work on Irish Moss feature for NEW YORK TIMES.

A busy month.

Sincerely,

Henry Klenis

December 1, 1968

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

Dear Stew:

Following is a summary of DCI activities on behalf of the Nova Scotia Information Service during the month of November:

1. SYDNEY STEEL:

DCI release on "turn around" so far has appeared with photo in Iron Age, American Metal Market and Shillings Mining Review.

2. EDUCATIONAL PRESS TOUR:

Highlight to date is Newspaper Enterprise Association (NEA) whose feature writer, Noel Groves, wrote a syndicated piece which so far has appeared in:

- . Gloversville, N.Y. Leader-Herald.
- . Melbourne, Florida Times.
- . Ottawa, Ill. Times.
- . Jacksonville, North Carolina News.
- . Wayne, N.J. Today.
- . Plainfield, N.J. Courier-News.
- . Passaic, N.J. Little Falls Record.
- . Hendersonville, N.C. Times-News.

3. CHICAGO AND NEW YORK LUNCHES:

Working closely with you and your staff, DCI produced an excellent turn-out in both cities, handling all details ranging from the press to the procurement of Mini Hi-Fi radios. Press results are on the way. You know all the work that went into both functions, so see no need to elaborate.

more

4. AMERICAN BANKER:

The DCI placed and edited "land bridge" articles signed by Dr. McKeough appeared in the Nov. 18th and highly influential National Foreign Trade Convention issues.

5. JOURNAL OF COMMERCE:

Published in full, the Premier's statement establishing a crown corporation for the implementation of container port facilities in Nova Scotia. This statement was sent to the entire U.S. shipping list and should be appearing in various monthly publications during December.

6. INTERNATIONAL TUNA CUP MATCH RELEASE:

DCI drafted and distributed to leading sports publications, the result of the annual directors meeting in New York City, namely to recommend that a tournament take place in 1969.

7. CLAIRTON:

Syndicated piece is beginning to appear in U.S. dailies and weeklies including the San Diego Evening Tribune. This story featured Clairton's light machine.

8. AMERICAN SCHOOL & UNIVERSITY:

Published an account of the recent International media in educational conference based on editor Georgette Maala's participation in press tour.

9. MISCELLANEOUS:

- Sent Deputy Minister description of world picture of fish protein industry.
- Handle New York industrial prospect, Robert Knapp. Set up visit with the Deputy Minister in Halifax.
- Explored credentials of Dr. Norman Kahn of the Hudson Institute via a vis his appearance as keynote of the annual conference of the Canadian Public Relations Society.
- Suggested to Murray Barnard that one of his upcoming features be based on Dalhousie's splendid video tape facilities (Tupper Medical Center).
- Sent up story in National Real Estate Investor announcing appointment of Dr. McKeough.
- Generated additional Clairton publicity in Premium & Incentives, Product News, Audio Times, and Sight and Sound Merchandising.

- Sent you DCI generated story in the Business Week publication, of the oil-rich Middle East.

That's it.

Sincerely,

Manny Kileas

ME:is
Encl.

January 1, 1969

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

Dear Stew:

Here is DCI's account for the month of December summarizing public relations activities on behalf of the Nova Scotia Information Service:

1. WEST COAST LUNCHEONS:

- . Pruned and updated guest lists for San Francisco, Los Angeles, Dallas.
- . Reserved rooms for Nova Scotia delegations.
- . Advised on West Coast publicity - came up with a local angle.
- . Coordinated with Fairmont, Biltmore, Statler Hilton on audio equipment, menus, bagpipers, promotional material, etc.
- . Revised guest lists for travel receptions, handled printing and mailing of invitations.
- . Arranged for shipment of promotional materials to all three cities.

2. MAJOR PUBLICITY ACHIEVEMENTS:

- . Solid story appeared in the CHICAGO TRIBUNE as the result of the Chicago luncheon. NORTHWEST HIVE SUNDAY MORNING also did story.
- . Excellent story appeared in the NEW YORK TIMES on Hydrex Steel as per DCI's suggestion and forwarding of background materials to Assistant Financial Editor.
- . DCI generated two excellent stories during the month in the JOURNAL OF COMMERCE. One announced the crown corporation for the Halifax containerport. The other dealt with Nova Scotia chemicals and the Nova Scotia Research Foundation.
- . On the latter story, which was the result of a DCI revised release announcing NERS' annual report and sulphur processing potential, and which was sent to the chemical press, it has produced inquiries from the following:

1. Chem/Serv, Inc.
 2. Albin W. Smith
 3. Chilean Nitrate Sales Corp.
 4. Chemical Projects Associates, Inc.
 5. Amber Maritime Corp.
 6. Maxwell Harris (Marine Chartering Agent)
- DCI story on Clairton products to date has appeared in 75 newspapers in the United States.
 - Wrote release on General Time Corporation setting up NovaScotian plant for the U.S. electronics trade press.
 - Drafted and sent to shipping press major release on the establishment of a crown corporation to handle the Halifax containerport. Used by WORLD MARKETING MAGAZINE, among others.
 - Proposed to FORTUNE, DUN'S REVIEW and SIGNATURE MAGAZINE, a profile on the President of Sydney Steel. For their "Man On The Move" column.
 - Advised CHEMICAL ENGINEERING and CHEMICAL WEEK on sulphur story DCI drafted for Nova Scotia Research Foundation.
 - Working with INDUSTRIAL WORLD MAGAZINE, interested associate editor in doing cover story in March on Volvo in Nova Scotia.
 - During the month the following newspapers published the story written by Noel Grove of NEWSPAPER ENTERPRISE ASSOCIATION (NEA):
 1. Galesburg, Illinois Register-Mail.
 2. Burlington, North Carolina Times-News.
 3. Three Rivers, Michigan, Commercial.
 4. Fremont, California, News Register.
 5. Wilson, North Carolina Times.
 6. Valley City, North Dakota Times-Record.
 7. Saginaw News, Saginaw, Michigan.
 8. McKinney, Texas, Courier-Gazette.
 9. Shelby, Ohio Globe.
 10. Willingboro, New Jersey Times.
 11. Salisbury, North Carolina Post.
 12. Marion, Illinois Republican.
 13. Canton, Ohio Repository.

That's the story for December.

Sincerely,

Manny Kileatis

ME:ic
Encl.

February 1, 1969

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

Dear Stew:

Here is a summary of our major activities on behalf of the Nova Scotia Information Service during the month of January:

1. ROTARY CLUB OF PITTSBURGH:

Proposed that the Deputy Minister of Trade and Industry address the June 4th luncheon meeting. At same time suggested that Nova Scotia sponsor a separate investment luncheon for steel industry executives in Pittsburgh to promote the sale of Sydney Steel.

2. CLAIRTON PROMOTION:

DCI syndicated story to date has resulted in 100 clippings across the country including the SAN FRANCISCO PROGRESS with a circulation of 167,000.

PARADE published an inquiry getting photo/story on the Light Fantastic which may attract as many as 5000 inquiries according to the syndicated Sunday supplement with a readership of 13,200,000.

3. SYDNEY STEEL PROMOTION:

During the month the following key publications published accounts of the dramatic Sydney Steel situation as the result of DCI background material. These were a favorable editorial in AMERICAN METAL MARKET and stories in STEEL, DES PLAINES PRESS, and GOOD BUYER MAGAZINE.

4. HALIFAX CONTAINER PORT PROMOTION:

Various press releases distributed by DCI during the month appeared in such publications as CONTAINER NEWS, FOREIGN PROJECTS NEWSLETTER, STOCKTON, MO. REPUBLICAN JOURNAL, MONTEZUMA, IND. NEWS, WARREN, OHIO WESTERN RESERVE DEMOCRAT.

As the result of this publicity, THE Trailer Ferry Inc., which maintains a Mand-Caribbean trailership service, has become interested in a Halifax-West Indies containership service.

5. NOVA SCOTIA RESEARCH FOUNDATION PROMOTION:

During the month, a DCI inquiry-getting press release based on the NERF annual report was picked up in the JOURNAL OF COMMERCE, OIL PAINT & DRUG REPORTER, and other chemical publications.

This publicity generated inquiries from the following organizations:

- . Sulphur Institute
- . American Cyanamid
- . Glens Forgan
- . Chase Manhattan Bank
- . Power Gas Corp. of America
- . Mitsubishi
- . Canada Colors & Chemicals
- . ICI America
- . Iamman
- . SW Industries
- . Du Pont
- . Gifford-Wood Inc.

6. AMERICAN BANKER:

For an April special issue, DCI placed a 1500 word story on Nova Scotia's socio-economic development.

7. WEST COAST LUNCHEONS:

DCI invested a total of eight working man days on this tour in the form of on-the-spot service. Generally, all three investment luncheons and travel receptions, were well received, enjoying a record attendance.

Preliminary work included the securing of a Silver Cable Car from the Mayor of San Francisco for the Minister of Trade and Industry. DCI handled details involving all six functions and generated publicity in the LOS ANGELES COMMERCIAL NEWS, a highly favorable editorial in the PASADENA, CALIFORNIA REVIEW, and a solid story in the DALLAS MORNING NEWS. DCI also worked to provide Nova Scotia travel films for a Dallas television show on travel and recreation.

8. MISCELLANY:

The JOURNAL OF COMMERCE published our release on General Fine opening in Nova Scotia...supervised the dispatch of lobsters to Mayor Alioto of San Francisco...suggested that the Minister of Finance and Economics congratulate Vice President Agnew's chief aide, Stanley Blair, whom he met in Annapolis a year ago as part of a Nova Scotia promotion.

Sincerely,

Manny Ellis

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Encl.

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14. a. Receipts - Monies

<u>Date</u>	<u>From Whom</u>	<u>Purpose</u>	<u>Amount</u>
Sep. 20, 1968	Nova Scotia Trade & Industry	Fee & expenses	\$4,066.24
Sep. 20, 1968	Nova Scotia Trade & Industry	Fee & expenses	3,237.76
Oct. 21, 1968	Nova Scotia Trade & Industry	Fee & expenses	3,425.69
Nov. 6, 1968	Nova Scotia Trade & Industry	Fee & expenses	4,586.78
Dec. 9, 1968	Nova Scotia Trade & Industry	Fee & expenses	8,032.52
Jan. 21, 1969	Nova Scotia Trade & Industry	Fee & expenses	<u>4,624.82</u>
		TOTAL	\$27,973.81

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15. (a) DISBURSEMENTS - MONIES

<u>Date:</u>	<u>To Whom:</u>	<u>Purpose:</u>	<u>Amount</u>
(Paid on behalf of our Nova Scotia Trade & Industry client only)			
8/16/68	WESTERN UNION	Telegrams	212.15
8/16/68	BURRELLE'S CLIPPING SVCE.	Clippings	45.80
8/16/68	EINZIG PHOTOGRAPHERS	Photos	39.38
9/6/68	BURRELLE'S CLIPPING SVCE.	Clippings	46.37
9/6/68	EINZIG PHOTOGRAPHERS	Photos	3.15
9/13/68	E. T. ELLENIS	Expenses	40.50
9/24/68	AIR CANADA	AIR fare	218.40
9/24/68	E. T. ELLENIS	Expenses	150.00
10/3/68	NO. AMER. PRECIS SYNDICATE	Mat service	525.00
10/3/68	FRANK E. KNIGHT	Aprons	600.00
10/3/68	CHELSEA ENGRAVERS	Printing	19.43
10/3/68	MEYER LABEL CO.	Labels	64.80
10/3/68 68	BURRELLE'S	Clippings	221 102.63
10/3/68 68	COPY ART PHOTOGRAPHERS	Photos	55.60
10/8/68	ANDREW FREDRICKSEN	Air fare	259.00
11/5/68	ATTENTION, INC.	Releases	259.38
11/5/68	BURRELLE'S	Clippings	46.94
11/5/68	P R WIRE SERVICE	Wire service	40.00
11/5/68 68	FRANK E. KNIGHT	Aprons	900.00
11/8/68 68	EMPIRE STATE TYPEWRITER	Rental	15.75
11/15/68 68	E. T. ELLENIS	Expenses	150.00
11/15/68	RAYMOND & WHITCOMB	Air fare	92.40
11/27/68 68	ATTENTION, INC.	Releases	76.29
12/3/68	JAMES HOOK & CO.	Lobsters	2400.00
12/9/68	FRANKLYN A. BARNABY	Entertainer	50.00
12/9/68	GLOBAL STAMP & COIN	Catalogue	11.62
12/9/68	THE PIZZA	Lodging	124.18
12/9/68	CLAIRTONE	Radios	1995.00
12/9/68	CANNONBALL, INC.	Delivery	21.00
12/9/68	WTC AIR FREIGHT	Freight	29.15
12/9/68	APRONS FOR INDUSTRY	Freight	31.17
12/10/68	KING COLE PROJECTION SVCE.	Projectionist	94.50
1/3/68 69	EMPIRE STATE TYPEWRITER CO.	Rental	15.75
1/10/69	E. T. ELLENIS	Expenses	300.00
1/14/69	CLAIRTONE ELECTRONIC CORP.	Radios	2,708.00
1/14/69	APRONS FOR INDUSTRY	Freight	124.96
1/14/69	JAMES HOOK & CO.	Lobsters	1,050.00
1/14/69	RAYMOND & WHITCOMB	Air fare	340.20
1/14/69	CHELSEA ENGRAVERS	Printing	414.13
1/14/69	WTC AIR FREIGHT	Freight	109.49
1/14/69	BURRELLE'S	Clippings	125.69
1/14/69	IRA FURMAN & CO.	Customs-Freight	312.58
1/14/69	ATTENTION, INC.	Releases	240.20
1/14/69	MEYER LABEL CO.	Labels	72.96
1/24/69	ATTENTION, INC.	Releases	30.20
TOTAL			\$14,653.75