

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 1971
(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 No
- (2) Citizenship Yes No
- (3) Occupation Yes No

(b) If an organization:

- (1) Name Yes No
- (2) Ownership or control Yes No
- (3) Branch offices Yes No

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
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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>
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>
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>
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 Industry & Trade, 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 Department of Trade & Industry: see attached monthly activity reports describing our services 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>
(see attached listing of receipts-monies from foreign principal)			

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>
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 disbursement-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.

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? 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.)

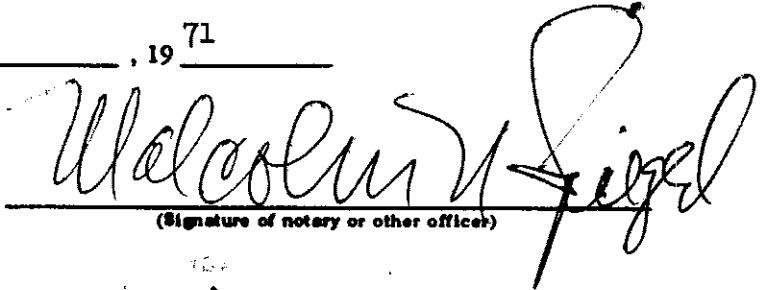


Ted M. Levine, President


Emanuel T. Ellenis, Vice Pres.

Subscribed and sworn to before me at 20 E. 46th Street, New York, N. Y. 10017

this first day of March, 1971



(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.



Development Counsellors International, Ltd.

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

January 31, 1971

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 January covering major highlights of DCI activities on behalf of the Nova Scotia Information Service:

1. National Press Club (Washington, D. C.):

Proposed to you that consideration be given to a "Nova Scotia Night" at the National Press Club featuring Premier Regan as the principal speaker. NPC program chairman, in initial conversation, favored the idea. You recall we held a similar event at the NPC several years ago which was an outstanding success. Washington, D. C., activity would also include a special press luncheon at the NPC for top editors with the Premier as the spokesman.

2. New York Times:

Met with business writer, Douglas W. Cray, and interested him in taking his 1971 summer vacation in Nova Scotia. Such a trip could generate a number of articles as Mr. Cray is also a top freelancer, writing for such magazines as "Signature," and "Barron's."

3. Atlanta Luncheon:

As per your request, checked out Mariott Motor Inn where I have reserved space for the investment luncheon in Atlanta. My two Atlanta contacts, both local editors, told me that the Mariott "is the best place in town" in which to hold a function of this type.

4. Pittsburgh World Trade Council:

This is a branch of the Chamber of Commerce of Greater Pittsburgh. Suggested Premier Regan as one of their headliner luncheon speakers. Got initial favorable reaction and followed up with a backgrounder letter.

5. American Industrial Development Council:

Advised you that DCI would welcome the opportunity to submit Nova

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Scotia literature for AIDC's Annual Literature Competition. In recent years, NSIS has won a number of blue ribbons using this joint approach.

6. Houston Investment Luncheon:

Looked into possibility of investment luncheon in Houston following Atlanta and Dallas luncheons. On-the-spot reaction by my Houston contacts: Good idea---Houston increasingly is becoming a corporate headquarters center.

7. Halicon Ltd. Meeting:

Met in New York with F. H. Howard, president of Halicon, and his Marketing Manager, E. Hare. Discussed possible future promotion projects. Arranged for Halicon to send me new study on distribution center possibilities in Halifax which DCI will publicize in the U.S. Discussed possible July 1 official opening and press arrangements.

8. Todd Maritime Newsletter:

After Mr. Howard reported difficulty in getting on mailing list of this important daily maritime newsletter, DCI made special arrangements for this to be done using our contact with the editor of the publication.

9. Traffic World:

Sent up publicity which appeared on Port of Halifax Day and picture story on new containerport.

10. Chemical Week:

Worked with Tony Piombino and you on Cardinal Protein story. Story will be appearing in February.

11. California Senior Citizen News:

Sent you story in this publication resulting from Los Angeles investment luncheon. Furnished name of editor who is interested in doing a major travel article on Nova Scotia.

12. Defense Transportation:

Ran our story on possibility of Halifax as major distribution center.

13. Industrial Development Report:

Sent Mr. V. Michael Knight, special study by the state of Missouri pointing out relative effectiveness of various industrial development techniques.

14. Nova Scotia Travel Bureau Office in New York:

This has turned out to be a major DCI project. During the month assisted John Bugden of the Travel Bureau in his trip to New York.

Made arrangements for refinishing furniture, ordering and selecting carpets and drapes, installation of telephones, etc. Followed up with all details making special trips to the new travel office to ensure delivery of materials and equipment and to supervise necessary work. Rerouted mail from Dorset to Halifax.

That covers January.

Sincerely,

Manny Ellenis

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Development Counsellors International, Ltd.

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

December 31, 1970

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

Dear Stew

Here is an account of our monthly activities on behalf of the Nova Scotia Information Service and the Department of Trade and Industry for December:

1. National Press Club (Washington, D.C.):

Telephoned George Embrey, Chairman of the "Newsmakers Luncheon" speakers committee and proposed that Premier Regan be invited to address this organization which is the world's largest and most influential press club.

Embrey's initial response was favorable and we followed up with a memorandum explaining why Premier Regan should be invited.

2. New York Times:

Suggested to Assistant Managing Editor, Harrison Salisbury, that Premier Regan be invited to write article for the editorial page of the New York Times on the subject of Anti-Americanism in Canada.

Again, the response was favorable; and we sent you a note outlining the story idea.

3. Business Abroad:

Its November issue featured a major story on Nova Scotia with emphasis on the new containerport in Halifax. This article was written by editor Jack Roach and is a direct result of last summer's press tour to N.S.

4. West Coast Luncheons, Nov. 30 to Dec. 3:

Here are some results and activities:

- The San Francisco Chronicle published a full column on Premier Regan (highly favorable) written by financial editor Sidney Allen following an interview initiated by DCI. The story resulted in a reprint by the Halifax Chronicle Herald and a most favorable cartoon on the editorial page to boot.

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- . As the result of DCI advance work, Mayor Alioto came to the luncheon, made a fine welcoming statement, and presented the Premier and Mr. Nicholson with souvenir silver cable cars.
 - . Both the San Francisco and Los Angeles investment luncheons were well attended and quality was good because of our selective approach.
 - . The two travel receptions generated the best attendance recorded to date and the film, "Artists" was very well received.
 - . West Coast publicity included the following --
 - a. Highly favorable lead editorial in the South Pasadena Review with the headline: Nova Scotia Progresses.
 - b. Photo story taken at the investment luncheon in the Los Angeles Herald Examiner.
 - c. Interview of Premier Regan with the Los Angeles Times.
 - d. Story in the San Francisco Commercial Daily News.
 - e. Article in the Long Beach Independent Press Telegram.
5. Other efforts:
- . Sent release on deep water ports to the U.S. shipping press.
 - . Sent up roster of most profitable U.S. corporations.
 - . Sent you photos of Joe Howard at the Detroit World Trade Club.
 - . Sent you clips of Journal of Commerce story reporting on Mr. Howard's talk in Detroit.
6. Nova Scotia Travel Bureau in New York:

At the request of the Deputy Minister, arranged for moving the Nova Scotia tourism office from the Dorset Hotel to the new space at 45 Rockefeller Plaza. Invested 1½ man days in arranging and personally supervising the move.

That's it for December.

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, 1970

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 major promotional and public affairs activities on behalf of the Nova Scotia Information Service for the month of November:

1. World Trade Club of Detroit, Nov. 19:

DCI arranged for Mr. F. H. Howard, president of Halicon to appear before the World Trade Club of Detroit as guest speaker for the November 19 dinner meeting. Among activities:

- . Arranged for shipment of lobsters and kits to Detroit.
- . Served as liaison between Mr. Howard and the Club, and in the process advised the president of Halicon as to the nature of his remarks.
- . Planned and implemented a morning press conference at the Detroit Press Club attended by 11 editors and three radio stations.
- . Publicity generated to date included major stories in Detroit's two major newspapers:
 - The Detroit News (11/21/70). A four column story with the following banner headline appeared: "Detroit-Halifax Container Link is Proposed."
 - A two column 12 inch long story, written by the business editor, Brian Bragg, appeared in the Detroit Free Press (11/22/70). Headline: "Port Aims At Faster Service."
 - Additional publicity is anticipated in the Windsor Star, Detroit, and various trade journals, so I would say we made a maximum editorial impact on Detroit.

In Addition:

- . DCI spent two man days on the spot in Detroit working out details on the press conference and dinner with Allan Cook of the Nova Scotia Information Service who provided an excellent news release and good photographs.

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- . Approximately 150 Detroit world traders attended the dinner and Mr. Howard was presented with an award by Clinton Hodder, president of the club. DCI arranged for photographs which were serviced in Nova Scotia.

2. West Coast Luncheons, Nov. 30 - Dec. 3:

DCI activities included the following:

- . Handled all RSVPs, head table arrangements, lobster and kit delivery, arrangements with respective hotels, room reservations, ordered photographic assignments, and bagpipers.
- . Arranged for Mayor Joseph Alioto of San Francisco to make an appearance at the investment luncheon in that city.
- . Handled invitations and RSVPs for the two Travel Receptions.
- . Arranged for Premier Regan and Minister of Finance Nicholson to receive silver San Francisco cable car memento which Mayor Alioto was to present to both Nova Scotia officials.
- . Requested Governor Reagan's press secretary that welcoming telegram be sent to Premier Regan in Los Angeles.
- . Scheduled exclusive interviews for the Premier with the San Francisco Chronicle and the Los Angeles Times, the leading newspapers on the American Pacific Coast.
- . Booked the Premier on the Morning Watch TV Show in Los Angeles for December 2nd.
- . Made an approach to the Mid Morning TV Show in Los Angeles.
- . Flew to San Francisco on November 29 to work out the West Coast luncheons with you for the entire week.

3. Material Handling Engineering:

Hank Lefer, who went on the Prince of Fundy press tour, did a one-page photographic feature on the Anil Hardboard plant in Nova Scotia. Circulation: 51,000.

4. Shipping Digest:

Publication's November 16 issue ran long feature on the new Halifax containerport. Story based on Mr. Howard's talk in Chicago. Headline: "Halifax Looks Forward To Container Age."

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5. World Marketing:

This Dun and Bradstreet publication ran a 10 inch two column story, "Investments Up In Canadian Province" which was based on the New York Investment luncheon.

6. International Commerce:

The official publication of the U.S. Department of Commerce ran a photograph of Nova Scotia officials at investment luncheon with Vincent J. Bruno, Director of the World Trade Department of the Commerce and Industry Association of New York.

That's it for November.

Sincerely,

Manny Ellenis

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Development Counsellors International, Ltd.

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

October 31, 1970

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

Dear Stew:

Here is our monthly report covering October outlining in brief the major activities we have undertaken for the Nova Scotia Information Service as well as major results in the realm of publicity.

This is the story:

1. Business Week:

Furnished Rod Craib with follow-up information on the Halifax containerport to encourage second story. You recall he did piece titled, "End Run Around U.S. Ports."

2. Industry Week:

Handled reprints of major spread on Nova Scotia for you. DCI initiated the article written by Tom Rohan and used as key promotional tool at the Chicago and New York luncheons.

3. Distribution Worldwide:

October issue featured a major story on the new Halifax containerport which was initiated by DCI and expedited as the result of editor John McCullough's trip to Halifax.

4. Metalworking News:

Proposed story on turn-around of Sydney Steel under Robert Burns Cameron to associate editor, Buck Gunter. Gunter planning to do the story.

5. Promotional Luncheons:

Handled the following special events in cooperation with you --

- a. New York Investment Luncheon - Oct. 20
- b. Chicago Investment Luncheon - Oct. 22
- c. Chicago Halicon Luncheon - Oct. 23

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All these went off beautifully - well attended, quality audience, professionally executed. Publicity results included:

- . Chicago Tribune - Major story on top of the financial page.
 - . Chicago Today - Seven inch story on financial page.
 - . Journal of Commerce - Lead story on maritime news page.
6. Miami Herald:
- Ran excellent story by Ed Neilan of the Copley News Service, "Halifax Is Filled with Zest and Spirit."
7. United States Information Agency:
- Jim Caravello, who went to Nova Scotia on "Prince of Fundy" press tour, sent me text of two stories he filed for world wide distribution:
- a. Story on the new Lion Ferry service and projected economic impact on Nova Scotia.
 - b. Story on success of Anil Hardboard plant as reflection of good investment climate in the province.
8. World Trade Club of Detroit:
- Began working up media list. Considering a noon luncheon press conference for F.H. Howard in Detroit. Date for dinner is Nov. 19.
9. Chicago Halicon Luncheon Follow-Up:
- Allan Cook's excellent story for Chicago distribution was also sent by DCI to the following publications:
- . Shipping Digest
 - . Container World (photo)
 - . Container News (photo)
 - . Brandon's Shipper & Forwarder
 - . Traffic World
 - . Business Abroad
 - . Shipping Week
 - . Transportation & Distribution Management

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, 1970

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 for the month of September on behalf of the Nova Scotia Information Service:

. NEW YORK TIMES:

Interested editor of new Sunday business column reporting on significant regional developments in North America in doing a piece on Nova Scotia. Planning to meet with him next week.

. WORLD CONSTRUCTION MAGAZINE:

Published major story on the city of Halifax in its September issue. Direct result of Encounter press tour.

. FORTUNE:

Met with Tom O'Hanlon, a Senior Editor, and reviewed several story possibilities, including the major build-up in the Strait of Canso.

. JOURNAL OF COMMERCE:

Interested Charlie Davis in doing a story on the success to date of the Prince of Fundy, particularly in the transportation of truck trailers.

. DUN'S REVIEW:

Profile of Mr. Jolly and Anil Hardboards appeared. Written by Al Butkus who was a member of the recent Prince of Fundy press tour.

. NEW YORK & CHICAGO LUNCHEONS:

Screened guest lists and pared them down to 400 persons apiece as you requested. Sent them up to you. Made arrangements with the hotels, including room reservations. Ordered aprons and coordinated on press kit delivery. Briefed Chicago TV programs on availability of Mr. Ritcey.

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. WEST COAST LUNCHEONS:

Screened the Los Angeles guest list and pruned to 450 names as agreed. Next will work on San Francisco.

. ATLANTA-DALLAS LUNCHEONS:

Arranged for space at the Mariott Motor Inn in Atlanta, as the Regency was sold out by conventions. Also arranged for space in Dallas at the Fairmont. Worked out room reservations. Advised by Atlanta contacts that service at the Mariott is far superior to the Regency Hyatt House.

. NEW YORK NOVA SCOTIA TOURIST OFFICE:

At the request of the Deputy Minister, located four potential sites for the new Nova Scotia Tourist Office in New York City. Went with him to inspect the four sites and he tentatively selected space in Rockefeller Center. Continued to coordinate the leasing process during the month and also assisted in drawing up construction arrangements. Continuing to coordinate with Miss Suellen Gorman at the request of Mr. Knight.

. PORT OF HALIFAX PROMOTION:

- Coordinated closely with Allan Cook of your staff -- arranged for bagpiper etc. to follow successful format of the investment luncheons.
- Reconfirmed invitation of the Detroit World Trade Club for Mr. Howard to address the group November 19.
- Merchandised photograph of straddle carrier to the shipping press. Sent also to the Journal of Commerce for the National Foreign Trade special issue.

. DISTRIBUTION WORLDWIDE:

Publishing major feature on the Port of Halifax in its October issue. Direct result of recent Prince of Fundy press tour.

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, 1970

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 and achievements on behalf of the Nova Scotia Information Service for the month of August:

1. Business Week:

Published major story on recreational pursuits in Nova Scotia in its influential "Personal Business" column. Circulation: 505,000 top U.S. businessmen. Placed by DCI.

2. Fortune:

Published story on G.R. Jolly in its "Businessmen In The News" column. Placed by DCI.

3. National Real Estate Investor:

Ran special feature article by the Minister of Trade and Industry in its August issue. Placed and written by DCI.

4. World Construction Magazine:

Received draft of major piece which editor Henry Modzer will run in September issue. Based on his trip to Halifax to cover Encounter.

5. Nation's Cities:

Editor Ray Bancroft reports his Encounter story will run in the September issue.

6. Maritime Reporter & Engineering News:

Published cover story on the "Prince of Fundy" which was direct result of recent press tour. Arranged by DCI.

7. Container News:

Published two separate stories and photographs on Halifax container port and on the "Prince of Fundy." Arranged by DCI.

more

8. Applaince Manufacturer:

Published lead editorial on the rising port of Halifax in its August issue. Result of recent press tour to which editor Bill Wingstedt was invited.

9. Chemical Week:

Put you in touch with John Rivoire who is coming up to Halifax week of September 6-13 and wants to do several stories while on vacation. Suggested Cardinal Proteins, Strait of Canso.

10. Investment Luncheons:

Began editing guest lists and initiated set up of Dallas and Atlanta luncheons.

11. Inquiry:

Started to assemble background information on Roger Kyes and his company, Marine Transport Corp., as per your request.

12. Nova Scotia Tourist Office in New York:

At direct request of the Deputy Minister of Trade and Industry, looked into new space and came up with specific recommendations. Mr. Knight will evaluate in person in New York on September 14.

13. Hotel Investment Inquiry:

Passed along to the Deputy Minister.

14. Nova Scotia Film Award:

Reported to you that N.S. film, "Ologies and Isms" won first place in Industrial Photography Magazine's "Research and Development" category.

15. Addendum:

- . Butler, Pa. Eagle carried National Geographic News Service story.
- . Shipping Digest ran release on new study which will evaluate N.S. as bulk terminal site.

16. Detroit World Trade Club:

Group accepted DCI's suggestion that Mr. Howard of Halicon address its November 19 meeting.

Another good month.

Sincerely,

Manny Ellenis
ME:ic Encl.

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Nova Scotia

MAR 3 - 4 25 PM '71 / 70 - 1/29/71

1970	1971	REGISTRATION SECTION	Fee	Exp
Aug 15		4 333 17	3 333 -	1000 17
Sep 18		3 817 67	3 333 -	484 67
Nov 9		5 300 58	3 333 -	1967 58
Dec 7		3 507 31	3 333 -	176 31
<u>1971</u>				
Jan 27		7 511 88	3 333 -	4 178 88
		24,472 61	16,665 -	7807 61

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MAR 3 4 25 PM '71

REGISTRATION SECTION 1/19/71

Nova Scotia

1.

1970	Name	Purpose	Amount
Aug 7	Print. O-Matic	Photographs	8 22
14	The Financial Post	Publication	14 15
	Industry Week	"	15 -
	Watson Publication	"	9 -
	Ted M. Levine	Expense	11 10
18	Ted M. Levine	"	5 20
31	World Trade Writers	Publication	10 -
Sept. 2	Emanuel T. Ellenis	Expense	39 82
4	Todd Photoprint	Photoprint	7 49
17	Emanuel T. Ellenis	Expense	1 -
Oct. 9	Emanuel T. Ellenis	"	18 95
	Attention, Inc.	Releases	18 -
	Industry Week	Advertising	1500 -
	Meyer Label	Labels	104 40
	Burrelle's Press Clipping	Press Clips	177 23
13	Ira Furman & Co., Inc.	Customs & Freight	51 96
	Todd Photoprint	Photoprint	191 -
	WTC Air Freight	Freight	12 15
9	Type Letter Service	Printing	11 76
	Todd Photoprint	Photoprint	109 02
19	Emanuel T. Ellenis	Expense	150 -
23	Aprons for Industry	Aprons	1596 -
	Evecar	Fare	112 -
	Ira Furman & Co., Inc.	Customs & Freight	27 08
	Chronicle Herald	Publication	25 -
		Page 1 - Total	11 044 44
			Fwd.

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1/29/70 - 1/29/71

Nova Scotia

2

REGISTRATION SECTION

1970	Name	Purpose	Amount
Oct. 26	James Hook Co.	LOBSTERS	2 152 50
30	Ted M. Levine	Expense	2 80
Nov. 2	Evecar, Inc.	Fare	253 52
3	Attention, Inc.	Releases	10 85
4	Cannonball Speedline	Transportation	31 25
	Duke Hotel	Lodgings	114 99
	Ira Turman Co.	Customs & Freight	52 50
	Rapid Paper Service	Freight	9 -
	Todd Photoprint	Photoprint	8 82
	Type Letter Service	Printing	43 46
6	Century Letter	"	60 -
	Emanuel T. Ellenis	Expense	43 46
	Franklyn A. Barnaby	Musician	50 -
14	Ira Turman Co.	Customs & Freight	25 14
	WTC Air Freight	Freight	33 57
	Emanuel T. Ellenis	Expense	46 55
Dec. 2	James Hook Co.	LOBSTERS	52 50
4	Ted M. Levine	Expense	28 35
	Chelsea Engravers	Printing	342 91
	Emeroy Air Freight	Freight	30 49
	Evecar, Inc.	Fare	341 -
	Ira Turman Co.	Customs & Freight	110 45
	King Color Injection Service	Photography	89 04
	Print-O-Matic	Printing	11 72
	Type Letter Service	"	79 50
		Page 2 - Total	4,035 37
			Fwd.

Nova Scotia

7/29/70 - 1/29/71

3.

1970	Name	Purpose	Amount
Dec. 4	WTC Air Freight	Freight	100 68
	Wide World Photos Inc.	Photos	63 60
	York Directions	Photostats	5 20
9	Lea Forman Co.	Customs - Freight	5 -
	James Hook Co.	Labsters	2 50 -
18	Century Letter	Printing	151 51
	Fairmont Hotel Tower	Lodging	112 02
30	Emmanuel T. Ellis	Expense	16 75
	Diners Club	Travel Expense	21 42
<u>1971</u>			
Jan 11	Emmanuel T. Ellis	Expense	5 36
12	Cannardall Inc.	Freight	32 50
	The Biltmore Hotel	Lodging	149 35
	Drown's Reproductions	Photoprint	21 20
	Burton's Press Clipping	Clippings	147 76
	Chilton, Inc.	Publication	137 61
	Lea Forman Co.	Customs - Freight	22 50
	Type Letter	Printing	93 28
	Wide World Photos	Photos	180 40
17	Emmanuel T. Ellis	Expense	17 25
12	Morgan Bros. Amputation Store	Moving	335 26
	Mill Outlet Stores Inc.	Interior Decoration	187 24
	Kaufman Carpet	Floor Covering	982 66
	Millie's Inn	Expense	10 80
		Page 3 - Total	5,299 35
		1	4,040 24
	Forward	2	4,035 37
		TOTAL	13,379 16