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DEPARTMENT OF JUSTICE
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REGISTRATION SECTION

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 1970
(Insert date)

Name of Registrant Registration No. 1421
Development Counsellors Intl., 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"/> |
| (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.

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:

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 Not applicable

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 Dept. of Trade & Industry: see 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.

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 listing of receipts-monies from foreign principal)

<u>\$33,103.23</u>
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 listing of disbursements-monies for foreign principal.)

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:

- English
- Other (specify) Not applicable

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. Not applicable

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.)

Ted M. Levine
Ted M. Levine, President
E. T. Ellenis
E. T. Ellenis, Vice President

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

this 26 day of February, 19 70

Maxwell H. Spiegel
(Signature of notary or other officer)

My commission expires 1971

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.)

(See P. 30 Item 11)



Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

January 31, 1970

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

RECEIVED
DEPARTMENT OF JUSTICE
MAR 2 3 35 PM '70
REGISTRATION SECTION

Dear Stew:

Following is a summary of our major activities and results for the month of January on behalf of the Nova Scotia Information Service:

1. Industry Week:

Proposed to Managing Editor, Perry Pascarella, that the come-back of Sydney Steel would make for an excellent feature particularly if it is built around the colorful Robert Burns Cameron. Mr. Pascarella liked the idea and I sent a comprehensive backgrounder.

2. Industrial World:

Steve Saft's article on Nova Scotia appeared in the January issue and it was well worth the wait. The four page story was a ringing endorsement of the Nova Scotia industrialization program and as per your request I have sent you prices on the cost of reprints. Now talking to Steve about the possibility of additional articles.

3. Encounter Project:

This kept us busy during the month. We have approached Business Week and Nation's Cities directly furnishing tailored backgrounder. DCI also prepared a 69 editor invitation list, drafted a letter of invitation which will go out early next week with pertinent attachments. We also sent out an initial press release announcing the project.

4. Your Talk Before the American Society of Business Press Editors:

As you know, about 60 editors attended in New York City. Your presentation was very well received indeed based on several calls I received the following day. I sent you the list of editors who came so you can follow up with a short thank-you note. This is good public relations.

5. Halco Ltd. Publicity:

Moved on this front in two directions. First, sent the Journal of Commerce the special story DCI drafted on the new containerport for the paper's

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Chicago World Trade Conference issue. Secondly, I set up an interview with Charles Davis, shipping news editor of the Journal of Commerce for John Grice, Halco Traffic Manager when he came to New York on Jan. 28.

6. Computerized Service for Halco Ltd:

Also for John Grice set up meeting with Richard Nagle of Distribution Services Inc., which has a new computerized system for moving containers in and out of port.

7. New Ferry Maiden Voyage Promotion:

Discussed with you this possible special event scheduled for June. Provided some new ideas and insights. At this point, think this could be a really valuable "block buster" promotion for Nova Scotia.

8. Miscellaneous:

Also during the month worked on - - -

- Sent you clips of articles in the Oakland Tribune, Defense Transportation Journal.
- Sent UPI print of new Shell oil rig. Wired to London for distribution in Europe.
- Inquired further whether International Executives Association might invite the Premier to speak before its Annual Conference in April.
- Asked for and received photographs of Scotia Square development which DCI will send to retailing and real estate press.
- Wrote and distributed photo story based on new artists sketch of Halifax containerport. Also asked you for any "progress" in work photographs including cranes.
- Packing and Shipping Magazine ran a picture of the Halifax containerport.
- Commerce & Industry Association published item on N.Y. Investment Luncheon.

That's it. Busy. Busy.

Sincerely,

Manny Ellenis

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RECEIVED
DEPARTMENT OF JUSTICE
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REGISTRATION SECTION

December 31, 1969

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

Dear Stew:

Here is DCI's report for the month of December in which we have summarized the top public relations and promotion projects planned or underway for the Nova Scotia Information Service:

1. Talk Before New York Press Group:

As arranged by DCI, you will be speaking before the American Society of Business Press Editors on January 7 in New York City. As of now, we have 53 acceptances. This is an excellent way of reaching some of the top business editors in New York in one place and at one time, with one message. DCI advised, via phone, over possible story possibilities you can offer during your talk.

2. Pan-Am World-Wide Marketing Horizons:

This Pan American Airways publication is circulated around the world, reaching thousands of businessmen. The December issue featured a story and picture spread, "Nova Scotia Expands Research Program," which was placed by DCI and assisted by the Nova Scotia Information Service by way of background material and pictures.

3. Journal of Commerce:

During the month drafted 1000 word article on the port of Halifax and its containerization plans. Submitted for the Chicago World Trade Conference special issue. Story based in part on telephone interview of Mr. John Grice, Traffic Manager for Halco Ltd.

4. Atlanta Investment Luncheon:

After meeting with difficulty in placing this Southern investment luncheon in Atlanta's finest hotel (Regency Hyatt House) finally managed to make arrangements with aid of editor of Industrial Development Magazine which is published in Atlanta. Atlanta is now set for May 11 and 12 at the Regency Hyatt House and May 13 and 14 at the Fairmont in Dallas.

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5. West Coast Publicity:

Following the December investment luncheons in San Francisco and Los Angeles, this publicity developed in West Coast newspapers as a result:

- South Pasadena Review: Carried highly favorable lead editorial headlined: "Nova Scotia-A Continuing Success Story."
- San Francisco Chronicle: Good article on the investment luncheon focusing on Kaiser Aluminum.
- San Francisco Examiner: Similar piece.
- Los Angeles Herald Examiner: News coverage of the Los Angeles investment luncheon.
- Los Angeles Commercial News: Front page story on Nova Scotia's progress pegged to the investment luncheon in Los Angeles.

6. Other Publicity:

Included stories in the following publications:

- Weekly Bond Buyer: Based on New York investment luncheon.
- Realty: Also based on New York investment luncheon.
- Chemical Week, Oil Paint & Drug Reporter: Carried stories on fish protein concentrate and Cardinal Proteins.

7. Nova Scotia Exhibit Space:

During the month, attempted to secure space for Nova Scotia exhibit in New York.

That's it for now.

Sincerely,

Manny Ellenis

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Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

November 30, 1969

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

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REGISTRATION SECTION

Dear Stew:

Below is DCI's account of public relations activities pursued during the month of November on behalf of the Nova Scotia Information Service:

1. Business Week: Story possibility on Halifax containerport looks excellent but editor Rod Craib deferring until Spring when new service will be inaugurated. Sent background material, set up telephone interview with Mr. Howard, HAICO president.
2. Journal of Commerce: Placed 1000 word article with the Chicago World Trade Conference special issue. Story will describe Port of Halifax swing to containerization and unit trains.
3. Nova Scotia Speaking Engagement: Arranged for you to speak before the New York Chapter of the American Association of Business Press Editors on January 7. You will cover real story possibilities available in Nova Scotia. DCI selected the Plaza Hotel as luncheon site, setting up as lobster luncheon project.
4. Modern Plastics: After a great deal of forwarding background information to editor Sid Gross, finally got ok on Chester Plastics story. Publication will handle via its Canadian correspondent.
5. West Coast Luncheons: During the month, DCI made the following arrangements and did this work:
 - a. Pruned and updated invitation lists for all four West Coast functions -- an awesome job.
 - b. Arranged for printing of West Coast travel receptions invitations.
 - c. Handled RSVPs now flowing into the DCI office.
 - d. Ordered lobsters, made all arrangements with the hotels, made up name tags, etc. etc. etc.
 - e. Advised on press release news elements.
 - f. Also arranged for Nova Scotia Exhibits to be shown at the Fairmont and the Biltmore.

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6. Atlanta and Dallas Projects: Made the following arrangements for Nova Scotia Travel Receptions and luncheons in the two cities:

Atlanta May 11 and 12: Sheraton Biltmore

Dallas May 13 and 14: Fairmont
7. Industrial World: Running 2000 word article on Nova Scotia research and DCI also interested in stories on fish protein concentrate and on Irish Moss.
8. International Executives Association: This leading New York investment and foreign trade group still formulating decision on whether it will invite the Premier to address one of its major luncheons during 52nd annual conference in April. Approached by DCI.
9. Nova Scotia Exhibit: After a tentative go-ahead, the First National City Bank reversed its field and turned us down on N.S. exhibit at its lobby at 399 Park Avenue. Its policy is not to have same area exhibit in consecutive years. Now trying other possibilities. Did try the Chase Manhattan Bank but policy is to use its own in-house exhibits. Now shooting for March date.
10. Halifax Chronicle-Herald: New York investment luncheon picture arranged by DCI and sent to all Nova Scotia papers appeared in recent issue on four columns, Featured Ministers McKeough and Ritcey and Mr. Morley Taylor, President of IEL.
11. Men of the Deeps: Have record evaluated by experienced TV and record placement authority in New York. In his opinion, the Men of the Deeps are good but no better than many church groups in the U.S. and Canada and subsequently offer very little possibility in terms of getting on a network TV show like Ed Sullivan. DCI, however, would still like to take a crack at this and would appreciate receiving 10 records for circulation to producers.
12. Packing and Shipping: Ran Port of Halifax story.

That's it for November.

Sincerely,

Manny Ellenis
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Encl.



Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

October 31, 1969

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

Dear Stew:

Here is DCI's report covering our activities on behalf of the Nova Scotia Information Service during the month of October:

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1. Nova Scotia Display

At the request of Henry Gates, interested the First National City Bank in having the new Department of Trade and Industry display in the bank's main lobby at 399 Park Avenue. Forwarded photographs, floor plan, and background material. Tentative date: January 12-23. Perhaps Mr. Ritcey can cut the ribbon.

2. American Association of Business Press Editors:

In my last monthly report we said that we have interested the New York Chapter in sponsoring a Nova Scotia luncheon for which the Hon. Gerald Ritcey might be the main speaker. It seems to us that we could arrange a solid one-two program here in that the AABPE meeting in January is scheduled on or about January 12 with Mr. Ritcey sparkplugging both appearances.

3. Annual Conference of the International Executives Association:

During the month interested IEA's Executive Vice President in inviting the Premier to address one of the three keynote meetings of this annual get-to-gether of top New York foreign trade and investment executives. The conference takes place April 28-29.

4. Nova Scotia Research Press Tour:

DCI spent 3½ man days in Nova Scotia during the month, shepherding a group of U.S. business press editors and bankers on a tour devoted to showing Nova Scotia's excellent research facilities.

Two stories have appeared in Chemical Week and in Ocean Science News and major features are scheduled for Dun's Review and Industrial World.

5. Chicago and New York Investment Luncheons
(more)

Both events produced record highs in quality and quantity of investor-manufacturing guests. DCI worked up guest lists, made all necessary arrangements, distributed press releases and spent 2 man days in Chicago, implenting the luncheon there.

As a result of our effort, a major feature appeared in the leading afternoon paper, Chicago Today.

One reason why we got such a high return on quality is that we added directors of the real estate departments of the largest corporations.

6. DCI "Housewarming Party"

While the Nova Scotian delegation was in New York, DCI tendered a special reception in its new offices to celebrate our expansion and at the same time give the Nova Scotian officials an opportunity to meet with key editors who have become followers of the Province as the result of our intensive promotion. Publications represented included Fortune, New York Times, Business Abroad, London Economist, United Press International and Business International.

7. Fortune:

Rekindled interest in special "Businessman in The News" article on Mr. Jolly of Anil Hardboards with emphasis on the operation's plans to double capacity.

8. World Wide Marketing Horizons:

Worked closely with editor Glenn Garrison on major article in this Pan Am marketing publication distributed world-wide on Nova Scotia. Should be appearing in January.

9. London Daily Mail:

Sent you clipping of favorable tourism piece on Nova Scotia written on suggestion of Jeffrey Blyth of the London Daily Mail, who has visited Nova Scotia as our guest.

10. Fish Protein Concentrate:

Working with Bill Duval, president of Cardinal Proteins, worked out articles in Chemical Engineering Progress and Progresso.

11. West Coast Travel Receptions:

Worked on updating and adding to basic list of San Francisco and Los Angeles area travel editors, tour operators and travel agents.

That's it for October.

Sincerely,

Manny Ellenis
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Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

September 30, 1969

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

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DEPARTMENT OF JUSTICE
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REGISTRATION SECTION

Dear Stew:

Here is a rapid summary of major activities undertaken by DCI during the month of September for the Nova Scotia Information Service:

1. Research Press Tour:

Working closely with NSIS, DCI organized an October press tour devoted to publicizing Nova Scotia's strong position in research. Among the editors accepting our invitation were --

1. Alan Anderson, Time Magazine
2. Joseph Poindexter, Dun's Review
3. Steve Saft, Industrial World
4. Gerard Treich, Chemical Week
5. John Botzum, Ocean Science News
6. John Metcalf, First National City Bank
(and Magazine of Wall Street)
7. Ed Seibert, Commercial and Financial Chronicle
8. Helen Staunton, Publishers Hall Syndicate
9. Anthony Vanderburg, Chase Manhattan Bank
10. Al Bennett, Chemical Bank

2. Christian Science Monitor:

Story which DCI set up with Martin Skala based on interview with president of Cardinal Proteins resulted in major feature story in the September 16 issue.

3. Business Week:

Interested Transportation Editor, Rod Craib in major feature on the Port of Halifax. Arranged for interview with port director Ray March and followed up by sending additional background information. Looks good.
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4. American Association of Business Press Editors:

The AABPE's membership consists of leading U.S. trade publications. The New York Chapter holds monthly meetings. DCI interested the group in a Nova Scotia briefing focusing on specific story possibilities in the province. Hank Lefer, AABPE First Vice President has invited Nova Scotia to furnish a speaker for the January meeting.

5. Tourism Publicity:

As a direct result of the DCI implemented New York tourism press luncheon, Nova Scotia got a number of major stories in the national press during September including:

- . Two tremendous stories in the New York Daily News written by John Hughes, the Travel Editor.
- . A major Fortress Louisbourg piece in the New York Times which subsequently appeared (via the N.Y. Times News Service) in the Philadelphia Sunday Bulletin and the Springfield (Mass.) Republican.

6. Additional Publicity efforts:

Also during the month got good story in Bond Buyer and Transport Topics on Michelin Tires, a major feature in Container World and Traffic World (two stories) on the Port of Halifax.

7. Chicago and New York Investment Luncheons:

Pruned invitation lists for both events but also added names of real estate managers of largest corporations as these executives play a prominent role in plant location.

8. San Francisco and Los Angeles Investment Luncheons:

Began to update invitation lists for travel receptions.

That's it for September.

Sincerely,

Manny Ellenis

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Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

August 31, 1969

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

Dear Stew:

Here is our report for the month of August summarizing our activities on behalf of the Nova Scotia Information Service:

1. Fortune Magazine: Met with associate editor Tom O'Hanlon and proposed an in depth picture portfolio on Nova Scotia. The spread would tell the story of Nova Scotia's past maritime greatness and current plans to restore that greatness. Followed up with lengthy background letter.
2. Business Week: Proposed to Rod Craib, Transportation Editor, feature on Nova Scotia's plans to revitalize the port of Halifax and current plans for Canso. Followed up with comprehensive letter and materials.
3. Business Week: Sent Jane Cutaia, Research Editor, long backgrounder on the "Halifax Process" used to make safe, clean, protein fish concentrate.
4. Christian Science Monitor: Arranged for interview with Marty Skala, CSM New York Business Editor and Bill DuVal, president of Cardinal Proteins Ltd. Interview took place in DCI office on August 28. "Halifax Process" was emphasized.
5. National Real Estate Investor: Placed 1000 word feature on Nova Scotia's industrialization progress. Began gathering background material prior to drafting.
6. Popular Mechanics: Provided Bill Fitzpatrick, Automotive Editor, with additional background information on Michelin Tire plans for Nova Scotia.
7. Sent cover letter inviting feature article on Nova Scotia packaging along with packaging newsletter to Modern Packaging, Modern Plastics, and Food & Drug Packaging.

more

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8. Brides Magazine: As follow-up to recent DCI press conference in New York for Clairtone, sent background material to new products editor on Mini Hi-Fi radio. For shopping column.
9. Container World: Helped out on major feature in September issue which will include plans for the port of Halifax emphasizing container operations.
10. October Science Press Tour: Furnished you with some ideas on itinerary for proposed Oct. 6-9 tour by U.S. science and research editors.
11. Quick Frozen Foods: Provided with specialized information for story on new Halifax container-rail service to Montreal. Article also appeared in Railway Age Weekly.
12. Sent up clippings in Travel Weekly, Daily News, and New York Times. All travel stories.

That's it for August.

Sincerely,

Manny Ellenis

ME:ic
Encl.

(See P. No. IV, Item 14 (a))

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Nova Scotia

7/29/69 - 1/29/70

1969	Total	Fee	Exp.
Aug 4	4782 63	3333 -	1449 63
Sept 29	4280 75	3333 -	947 95
Oct 6	3577 57	3333 -	244 57
¹⁹⁷⁰ Jan 5	8552 99	3333 -	5219 99
19	8153 27	3333 -	4820 27
5	3755 82	3333 -	422 82
	33,103 23	19998 -	13105 23

(See T 7, Item 15 (e))

Nova Scotia

7/7/69 - 1/29/70

(1)

1969	Name	Purpose	Amount
July 7	Diners Club	Hotel + expenses	72 97
11	E.T. Ellenis	Expenses	17 75
	Burrelles	Clippings	114 35
	Print-O-Matic	Photographs	282 48
15	Attention, Inc.	Releases	173 57
	Royal Letter Co.	Printing	33 80
	Western Union	Telegrams	408 20
Aug 18	Ira Furman Co.	Customs - Freight	66 12
22	E.T. Ellenis	Expenses	48 81
Sept 11	Attention, Inc.	Releases	115 65
26	E.T. Ellenis	Expenses	22 75
Oct. 1	"	"	150 -
9	Burrelles	Clippings	46 22
10	Gerard W. Treich	Fare	15 75
22	United Airlines	Fare	107 10
	E.T. Ellenis	Expenses	122 72
28	W.T.C. Freight	Freight	16 50
Nov. 6	J. Hook & Co.	Lobsters	3 150 -
11	F.A. Barnaby	Entertainment	50 -
	Aprons for Industry	Aprons	666 05
	Burrelles	Clippings	124 47
	Attention, Inc.	Release	70 95
	Mail & Media, Inc.	Printing	246 15
	Meyer Label Co.	Labels	96 -
	Prot. Audio Prod.	Projection	47 10
	Wm. Simone	Projectionist	24 -
		Page 1 - Total	6289 26

Nova Scotia

(2)

1969	Name	Purpose	Amount	
Nov. 11	Cannonball, Inc.	Messenger	27	50
20	Ira Furman & Co., Inc.	Customs - Freight	244	74
21	E.T. ELLENIS	Expenses	75	-
25	Evecar, Inc.	Fare	413	70
	E.T. ELLENIS	Expenses	35	39
Dec. 2	Empire State Typewriter ^{Co.}	Typewriter	15	90
12	Aprons for Industry	Aprons	18	30
	" " "	"	48	50
15	Chelsea Engravers	Printing	386	90
	Dunbar Customs Service	Customs	14	15
	Ira Furman & Co., Inc.	Customs - Freight	263	90
	Mail & Media, Inc.	Printing	281	80
	Wide World Photos, Inc.	Photos	106	88
16	Richard Weiner, Inc.	Publication	15	90
17	James Hook & Co.	Lobster	3	150 -
23	Western Union	Telegrams	154	54
	Aprons for Industry	Aprons	44	08
	Audio Photo Service, Inc. of Calif.	Photos	259	25
24	E.T. ELLENIS	Expenses	32	27
	The Los Angeles Biltmore	Hotel	128	10
	Fairmont Hotel & Tower	"	117	98
¹⁹⁷⁰ Jan. 5	Aprons for Industry	Aprons	553	85
6	Tyme Letter Service ^{Corp.}	Printing	135	15
9	Ira Furman & Co., Inc.	Customs - Freight	19	-
	Burrell's	Clippings	145	45
16	Los Angeles Biltmore	Hotel	7	61
		Page - 2 - Total	6 695	84

Nova Scotia

7/7/69 - 1/29/70

(3)

1970	Name	Purpose	Amount	
Jan. 27	Attention, Inc.	Releases	20	86
	James Hook & Co.	Lobsters	367	50
		Pages - 3 - Total	388	36
	Forward	1	62	89 26
	"	"	66	95 84
		TOTAL	13,373	46