

For Six Month Period Ending AUG 28 1998

(Insert date)

I - REGISTRANT

1. (a) Name of Registrant GOV'T OF DUBAI (b) Registration No. 4217
DEPT. OF TOURISM & COMMERCE MKTG.

(c) Business Address(es) of Registrant
SUITE 1950
8 PENN CENTER
PHILADELPHIA, PA 19103

2. 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 ☒

(c) Explain fully all changes, if any, indicated in items (a) and (b) above.

PREVIOUS REGISTRANT MARIAN FLORENCE
HAS LEFT COMPANY

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, AND 5(a).

3. If you have previously filed Exhibit C¹, 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.

029305

CRM/ISS/REGISTRATION UNIT
98 SEP 14 11:12:50

¹ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (a waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

4. (a) 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
MARIAN FLORENCE	MANAGER	7-21-98

- (b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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5. (a) Has any person named in item 4(b) rendered services directly in furtherance of the interests of any foreign principal? Yes ☐ No ☒

If yes, identify each such person and describe his service.

- (b) Have any employee or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting? Yes ☒ No ☐

If yes, furnish the following information:

Name	Position or connection	Date terminated
MARIAN FLORENCE	MANAGER	7-21-98

- (c) During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(c) of the supplemental statement? Yes ☒ No ☐

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

II - FOREIGN PRINCIPAL

7. 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

8. Have you acquired any new foreign principal² during this 6 month reporting period?

Yes ☐No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

9. In addition to those named in Items 7 and 8, if any, list foreign principals² whom you continued to represent during the 6 month reporting period.

DUBAI DEPT. OF TOURISM & COMMERCE MKTG.
JEBEL ALI FREE ZONE AUTHORITY

10. EXHIBITS A AND B

(a) Have you filed for each of the newly acquired foreign principals in Item 8 the following:

Exhibit A³ Yes ☒ No ☐

Exhibit B⁴ Yes ☒ No ☐

If no, please attach the required exhibit.

(b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☒

If no, please attach the required amendment.

² The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual 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(s) (9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

³ The Exhibit A, which is filed on form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

⁴ The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

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 7, 8, and 9 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

FOR BOTH PRINCIPLES IN ITEM 9 WE HAVE PROVIDED
GENERAL MKTG & DIRECT MAIL DISTRIBUTION OF
COMMERCE & TOURISM MATERIAL
SEE ATTACHED ACTIVITY REPORTS

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity⁵ 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.

SEE ATTACHED ACTIVITY REPORTS

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.

⁵ The term "political activities" means any activity that the person engaging in believes will, or that the person intends to, in any 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 political or public interests, policies, or relations of a government, 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 7, 8, and 9 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 no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies⁶

Date	From Whom	Purpose	Amount
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ALL MONIES REC'D WERE FOR DIRECT OFFICE
REIMBURSEMENT EXPENSES AND EMPLOYEE
COMPENSATION W/ ACTIVITIES WHICH
REQUIRE REGISTRATION

SEE ATTACHED LEDGER

\$463,530.76
Total

(b) RECEIPTS - FUND RAISING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fund raising campaign⁷, any money on behalf of any foreign principal named in items 7, 8, and 9 of this statement? Yes ☐ No ☒

If yes, have you filed an Exhibit D to your registration? Yes ☐ No ☐

If yes, indicate the date the Exhibit D was filed. Date _____

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, and 9 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:

Name of foreign principal	Date received	Description of thing of value	Purpose
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^{6, 7} 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).)

⁸ An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fund raising campaign and transmitted for a foreign principal.

⁹ 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 named in Items 7, 8, and 9 of this statement? Yes ☒ No ☐(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

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.

Date	To Whom	Purpose	Amount
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FOR NORMAL OPERATING EXPENSES
 SEE ATTACHED LEDGERS DETAILING
 VENDORS, SUPPLIERS, ETC. + CORRESPONDING
 EXPENSES

393,061.35

Total

(b) DISBURSEMENTS-THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value¹⁰ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, and 9 of this statement?

Yes ☐No ☒

If yes, furnish the following information:

Date disposed	Name of person to whom given	On behalf of what foreign principal	Description of thing of value	Purpose
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(c) DISBURSEMENTS-POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value¹¹ 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:

Date	Amount or thing of value	Name of political organization	Name of candidate
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10, 11 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.

V - INFORMATIONAL MATERIALS

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials¹²?
 Yes ☒ No ☐

IF YES, RESPOND TO THE REMAINING ITEMS IN SECTION V.

17. Identify each such foreign principal.

DUBAI DEPT. OF TOURISM & COMMERCE MKTG
 JEBEL ALI FREE ZONE AUTHORITY

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 informational materials? Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of informational materials include the use of any of the following:

- | | | | |
|---|--|---|--|
| ☐ Radio or TV broadcasts | ☒ Magazine or newspaper articles | ☐ Motion picture films | ☒ Letters or telegrams |
| ☒ Advertising campaigns | ☒ Press releases | ☒ Pamphlets or other publications | ☒ Lectures or speeches |
| ☐ Other (specify) _____ | | | |

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials among any of the following groups:

- | | | |
|---|--|--|
| ☐ Public Officials | ☒ Newspapers | ☒ Libraries |
| ☐ Legislators | ☒ Editors | ☒ Educational institutions |
| ☒ Government agencies | ☒ Civic groups or associations | ☐ Nationality groups |
| ☐ Other (specify) _____ | | |

21. What language was used in the informational materials:

☒ English ☐ Other (specify) _____

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes ☒ No ☐

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act? Yes ☒ No ☐

¹² The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4(b) of the Act.

UNITED STATES DEPARTMENT OF JUSTICE
FARA REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your Supplemental Statement:

1. Is your answer to Item 16 of Section V (Informational Materials - page 8 of Form CRM-154, formerly Form OBD-64-Supplemental Statement):

YES or NO

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

YES or NO

(If your answer to question 2 is "yes" please forward for our review copies of all material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

Charles S. Cleary
Signature

9-3-98
Date

CHARLES S. CLEARY
Please type or print name of
signatory on the line above

DIRECTOR N.A.
Title

029306

98 SEP 14 PM 12:50
FARA REGISTRATION UNIT

Date _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

lo: 008-98 P. 3

Date: 21 August, 1998

Opening balance Imprest as of (Date): 21 August, 1998

\$38,561.81

Reimbursement Received during the Month:

Total Imprest:

\$38,561.81

Expenses during the current period (Details below):

\$22,345.64

Balance available as of (Date): 21 August, 1998

\$16,216.17

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
21/8/98	430-8	7403	United Parcel Service-courier service	Philadelphia	74.75	
				LA	12.00	86.75
21/8/98	431-8	7404	Your Choice Coffee		82.93	82.93
21/8/98	432-8	7405	Martin International-space & booth	Business World Exhibition	2,379.83	2,379.83
21/8/98	433-8	7406	DHL-courier service	Dallas Commerce Mktg Visit	82.40	82.40
21/8/98	434-8	7407	Peter G. Streng-exp. acct.		83.42	83.42
21/8/98	435-8	7408	Peter G. Streng-exp. acct.	Malaysia Airlines Recept./Meets	994.03	994.03
21/8/98	436-8	7409	Pauline Berge-exp. acct.	Malaysia Airlines Recept./Meets	248.38	248.38
21/8/98	437-8	7410	United States Postal Service-re-order postage for off machine		2,000.00	2,000.00
21/8/98	438-8		US Office-x-fer fees (reimb PR Aug 4 & 18'98)		20.00	20.00
21/8/98	439-8		US Office-x-fer fees(reimb. RFP 007-98)		40.00	40.00
21/8/98	440-8	7411	Independence Blue Cross-medical ins. Sept.		2,019.48	2,019.48
21/8/98	441-8	7412	Staples Business Advantage-off. supplies		111.55	111.55
21/8/98	442-8	Deposit	Marian C. Florence-reimb med. ins for August		(483.43)	(483.43)
21/8/98	443-8	Deposit	Pauline C. Berge-re-pay cash advance		(500.00)	(500.00)
21/8/98	444-8	7413	FARA Registration Unit-justice dept 6 months report		305.00	305.00
21/8/98	445-8	7414	Pauline Berge-exp. acct.		75.00	75.00
21/8/98	446-8	7415	Federal Express-courier service		811.97	811.97

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

8-21-98

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE

REQUEST FOR PAYMENT

Jo: 008-98 P. 2

Date: 21 August, 1998

Opening balance Imprest as of (Date): 21 August, 1998

\$38,561.81

Reimbursement Received during the Month:

Total Imprest:

\$38,561.81

Expenses during the current period (Details below):

\$22,345.64

Balance available as of (Date): 21 August, 1998

\$16,216.17

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
21/8/98	415-8	7379	Lexus Financial Services-co car payment	August	466.58	
			-late payment		23.33	489.91
21/8/98	416-8	7389	Staples, Inc.-office furniture	PCB	884.06	884.06
21/8/98	417-8	7390	Staples, Inc.-office supplies		12.85	12.85
21/8/98	418-8	7391	Replica-printing for lables		241.02	241.02
21/8/98	419-8	7392	Barthco Internqtional, Inc.		339.00	339.00
21/8/98	420-8	7393	Aries Limousine Service-PCB		102.75	102.75
21/8/98	421-8	7394	Wittel-repair telephones in office		160.50	160.50
21/8/98	422-8	7395	Bell Atlantic-Pa-home fax phone		313.48	313.48
21/8/98	423-8	7396	Bell Atlantic-PA-local phone chgs.		341.14	341.14
21/8/98	424-8	7397	United Parcel Service-courier service	Philadelphia	139.50	
				LA	59.75	199.25
21/8/98	425-8	7398	Barthco International, Inc.		26.10	26.10
21/8/98	426-8	7399	Comcast Metrophone-co. car cellular phone		763.70	763.70
21/8/98	427-8	7400	United Parcel Service-courier service		22.25	22.25
21/8/98	428-8	7401	Pyramid ClubPyramid Club-August dues		115.00	
			-late chgs.		12.65	127.65
21/8/98	429-8	7402	Pitney Bowes-postage meter rental		298.50	
			-reset chgs.		38.00	
			-taxes		20.90	357.40

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

8-21-98

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 008-98

Date: 21 August, 1998

Opening balance Imprest as of (Date): 21 August, 1998

\$38,561.81

Reimbursement Received during the Month:

Total Imprest:

\$38,561.81

Expenses during the current period (Details below):

\$22,345.64

Balance available as of (Date): 21 August, 1998

\$16,216.17

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
28/7/98	397-8	7358	PA U. C. Fund-employer contrib. 2nd qtr. tax		224.42	224.42
31/7/98	398-8	7365	Pauline Berge-cash advance	Marketing trip New York	200.00	200.00
4/8/98	399-8	7366	Donna Gonzalez-exp. acct.		92.00	92.00
3/8/98	400-8	7367	Charles S. Heath-exp. acct.		2,800.78	2,800.78
3/8/98	401-8	7368	Charles S. Heath-exp. acct.		557.69	557.69
10/8/98	402-8	7369	Mark A. Rohrback, Sr.-repair front door		195.00	195.00
10/8/98	403-8	7370	CICA-dental insurance for staff	Pd. 7-1-98 to 10-1-98	1,047.88	1,047.88
18/8/98	404-8	Void 7340	ASTA-PCB will not become member	ASTA	(395.00)	(395.00)
18/8/98	405-8	7378	The Ohio Casualty Group-bus&auto ins	partical payment	202.82	202.82
21/8/98	406-8	7380	Pauline Berge-exp. acct.		161.00	161.00
21/8/98	407-8	7381	Pauline Berge-exp. acct.	San Diego & LA MPI	193.61	193.61
21/8/98	408-8	7382	Pauline Berge-exp. acct.	New York Mkt. Visit	1,661.78	1,661.78
21/8/98	409-8	7383	Pauline Berge-exp. acct.	Philadelphia-MPI	53.00	53.00
21/8/98	410-8	7384	Pauline Berge-exp. acct.		34.00	34.00
21/8/98	411-8	7385	Peter G. Streng-exp. acct.	ASTA	250.00	250.00
21/8/98	412-8	7386	Peter G. Streng-exp. acct.	MPI	621.40	621.40
21/8/98	413-8	7387	Peter G. Streng-exp. acct.		113.50	113.50
21/8/98	414-8	7388	Peter G. Streng-exp. acct.	Malaysia airlines reception	497.00	497.00

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

o: 018 PR8

Date: 18 August, 1998

Opening balance Imprest as of (Date): 18 August, 1998

(57,188.72)

Reimbursement Received during the Month: RFP 007-98

104,841.44

Total Imprest:

\$47,652.72

Expenses during the current period (Details below):

\$9,090.91

Balance available as of (Date): 18 August, 1998

\$38,561.81

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
18/8/98			CSH Net Pay		2,700.00	2,700.00
18/8/98			PGS Net Pay		1,356.98	1,356.98
18/8/98			DMG Net Pay		740.68	740.68
18/8/98			HSJ Net Pay		623.08	623.08
18/8/98			PWK Net Pay		785.40	785.40
18/8/98		EFTPS	Core States Bank			
			Federal Withholding Tax		990.84	
			FICA		523.27	
			Medicare		127.75	
			Employer FICA		523.27	
			Employer Medicare		127.75	2,292.88
18/8/98			PA Withholding Tax		236.31	236.31
			Philadelphia Withholding Tax		355.58	355.58
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

9,090.91

Requested by:

Date 8-18-98

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

'o: 017 PR8

Date: 4 August, 1998

Opening balance Imprest as of (Date): 4 August, 1998

(66,279.63)

Reimbursement Received during the Month: PR 4 & 18 August '98

19,226.24

Total Imprest:

(47,053.39)

Expenses during the current period (Details below):

\$10,135.33

Balance available as of (Date): 4 August, 1998

(57,188.72)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
4/8/98		7359	CSH Net Pay		2,700.00	2,700.00
4/8/98		7360	PGS Net Pay		1,356.98	1,356.98
4/8/98		7361	DMG Net Pay		740.68	740.68
21/7/98	vac. ck.	7278	MCF Net Pay		720.63	720.63
4/8/98		7362	HSJ Net Pay		623.08	623.08
4/8/98		7363	PWK Net Pay		785.40	785.40
4/8/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,099.48	
			FICA		583.42	
			Medicare		141.82	
			Employer FICA		583.42	
			Employer Medicare		141.82	2,549.96
4/8/98		7364	PA Withholding Tax		263.48	263.48
			Philadelphia Withholding Tax		395.12	395.12
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,135.33

Requested by: 

Date: 8-4-98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

lo: 007-98 P. 7

Date: 24 July, 1998

Opening balance Imprest as of (Date): 24 July, 1998

\$38,561.81

Reimbursement Received during the Month:

Total Imprest:

\$38,561.81

Expenses during the current period (Details below):

\$104,841.44

Balance available as of (Date): 24 July, 1998

(\$66,279.63)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
24/7/98	386-8	7355	Staples, Inc.		403.69	403.69
24/7/98	387-8	7356	Staples, Inc.		61.82	61.82
24/7/98	388-8	7357	United Parcel Service-courier service		76.50	76.50
24/7/98	389-8	Deposit	Donna M. Gonzalez-per. chgs.		(15.60)	(15.60)
24/7/98	390-8	Deposit	Priscilla W. Kneringer-per. chgs.		(14.43)	(14.43)
24/7/98	391-8	Deposit	Peter G. Streng-per. chgs.		(8.67)	(8.67)
24/7/98	392-8	Deposit	Marian C. Florence-per. chgs.		(54.85)	(54.85)
24/7/98	393-8	Deposit	Heather S. Jones-per. chgs.		(78.53)	(78.53)
24/7/98	394-8	Deposit	Charles S. Heath-repay cash advance		(5,000.00)	(5,000.00)
24/7/98	395-8	Deposit	Marian C. Florence-repay cash advance		(500.00)	(500.00)
24/7/98	396-8	Deposit	Marian C. Florence-per. chgs.		(7.49)	(7.49)

TOTAL REIMBURSEMENT REQUESTED

104,841.44

Requested by: 

Date: 7-24-98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 007-98 P. 6

Date: 24 July, 1998

Opening balance Imprest as of (Date): 24 July, 1998

\$38,561.81

Reimbursement Received during the Month:

Total Imprest:

\$38,561.81

Expenses during the current period (Details below):

\$104,841.44

Balance available as of (Date): 24 July, 1998

(\$66,279.63)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
27/7/98	370-8	7339	UBM Computer Center		287.83	287.83
24/7/98	371-8	7340	ASTA-membership PB		395.00	395.00
24/7/98	372-8	7341	Reed Exhibition Companies-exhibit space	American Travel Market	2,650.00	2,650.00
24/7/98	373-8	7342	United Parcel Service-courier service	Philadelphia Office	120.90	120.90
24/7/98	374-8	7343	Ikon Office Solutions-monthly fee		109.14	109.14
24/7/98	375-8	7344	Federal Express-courier service		86.69	86.69
24/7/98	376-8	7345	Your Choice Coffee-7-15-98		26.63	26.63
24/7/98	377-8	7346	TCB Display Inc.-freight etc. chgs.		75.00	75.00
24/7/98	378-8	7347	Seatrade Cruise Shipping Convention		18,270.00	18,270.00
24/7/98	379-8	7348	Bell Atlantic Mobile-mobile phone chgs.		575.05	575.05
24/7/98	380-8	7349	Barthco International, Inc.		38.00	38.00
24/7/98	381-8	7350	Federal Express-courier service		28.50	28.50
24/7/98	382-8	7351	Hatfield Philips, Inc.-rent August		3,528.56	
			-electric		240.80	
			-U&O		120.35	
			-three keys for office		7.50	3,897.21
24/7/98	383-8	7352	Independence Blue Cross-med. ins. for staff		2,019.48	2,019.48
24/7/98	384-8	7353	Canon		97.32	97.32
24/7/98	385-8	7354	AT&T-long distance phone calls		807.28	807.28

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 007-98 P. 5

Date: 24 Julu, 1998

Opening balance Imprest as of (Date): 24 July, 1998

\$38,561.81

Reimbursement Received during the Month:

Total Imprest:

\$38,561.81

Expenses during the current period (Details below):

\$104,841.44

Balance available as of (Date): 24 July, 1998

(\$66,279.63)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
24/7/98	354-8	7324	Federal Express-courier service		12.50	12.50
24/7/98	355-8	7325	Federal Express-courier service		259.29	259.29
24/7/98	356-8	7326	AT & T-long distance phone service		931.09	931.09
24/7/98	357-8	7327	Pauline Berge-exp. acct.		75.50	75.50
24/7/98	358-8	7328	United Parcel Service-courier service		109.50	109.50
24/7/98	359-8	7329	Comcast Metrophone-cellular phone charges		409.74	409.74
24/7/98	360-8	7330	Staples, Inc.		480.43	480.43
24/7/98	361-8	7331	Replica		483.00	483.00
24/7/98	362-8	7332	Pauline Berge-exp. acct.	Dubai Trip	685.86	685.86
24/7/98	363-8	7333	Pyramid Club-July dues		115.00	
			-late charges		11.50	126.50
24/7/98	364-8		U.S. Office-x-fer fees (reimb. RFP 006-98, 7&21 July PR & Retro PR)		20.00	20.00
24/7/98	365-8	7334	Staples, Inc.		259.87	259.87
24/7/98	366-8	7335	Your Choice Coffee-7-1-98		52.15	52.15
24/7/98	367-8	7336	United Parcel Service-courier serv.	Dallas Trip	328.75	
				Philadelphia Office	103.00	431.75
24/7/98	368-8	7337	Bell Atlantic -PA-local phone calls		325.13	325.13
24/7/98	369-8	7338	Your Choice Coffee-6-17-98		52.15	52.15

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

lo: 007-98 P. 4

Date: 24 July, 1998

Opening balance Imprest as of (Date): 24 July, 1998

\$38,561.81

Reimbursement Received during the Month:

Total Imprest:

\$38,561.81

Expenses during the current period (Details below):

\$104,841.44

Balance available as of (Date): 24 July, 1998

(\$66,279.63)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
21/7/98	336-8	7279	Marian C. Florence-exp. acct.		27.89	27.89
22/7/98	337-8	7280	Peter G. Streng-cash advance		4,000.00	4,000.00
22/7/98	338-8	7281	United States Postal Service-re-order postage for machine		1,000.00	1,000.00
24/7/98	339-8	7309	Peter G. Streng-exp. acct.		12.00	12.00
24/7/98	340-8	7310	Peter G. Streng-exp. acct.	San Diego/Los Angeles	1,330.91	1,330.91
24/7/98	341-8	7311	Peter G. Streng-exp. acct.		187.00	187.00
24/7/98	342-8	7312	Peter G. Streng-exp. acct.	ASTA '98 Registration	239.00	239.00
24/7/98	343-8	7313	Peter G. Streng-exp. acct.	Discover Dubai	734.90	734.90
24/7/98	344-8	7314	Peter G. Streng-exp. acct.		114.00	114.00
24/7/98	345-8	7315	Peter G. Streng-exp. acct.		5.35	5.35
24/7/98	346-8	7316	Peter G. Streng-exp. acct.		184.00	184.00
24/7/98	347-8	7317	Peter G. Streng-exp. acct.	ASTA '98 Exhibit space	9,000.00	9,000.00
24/7/98	348-8	7318	Peter G. Streng-exp. acct.	MPI World Education Congress	8,859.97	8,859.97
24/7/98	349-8	7319	National Premium Incentive Show	ITME	1,675.00	1,675.00
24/7/98	350-8	7320	Replica	IFE Chicago	53.23	53.23
24/7/98	351-8	7321	Your Choice Coffee		66.93	66.93
24/7/98	352-8	7322	Bell Atlantic-PA-home fax machine 215/794-3368 May		227.25	227.25
24/7/98	353-8	7323	Bell Atlantic-PA-home fax machine 215/794-3368 June		270.01	270.01

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

7-24-98

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 007-98 P. 3

Date: 24 July, 1998

Opening balance Imprest as of (Date): 24 July, 1998

\$38,561.81

Reimbursement Received during the Month:

Total Imprest:

\$38,561.81

Expenses during the current period (Details below):

\$104,841.44

Balance available as of (Date): 24 July, 1998

(\$66,279.63)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
17/7/98	319-8	7297	United Parcel Service-courier service	LA - brochures	458.50	
				Philadelphia Office	82.25	540.75
17/7/98	320-8		U.S. Office-x-fer fee (reimb. PR 9&23 June)		20.00	20.00
17/7/98	321-8	7298	Comcast Metrophone-cellular phone chgs.		617.94	617.94
17/7/98	322-8	7299	Pyramid Club-June dues		115.00	115.00
17/7/98	323-8	7300	United Parcel Service-courier service	Philadelphia Office	85.75	85.75
17/7/98	324-8	7301	Aries Limousine Service-PB		102.75	102.75
17/7/98	325-8	7302	Barthco International, Inc.		289.19	289.19
17/7/98	326-8	7303	Barthco International, Inc.		105.00	105.00
17/7/98	327-8	7304	Barthco International, Inc.		185.96	185.96
17/7/98	328-8	7305	Staples, Inc.		173.35	173.35
17/7/98	329-8	7306	United Parcel Service-courier service		11.00	11.00
17/7/98	330-8	7307	United Parcel Service-courier service		52.50	52.50
17/7/98	331-8	7308	Aries Limousine Service-CSH	Dubai Trip	114.75	114.75
20/7/98	332-8	7274	Marian C. Florence-exp. acct.	Dallas	1,361.95	1,361.95
20/7/98	333-8	7275	Marian C. Florence-exp. acct.		60.00	60.00
20/7/98	334-8	7276	Marian C. Florence-exp. acct.	Los Angeles	2,598.97	2,598.97
20/7/98	335-8	7277	PAMPI-Pauline Berge	MPI Golf Networking Tournament	125.00	125.00

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 007-98 P. 2

Date: 24 July, 1998

Opening balance Imprest as of (Date): 24 July, 1998

\$38,561.81

Reimbursement Received during the Month:

Total Imprest:

\$38,561.81

Expenses during the current period (Details below):

\$104,841.44

Balance available as of (Date): 24 July, 1998

(\$66,279.63)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
17/7/98	303-8	7282	United Parcel Service-courier service	Dallas Commerce show	271.00	
				Phila. Office	299.25	570.25
17/7/98	304-8	7283	Replica-'99 Shopping Festival labels		1,095.68	1,095.68
17/7/98	305-8	7284	Aries Limousine Service-CSH	Dubai Trip	114.75	
			-PCB	Dubai Trip	162.75	277.50
17/7/98	306-8	7285	Lexus Financial Services-July co. car lease pay.		466.58	466.58
7/7/98	307-8	7286	Replica-printing envelopes		694.43	694.43
17/7/98	308-8	7273	Marian C. Florence-exp. acct.		94.04	94.04
17/7/98	309-8	7287	Donna M. Gonzalez-exp. acct.		142.00	142.00
17/7/98	310-8	7288	All American Life Insurance Co.-life ins. staff		713.90	713.90
17/7/98	311-8	7289	Paul Revere Insurance Group-semi-annual disab.ins. for staff		3,923.45	3,923.45
17/7/98	312-8	7290	Parkway Corporation-co. car parking August		210.00	210.00
17/7/98	313-8	7291	The Ohio Casualty Group-business & auto ins. partical payment		604.46	604.46
17/7/98	314-8	7292	General Accident Insurance-CSH renewal		150.00	150.00
17/7/98	315-8	7293	Bell Atlantic-PA-local phone calls 715-9750		320.82	320.82
17/7/98	316-8	7294	Bell Atlantic Mobile-mobile phone charges		487.56	487.56
17/7/98	317-8	7295	Bright Sign Co., Inc.-prints Seatrade Convention '98		6,407.16	6,407.16
17/7/98	318-8	7296	Ikon Office Solutions-copy machine fee		109.14	109.14

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 007-98

Date: 24 July, 1998

Opening balance Imprest as of (Date): 24 July, 1998

\$38,561.81

Reimbursement Received during the Month:

Total Imprest:

\$38,561.81

Expenses during the current period (Details below):

\$104,841.44

Balance available as of (Date): 24 July, 1998

(\$66,279.63)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
8/5/98	235-8	7162	Charles S. Heath-cash advance		5,000.00	5,000.00
17/6/98	287-8	7232	Charles S. Heath-exp. acct.	Inward Mission Dubai	2,822.47	2,822.47
17/6/98	288-8	7233	Charles S. Heath-exp. acct.		587.72	587.72
24/6/98	289-8	7234	Charles S. Heath-exp. acct.		1,310.68	1,310.68
1/7/98	290-8	7247	Peter G. Streng-exp. acct.	Internat'l Franchise Expo-Chicago	1,857.36	1,857.36
1/7/98	291-8	7248	Peter G. Streng-exp. acct.	Ritz Carlton Dubai Launch Recpt.	746.04	746.04
7/98	292-8	7249	Peter G. Streng-exp. acct.		27.03	27.03
1/7/98	293-8	7250	Peter G. Streng-exp. acct.		60.00	60.00
1/7/98	294-8	7251	Peter G. Streng-exp. acct.		142.00	142.00
1/7/98	295-8	7252	Peter G. Streng-exp. acct.		1,796.00	1,796.00
7/7/98	296-8	7253	Pauline Berge-cash advance.	MPI (WEC) San Diego	300.00	300.00
7/7/98	297-8	7254	MPI-membership transfer fee		75.00	75.00
10/7/98	298-8	7255	Hatfield Philips, Inc.-rent		3,528.56	3,528.56
			-U&O		120.35	120.35
			-electric		244.45	244.45
10/7/98	299-8	7256	Independence Blue Cross-July medical insurance		2,019.48	2,019.48
10/7/98	300-8	7257	Lexus Financial Services-co. car lease pay. June		466.58	466.58
10/7/98	301-8	7258	Parkway Corporation-monthly fee parking co. car		210.00	210.00
14/7/98	302-8	7259	Charles S. Heath-exp. acct.	Relocation of new staff PB	3,652.52	3,652.52

TOTAL REIMBURSEMENT REQUESTED

Requested by: PMR

Approved by: CPB

Date 7-24-98

Date _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 016 PR8

Date: 21 July, 1998

Opening balance Imprest as of (Date): 21 July, 1998

(\$1,445.87)

Reimbursement Received during the Month: RFP006-98

26,408.22

PR 7 & 21 July & Retro PR

24,182.40

Total Imprest:

\$49,144.75

Expenses during the current period (Details below):

\$10,582.94

Balance available as of (Date): 21 July, 1998

\$38,561.81

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
7/21/98		7260	CSH Net Pay		2,700.00	2,700.00
7/21/98		7267	PGS Net Pay		1,335.62	1,335.62
7/21/98		7268	DMG Net Pay		730.08	730.08
7/21/98		7269	MCF Net Pay		1,014.06	1,014.06
7/21/98		7270	HSJ Net Pay		612.36	612.36
7/21/98		7271	PWK Net Pay		771.54	771.54
7/21/98			Core States Bank			
			Federal Withholding Tax		1,145.96	
			FICA		609.20	
			Medicare		147.85	
			Employer FICA		609.20	
			Employer Medicare		147.85	2,660.06
7/21/98		7266	PA Withholding Tax		275.12	275.12
			Difference retro Philadelphia tax		72.04	
			Philadelphia Withholding Tax		412.06	484.10
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,582.94

Requested by: 

Date: 7-21-98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 015 PR8

Date: 7 July, 1998

Opening balance Imprest as of (Date): 7 July, 1998

\$9,137.07

Reimbursement Received during the Month:

Total Imprest:

\$9,137.07

Expenses during the current period (Details below):

\$10,582.94

Balance available as of (Date): 7 July, 1998

(\$1,445.87)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
7/7/98		7240	CSH Net Pay		2,700.00	2,700.00
7/7/98		7241	PGS Net Pay		1,356.98	1,356.98
7/7/98		7242	DMG Net Pay		740.68	740.68
7/7/98		7243	MCF Net Pay		1,029.56	1,029.56
7/7/98		7244	HSJ Net Pay		623.08	623.08
7/7/98		7245	PWK Net Pay		785.40	785.40
7/7/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,145.96	
			FICA		609.20	
			Medicare		147.85	
			Employer FICA		609.20	
			Employer Medicare		147.85	2,660.06
7/7/98			PA Withholding Tax		275.12	275.12
			Philadelphia Withholding Tax		412.06	412.06
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,582.94

Requested by: *PMA*

Date 6/23/98

Approved by: *CE*

Date _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 014 PR8 Retro Increases

Date: 1 July, 1998

Opening balance Imprest as of (Date): 1 July, 1998

\$12,153.59

Reimbursement Received during the Month:

Total Imprest:

\$12,153.59

Expenses during the current period (Details below):

\$3,016.52

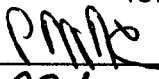
Balance available as of (Date): 1 July, 1998

\$9,137.07

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
1/7/98		7235	PGS Net Pay		432.64	432.64
1/7/98		7236	DMG Net Pay		346.58	346.58
1/7/98		7237	MCF Net Pay		503.88	503.88
1/7/98		7238	HSJ Net Pay		158.86	158.86
1/7/98		7239	PWK Net Pay		391.17	391.17
1/7/98		EFTPS	Core States Bank			
			Federal Withholding Tax		503.62	
			FICA		169.65	
			Medicare		109.59	
			Employer FICA		169.65	
			Employer Medicare		109.59	1,062.10
1/7/98			PA Withholding Tax		76.57	76.57
			Philadelphia Withholding Tax		44.72	44.72
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

3,016.52

Requested by: 

Date 6/23/98

Approved by: 

Date _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 013 PR8

Date: 23 June, 1998

Opening balance Imprest as of (Date): 23 June, 1998	\$1,802.69
Reimbursement Received during the Month: PR 9 & 23 June 1998	20,701.80
Total Imprest:	\$22,504.49
Expenses during the current period (Details below):	\$10,350.90
Balance available as of (Date): 23 June, 1998	\$12,153.59

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
23/6/98		7224	CSH Net Pay		2,700.00	2,700.00
23/6/98		7225	PGS Net Pay		1,323.70	1,323.70
23/6/98		7226	DMG Net Pay		714.02	714.02
23/6/98		7227	MCF Net Pay		990.80	990.80
23/6/98		7228	HSJ Net Pay		610.86	610.86
23/6/98		7229	PWK Net Pay		761.63	761.63
23/6/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
23/6/98		7230	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: P. M. M. M.

Date: 6/23/98

Approved by: [Signature]

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 012 PR8

Date: 9 June, 1998

Opening balance Imprest as of (Date): 9 June, 1998

\$12,153.59

Reimbursement Received during the Month:

Total Imprest:

\$12,153.59

Expenses during the current period (Details below):

\$10,350.90

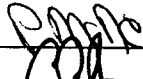
Balance available as of (Date): 9 June, 1998

\$1,802.69

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
9/6/98		7217	CSH Net Pay		2,700.00	2,700.00
9/6/98		7218	PGS Net Pay		1,323.70	1,323.70
9/6/98		7219	DMG Net Pay		714.02	714.02
9/6/98		7220	MCF Net Pay		990.80	990.80
9/6/98		7221	HSJ Net Pay		610.86	610.86
9/6/98		7222	PWK Net Pay		761.63	761.63
1/6/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
9/6/98		7223	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: 

Date: 6/9/98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

lo: 006-98 P. 3

Date: 1 June, 1998

Opening balance Imprest as of (Date): 1 June, 1998	\$2,280.54
Reimbursement Received during the Month: RFP 005-98	\$36,281.27
Total Imprest:	\$38,561.81
Expenses during the current period (Details below):	\$26,408.22
Balance available as of (Date): 1 June, 1998	\$12,153.59

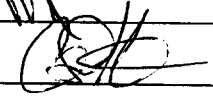
Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
1/6/98	268-8	7202	AT&T-long distance phone chgs.		645.56	645.56
1/6/98	269-8	7203	Federal Express-courier service		385.28	385.28
1/6/98	270-8	7204	Charles F. Kremp		59.31	59.31
1/6/98	271-8	7205	United Parcel Service-courier service		206.25	206.25
1/6/98	272-8	7206	Jefferson Pilot-CSH life ins.		887.22	887.22
1/6/98	273-8	7207	Bell Atlantic Mobile-mobile phone chgs.		730.39	730.39
1/6/98	274-8	7208	Parkway Corporation-company car parking June		210.00	210.00
1/6/98	275-8	7209	Replica	Franchise Show Chicago	26.21	26.21
1/6/98	276-8	7210	Ikon Office Solutions-copy machine		109.14	109.14
1/6/98	277-8	7211	Federal Express-courier service		20.50	20.50
1/6/98	278-8	7212	Fast Company-magazine subscription		19.75	19.75
1/6/98	279-8	7213	Donna M. Gonzalez-exp. acct.		142.00	142.00
28/5/98	280-8	7214	Pauline Berge-exp. acct.		46.60	46.60
28/5/98	281-8	7215	Charles S. Heath-exp. acct.		1,003.82	1,003.82
1/6/98	282-8		U.S. Office-x-fer fee(reimb. RFP005-98)		20.00	20.00
1/6/98	283-8	Deposit	Peter G. Streng-re-payment of cash advance		(700.00)	(700.00)
1/6/98	284-8	Deposit	Peter G. Streng-per. chgs.		(15.16)	(15.16)
1/6/98	285-8	Deposit	Donna M. Gonzalez-per. chgs.		(6.14)	(6.14)
1/6/98	286-8	7216	Charles F. Kremp-flower sent by off. PGS		48.65	48.65

TOTAL REIMBURSEMENT REQUESTED

26,408.22

Requested by: 

Date: 5/28/98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

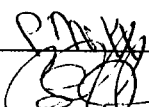
No: 006-98 P. 2

Date: 1 June, 1998

Opening balance Imprest as of (Date): 1 June, 1998	\$2,280.54
Reimbursement Received during the Month: RFP 005-98	\$36,281.27
Total Imprest:	\$38,561.81
Expenses during the current period (Details below):	\$26,408.22
Balance available as of (Date): 1 June, 1998	\$12,153.59

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
1/6/98	252-8	7187	Marian C. Florence-exp. acct.		81.35	81.35
1/6/98	253-8	7188	Heather S. Jones-exp. acct.	New York IBE	734.51	734.51
1/6/98	254-8	7189	Independence Blue Cross-medical ins. for June		1,775.12	1,775.12
1/6/98	255-8	7190	Hatfield Philips, Inc.-rent		3,528.56	
			-U & O		120.35	
			-electric		217.35	3,866.26
1/6/98	256-8	7191	United States Postal Service-re-order postage for off. machine		2,500.00	2,500.00
1/6/98	257-8	7192	Canon-new fax machine for office		1,205.89	1,205.89
1/6/98	258-8		U.S. Office-x-fer fees (reimb. 12 & 26 May '98)		20.00	20.00
1/6/98	259-8	7193	Bell Atlantic -PA-home fax machine		216.84	216.84
1/6/98	260-8	7194	United Parcel Service-courier service		23.00	23.00
1/6/98	261-8	7195	Your Choice Coffee		19.90	19.90
1/6/98	262-8	7196	Aries Limousine Service-CSH		229.50	229.50
1/6/98	263-8	7197	TCB Display		2,461.00	2,461.00
1/6/98	264-8	7198	United Parcel Service-courier service		210.00	210.00
1/6/98	265-8	7199	Pitney Bowes-postage meter		298.50	
			-reset chg. 8@9.5		76.00	
			-taxes		20.90	395.40
1/6/98	266-8	7200	Comcast Metrophone-cellular phone chgs.		285.49	285.49
1/6/98	267-8	7201	Federal Express-courier service		7.14	7.14

TOTAL REIMBURSEMENT REQUESTED

Requested by: 
 Approved by: 

Date: 5/28/98
 Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

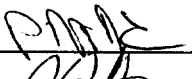
No: 006-98

Date: 1 June, 1998

Opening balance Imprest as of (Date): 1 June, 1998	\$2,280.54
Reimbursement Received during the Month: RFP 005-98	\$36,281.27
Total Imprest:	\$38,561.81
Expenses during the current period (Details below):	\$26,408.22
Balance available as of (Date): 1 June, 1998	\$12,153.59

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
7/5/98	234-8	7161	Parkway Corporation-monthly parking co. car		210.00	210.00
11/5/98	236-8	7163	Charles S. Heath-exp. acct.	Dubai trip	2,045.21	2,045.21
11/5/98	237-8	7164	Charles S. Heath-exp. acct.	Dubai trip	1,254.10	1,254.10
11/5/98	238-8	7165	Charles S. Heath-exp. acct.	Yemen trip	347.00	347.00
11/5/98	239-8	7166	Charles S. Heath-exp. acct.		420.67	420.67
14/5/98	240-8	7167	Peter G. Streng-cash advance	Malaysia Airlines Dubai Fam trip	500.00	500.00
20/5/98	241-8	7176	Pauline Berge-exp. acct.	Philadelphia Office	868.00	868.00
26/5/98	242-8	7177	Malaysia Airlines-Pauline Berge	DXB training HO	725.00	725.00
27/5/98	243-8	7178	Pauline Berge-cash advance	DXB training HO	500.00	500.00
1/6/98	244-8	7179	Peter G. Streng-exp. acct.		35.65	35.65
1/6/98	245-8	7180	Peter G. Streng-exp. acct.		75.00	75.00
1/6/98	246-8	7181	Peter G. Streng-exp. acct.		142.00	142.00
1/6/98	247-8	7182	Peter G. Streng-exp. acct.	Canada Travel & Leisure Show	976.07	976.07
1/6/98	248-8	7183	Peter G. Streng-exp. acct.	ASTA Cruisefest	116.91	116.91
1/6/98	249-8	7184	Marian C. Florence-exp. acct.		135.83	135.83
1/6/98	250-8	7185	Marian C. Florence-exp. acct.	New York	158.00	158.00
1/6/98	251-8	7186	Marian C. Florence-exp. acct.		28.00	28.00

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 5-28-98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

lo: 011 PR8

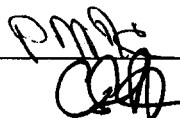
Date: 26 May, 1998

Opening balance Imprest as of (Date): 26 May, 1998	(\$8,070.26)
Reimbursement Received during the Month: PR 12 & 26 May, '98	20,701.70
Total Imprest:	\$12,631.44
Expenses during the current period (Details below):	\$10,350.90
Balance available as of (Date): 26 May, 1998	\$2,280.54

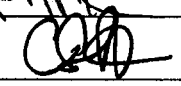
Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
26/5/98		7168	CSH Net Pay		2,700.00	2,700.00
26/5/98		7169	PGS Net Pay		1,323.70	1,323.70
26/5/98		7170	DMG Net Pay		714.02	714.02
26/5/98		7171	MCF Net Pay		990.80	990.80
26/5/98		7172	HSJ Net Pay		610.86	610.86
26/5/98		7173	PWK Net Pay		761.63	761.63
26/5/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
26/5/98		7174	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: 

Date: 5/26/98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE

REQUEST FOR PAYMENT

No: 010 PR8

Date: 12 May, 1998

Opening balance Imprest as of (Date): 12 May, 1998

\$2,280.64

Reimbursement Received during the Month:

Total Imprest:

\$2,280.64

Expenses during the current period (Details below):

\$10,350.90

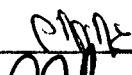
Balance available as of (Date): 12 May, 1998

(\$8,070.26)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
12/5/98		7153	CSH Net Pay		2,700.00	2,700.00
12/5/98		7154	PGS Net Pay		1,323.70	1,323.70
12/5/98		7156	DMG Net Pay		714.02	714.02
12/5/98		7157	MCF Net Pay		990.80	990.80
12/5/98		7158	HSJ Net Pay		610.86	610.86
12/5/98		7159	PWK Net Pay		761.63	761.63
12/5/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	
12/5/98		7160	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: Date 5/12/98Approved by: 

Date _____

Date _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

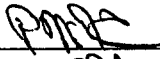
Io: 005-98 P. 3

Date: 4 May, 1998

Opening balance Imprest as of (Date): 4 May, 1998	\$5,790.73
Reimbursement Received during the Month: RFP 004-98	\$32,771.18
Total Imprest:	\$38,561.91
Expenses during the current period (Details below):	\$36,281.27
Balance available as of (Date): 4 May, 1998	\$2,280.64

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
4/5/98	212-8	7135	Staples, Inc.-supplies for office		77.94	77.94
4/5/98	213-8	7136	Aries Limousine Service-CSH	Dubai Trip	114.75	114.75
4/5/98	214-8	7137	Your Choice Coffee-supplies for office		71.83	71.83
4/5/98	215-8	7138	Barthco International, Inc.		268.60	268.60
4/5/98	216-8	7139	Federal Express-courier service		10.85	10.85
4/5/98	217-8	7140	Federal Express- courier service		36.87	36.87
4/5/98	218-8	7141	Peter G. Streng-exp. acct.		142.00	142.00
4/5/98	219-8	7142	Peter G. Streng-exp. acct.	Toronto	3,278.70	3,278.70
1/5/98	220-8	7143	Hatfield Philips, Inc.-rent		3,528.56	
			-electric		234.03	
			-U&O		120.35	3,882.94
4/5/98	221-8	7144	Marian C. Florence-exp. acct.		109.50	109.50
4/5/98	222-8	7145	Marian C. Florence-exp. acct.		500.00	500.00
1/5/98	223-8	7146	Donna M. Gonzalez-exp. acct.		197.00	197.00
4/5/98	224-8	7147	Peter G. Streng-exp. acct.		8.50	8.50
4/5/98	225-8	7148	United Parcel Service-courier service	Toronto Travel & Pleasure Show	40.75	
				Philadelphia Office	87.75	128.50
4/5/98	226-8	7149	Bell Atlantic-PA-local phone calls 215-751-9750		344.82	344.82
4/5/98	227-8	7150	Emirates-Ms. Rits Zawaideh		6,147.00	6,147.00

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 5/5/98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 005-98 P. 2

Date: 4 May, 1998

Opening balance Imprest as of (Date): 4 May, 1998

\$5,790.73

Reimbursement Received during the Month: RFP 004-98

\$32,771.18

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$36,281.27

Balance available as of (Date): 4 May, 1998

\$2,280.64

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
1/5/98	194-8	7118	Peter G. Streng-exp. acct.	DBX Presentation Malaysia Airlines	1,086.93	1,086.93
1/5/98	195-8	7119	Peter G. Streng-exp. acct.		420.30	420.30
4/5/98	196-8	7120	Ikon Office Solutions		109.14	109.14
4/5/98	197-8	7121	United Parcel Service-courier service		177.40	177.40
4/5/98	198-8	7122	Aries Limousine Service-CSH	West Coast Trip	84.50	84.50
4/5/98	199-8	7123	Replica		327.15	327.15
4/5/98	200-8	7124	Your Choice Coffee		52.18	52.18
4/5/98	201-8	7125	Pyramid Club-april dues		115.00	115.00
4/5/98	202-8	7126	Bell Atlantic-PA-home fax machine		427.12	427.12
4/5/98	203-8	7127	Comcast Metrophone-cellular phone chgs.		419.64	419.64
4/5/98	204-8	7128	Federal Express-courier service		23.79	23.79
4/5/98	205-8	7129	Your Choice Coffee		21.50	21.50
4/5/98	206-8	7130	United Parcel Service-courier service	Philadelphia Office	306.25	306.25
4/5/98	207-8	7131	AT&T-long distance phone chgs.		845.83	845.83
4/5/98	208-8	7132	Bell Atlantic Mobile-mobile phone chgs.		454.28	454.28
4/5/98	209-8	7133	Federal Express-courier service		470.68	470.68
4/5/98	210-8		U.S. Office-x-fer fees (reimb. 14 & 28 Apr. '98)		20.00	20.00
4/5/98	211-8	7134	United Parcel Service-courier service	LA Times Philadelphia Office	242.25 172.80	415.05

TOTAL REIMBURSEMENT REQUESTED

Requested by:

[Signature]

Approved by:

[Signature]

Date

5/5/98

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE

REQUEST FOR PAYMENT

No: 005-98

Date: 4 May, 1998

Opening balance Imprest as of (Date): 4 May, 1998

\$5,790.73

Reimbursement Received during the Month: RFP 004-98

\$32,771.18

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

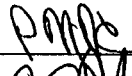
\$36,281.27

Balance available as of (Date): 4 May, 1998

\$2,280.64

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
6/4/98	176-8	7086	Am. Zoo & Aquarium Assoc.		170.00	170.00
9/4/98	177-8	7094	Pauline Berge-exp. acct. CSH interview		934.60	934.60
14/4/98	178-8	7096	PA U.C. Fund-1st quarter tax PA Unemp. Comp.		3,116.91	3,116.91
14/4/98	179-8	7095	Malaysia Airlines-CSH airfare DXB		1,203.00	1,203.00
16/4/98	180-8	7105	Lexus Financial Services-co. car lease payment Apr.		466.58	466.58
16/4/98	181-8	7106	The Ohio Casualty Group-Business & auto ins.		205.36	205.36
20/4/98	182-8	7107	Peter G. Streng-cash advance	Canada Travel & Leisure Show	500.00	500.00
1/5/98	183-8	7108	United States Postal Service-re-ordered postage for co. machine		1,000.00	1,000.00
1/5/98	184-8	7109	Independence Blue Cross-medical ins. for May		1,775.12	1,775.12
1/5/98	185-8	7110	Columbian Mutual-CSH life ins. premium semi-annual payment		1,475.00	1,475.00
1/5/98	186-8	7111	Marian C. Florence-exp. acct. MPI membership		285.00	285.00
16/4/98	187-8	7112	Charles S. Heath-exp. acct.		597.46	597.46
16/4/98	188-8	7112	Charles S. Heath-exp. acct.		394.33	394.33
16/4/98	189-8	7113	Charles S. Heath-exp. acct.		753.70	753.70
16/4/98	190-8	7114	Charles S. Heath-exp. acct.		626.80	626.80
16/4/98	191-8	7115	Peter G. Streng-exp. acct.		1,118.57	1,118.57
16/4/98	192-8	7116	Marian C. Florence-exp. acct.		491.84	491.84
1/5/98	193-8	7117	Peter G. Streng-exp. acct.		9.91	9.91

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 5/5/98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 009 PR8

Date: 28 April, 1998

Opening balance Imprest as of (Date): 28 April, 1998

(\$4,560.17)

Reimbursement Received during the Month: PR 14 & 28 April, 1998

20,701.80

Total Imprest:

\$16,141.63

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 28 April, 1998

\$5,790.73

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
4/28/98		7097	CSH Net Pay		2,700.00	2,700.00
4/28/98		7098	PGS Net Pay		1,323.70	1,323.70
4/28/98		7099	DMG Net Pay		714.02	714.02
4/28/98		7100	MCF Net Pay		990.80	990.80
4/28/98		7101	HSJ Net Pay		610.86	610.86
4/28/98		7102	PWK Net Pay		761.63	761.63
1/28/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
4/28/98		7103	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: 

Date: 4-28-98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

x: 008 PR8

Date: 14 April, 1998

Opening balance Imprest as of (Date): 14 April, 1998

\$5,790.73

Reimbursement Received during the Month:

Total Imprest:

\$5,790.73

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 14 April, 1998

(\$4,560.17)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
4/14/98		7087	CSH Net Pay		2,700.00	2,700.00
4/14/98		7088	PGS Net Pay		1,323.70	1,323.70
4/14/98		7089	DMG Net Pay		714.02	714.02
4/14/98		7090	MCF Net Pay		990.80	990.80
4/14/98		7091	HSJ Net Pay		610.86	610.86
4/14/98		7092	PWK Net Pay		761.63	761.63
4/14/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
4/14/98		7093	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by:

Date

Approved by:

Date

4-14-98

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE

REQUEST FOR PAYMENT

Io: 004-98 P. 4

Date: 2 April, 1998

Opening balance Imprest as of (Date): 2 April, 1998

\$38,561.91

Reimbursement Received during the Month:

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$32,771.18

Balance available as of (Date): 2 April, 1998

\$5,790.73

***Reflected below \$10,392.00 Reimbursed to HO**

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
1/4/98	168-8	7078	Ikon Office Solutions-copie mach. mo. fee		102.00	
			-overage copies		69.63	
			-tax		12.01	183.64
1/4/98	169-8	7079	Bell Atlantic Mobile-mobile phone chgs.		346.97	346.97
1/4/98	170-8	7080	Aries Limousine Service-MCF	Corp. Conf. Inc. & Plan Fam Trip	242.00	
			-CSH	Seatrade Cruise Conference	84.50	
			-DMG	CI Travel	82.00	408.50
1/4/98	171-8	7081	United Parcel Service-courier service	Seatrade Crusie Conference	321.50	
				CI Travel	221.00	
				LA Office	125.25	
				Phila. Office	223.50	891.25
1/4/98	172-8	7082	United Parcel Service-courier service	CI Travel	12.00	
				Seatrade Cruise Conference	12.00	
				Phila. Office	46.75	70.75
1/4/98	173-8	7083	Staples, Inc.		32.42	32.42
1/4/98	174-8	7084	Barthco International, Inc.		299.00	299.00
2/4/98	175-8	7085	Marian C. Florence-exp. acct.	NY Beyond Borders Conference	725.76	725.76

TOTAL REIMBURSEMENT REQUESTED

32,771.18

Requested by: PMBDate: 4/2/98Approved by: CSA

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

to: 004-98 P. 3

Date: 2 April, 1998

Opening balance Imprest as of (Date): 2 April, 1998

\$38,561.91

Reimbursement Received during the Month:

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$32,771.18

Balance available as of (Date): 2 April, 1998

\$5,790.73

***Reflected below \$10,392.00 Reimbursed to HO**

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
1/4/98	154-8	7065	United Parcel Service-courier service	LA Office	110.70	
				Phila. Office	275.50	386.20
1/4/98	155-8	7066	Federal Express-courier service		67.62	67.62
1/4/98	156-8	7067	Replica-LA #10 env.		119.50	
			-LA peel & seal env.		339.00	
			-Phila. Peel & seal env.		649.00	
			-tax		77.53	1,185.03
1/4/98	157-8	7068	Bell Atlantic-PA local phone call office		251.94	251.94
1/4/98	158-8	7069	Federal Express Corp.-courier serv.		742.34	742.34
1/4/98	159-8	7070	Aries Limousine Service-DMG	CI Travel	82.00	
			-CSH	NY Trip	181.50	263.50
1/4/98	160-8		U.S. Office-x-fer fees (reimb. RFP 003-98)		20.00	20.00
1/4/98	161-8	7071	Central Parking System-co. car parking mo. April		210.00	210.00
1/4/98	162-8	7072	Staples, Inc.		126.68	126.68
1/4/98	163-8	7073	Donna M. Gonzalez-exp. acct.	CI Travel	1,242.20	1,242.20
1/4/98	164-8	7074	AT&T-long distance phone serv.		707.83	707.83
1/4/98	165-8	7075	United Parcel Service-courier service	LA Office	134.50	
				Phila. Office	51.50	186.00
1/4/98	166-8	7076	CICA-dental ins. for staff partial		1,047.78	1,047.78
1/4/98	167-8	7077	Your Choice Coffee		26.63	26.63

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 004-98 P. 2

Date: 2 April, 1998

Opening balance Imprest as of (Date): 2 April, 1998

\$38,561.91

Reimbursement Received during the Month:

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$32,771.18

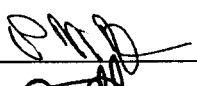
Balance available as of (Date): 2 April, 1998

\$5,790.73

***Reflected below \$10,392.00 Reimbursed to HO**

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
1/4/98	136-8	7047	G & T Video		106.00	106.00
30/3/98	137-8	7048	Donna M. Gonzalez-exp. acct.		142.00	142.00
1/4/98	138-8	7049	TCB Displays		10.00	10.00
1/4/98	139-8	7050	National Premium Show	ITME '98	1,925.00	1,925.00
1/4/98	140-8	7051	Peter G. Streng-exp. acct.		6.12	6.12
1/4/98	141-8	7052	Peter G. Streng-exp. acct.		14.49	14.49
1/4/98	142-8	7053	Peter G. Streng-exp. acct.	MPI 1998 World Education Congre	855.00	855.00
1/4/98	143-8	7054	Peter G. Streng-exp. acct.		14.98	14.98
1/4/98	144-8	7055	Peter G. Streng-exp. acct.		142.00	142.00
1/4/98	145-8	7056	Peter G. Streng-exp. acct.		29.68	29.68
1/4/98	146-8	7057	Peter G. Streng-exp. acct.		743.84	743.84
1/4/98	147-8	7058	Peter G. Streng-exp. acct.		47.00	47.00
1/4/98	148-8	7059	Marian C. Florence-exp. acct.		106.10	106.10
1/4/98	149-8	7060	Marian C. Florence-exp. acct.		160.17	160.17
1/4/98	150-8	7061	Marian C. Florence-exp. acct.	IBE '98	850.00	850.00
1/4/98	151-8	7062	Marian C. Florence-exp. acct.		129.45	129.45
19/3/98	152-8	7063	Charles S. Heath-exp. acct.	Seatrade Cruise Conference	73.34	73.34
1/4/98	153-8	7064	Independence Blue Cross-medical ins. for staff April '98		1,775.12	1,775.12

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 4/2/98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 004-98

Date: 2 April, 1998

Opening balance Imprest as of (Date): 2 April, 1998

\$38,561.91

Reimbursement Received during the Month:

Total Imprest:

\$38,561.91

Expenses during the current period (Details below):

\$32,771.18

Balance available as of (Date): 2 April, 1998

\$5,790.73

***Reflected below \$10,392.00 Reimbursed to HO**

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
11/3/98	120-8	7022	Donna M. Gonzalez-cash advance	CI Travel Show	500.00	500.00
12/3/98	121-8	7023	United States Postal Service-re-order postage for machine		1,500.00	1,500.00
18/3/98	122-8	7030	Charles S. Heath-exp. acct.	Seatrade Cruise Conference	5,374.50	5,374.50
18/3/98	123-8	7031	Charles S. Heath-exp. acct.		1,553.26	1,553.26
18/3/98	124-8	7032	Charles S. Heath-exp. acct.		813.46	813.46
18/3/98	125-8	7033	Peter G. Streng-exp. acct.	Seatrade Cruise Conference	5,878.76	5,878.76
18/3/98	126-8	7034		Corp. Conf. Inc. & Plan Fam Trip	9,204.80	
			-Void Check#6956 Vo#066-8		(19,596.80)	
			Balance due HO *			(10,392.00)
19/3/98	127-8	EFTPS	Futa tax deposit for 1998		336.00	336.00
24/3/98	128-8	7035	Department of Justice-FARA Registration Unit -6 months		305.00	305.00
27/3/98	129-8	7044	G & T Video Productions		135.68	135.68
31/3/98	130-8	7045	Charles S. Heath-exp. acct.	NY & LA Trip	6,546.13	6,546.13
5/3/98	131-8		U.S. Office-x-fer fees (reimb. 3,17&31 Mar '98 PR)		20.00	20.00
27/3/98	132-8	Deposit	Peter G. Streng-re-payment of cash advance-partical		(300.00)	(300.00)
27/3/98	133-8	Deposit	Peter G. Streng-per. chgs.		(4.92)	(4.92)
27/3/98	134-8	Deposit	Emery Worldwide-claim refund		(16.75)	(16.75)
1/4/98	135-8	7046	1628 Management Co., LLC-rent		3,528.56	
			-electric		320.82	
			-U&O		120.35	3,969.73

TOTAL REIMBURSEMENT REQUESTED

Requested by: 

Date: 4/12/98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 007 PR8

Date: 31 March, 1998

Opening balance Imprest as of (Date): 31 March, 1998

\$15,065.95

Reimbursement Received during the Month: RFP 003-98

33,846.86

Total Imprest:

\$48,912.81

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 31 March, 1998

\$38,561.91

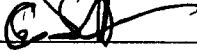
Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
31/3/98		7036	CSH Net Pay		2,700.00	2,700.00
31/3/98		7037	PGS Net Pay		1,323.70	1,323.70
31/3/98		7038	DMG Net Pay		714.02	714.02
31/3/98		7039	MCF Net Pay		990.80	990.80
31/3/98		7040	HSJ Net Pay		610.86	610.86
31/3/98		7041	PWK Net Pay		761.63	761.63
31/3/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
			PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: 

Date: 3-31-98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

o: 006 PR8

Date: 17 March, 1998

Opening balance Imprest as of (Date): 17 March, 1998	(5,635.85)
Reimbursement Received during the Month: PR 3, 17 & 31 March, 1998	31,052.70
Total Imprest:	\$25,416.85
Expenses during the current period (Details below):	\$10,350.90
Balance available as of (Date): 17 March, 1998	\$15,065.95

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
17/3/98		7024	CSH Net Pay		2,700.00	2,700.00
17/3/98		7025	PGS Net Pay		1,323.70	1,323.70
17/3/98		7026	DMG Net Pay		714.02	714.02
17/3/98		7027	MCF Net Pay		990.80	990.80
17/3/98		7028	HSJ Net Pay		610.86	610.86
17/3/98		7029	PWK Net Pay		761.63	761.63
17/3/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
			PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: *PMH*

Date: 3/17/98

Approved by: *CSA*

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Jo: 003-98 P. 4

Date: 10 March, 1998

Opening balance Imprest as of (Date): 10 March, 1998

(64,604.14)

Reimbursement Received during the Month: RFP 001 & 002-98
RFP 016-97

\$85,206.01

\$7,609.14

Total Imprest:

\$28,211.01

Expenses during the current period (Details below):

\$33,846.86

Balance available as of (Date): 10 March, 1998

(\$5,635.85)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
9/3/98	110-8	7012	United Parcel Service-courier service	Corp. Conf. Inc. & Plan. Fam Trip	68.00	
				LA Office	20.75	
				Phila. Office	23.50	112.25
9/3/98	111-8	7013	Bell Atlantic-PA-local phone calls		320.94	320.94
9/3/98	112-8	7014	United Parcel Service-courier service	Phila. Office	78.00	
				Seatrade	12.75	
				LA Office	9.50	
				Corp. Conf. Inc. & Plan. Fam Trip	81.25	181.50
9/3/98	113-8	7015	Pyramid Club-March dues		115.00	115.00
9/3/98	114-8	7016	Aries Limousine Service-MCF	Corp. Conf. Inc. & Plan. Fam Trip	242.00	
			-CSH	Seatrade	84.50	326.50
9/3/98	115-8	7017	Marian C. Florence-exp. acct.		153.70	153.70
9/3/98	116-8	7018	Marian C. Florence-exp. acct.	Corp. Conf. Inc. & Plan. Fam Trip	856.56	856.56
9/3/98	117-8	7019	Comcast Metrophone-cellular phone chgs. co. car 3/3 to 4/2/98		335.46	
			-late charges		9.72	345.18
9/3/98	118-8	7020	McLaughlin & Morgan		610.00	610.00
9/3/98	119-8	7021	Bell Atlantic-PA-home fax machine 794-3368		126.50	126.50

TOTAL REIMBURSEMENT REQUESTED

33,846.86

Requested by: 

Date: 3/10/98

Approved by: 

Date: _____

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

003-98 P. 3

Date: 10 March, 1998

Opening balance Imprest as of (Date): 10 March, 1998

(64,604.14)

Reimbursement Received during the Month: RFP 001 & 002-98

\$85,206.01

RFP 016-97

\$7,609.14

Total Imprest:

\$28,211.01

Expenses during the current period (Details below):

\$33,846.86

Balance available as of (Date): 10 March, 1998

(\$5,635.85)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
9/3/98	095-8	6997	Replica-printing West Coast bus. cards		494.98	494.98
9/3/98	096-8	6998	Your Choice Coffee-supplies for office		70.63	70.63
9/3/98	097-8	6999	Comcast Metrophone-cellular phone chgs. co. car		648.21	648.21
9/3/98	098-8	7000	Media Concepts Inc.		109.91	109.91
9/3/98	099-8	7001	Aries Limousine Service-PGS	Mid-West Marketing Visits	114.75	114.75
9/3/98	100-8	7002	Bell Atlantic Mobile		434.42	434.42
9/3/98	101-8	7003	United Parcel Service-courier service		55.50	55.50
9/3/98	102-8	7004	Charles F. Kemp Florist		43.41	43.41
9/3/98	103-8	7005	Staples, Inc.		181.60	181.60
9/3/98	104-8	7006	Your Choice Coffee		73.65	73.65
9/3/98	105-8	7007	Federal Express-courier service		38.25	38.25
9/3/98	106-8	7008	United Parcel Service-courier service	CI Trav Vac & Trav Showcase	20.25	
				LA	62.00	
				Comdex	6.00	
				USTOA	5.75	
				Seatrade	750.70	
				Phila. Off.	72.50	917.20
9/3/98	107-8	7009	Lexus Financial Services-Lease payment co. car March		466.58	466.58
9/3/98	108-8	7010	The Ohio Casualty Group-bus. & auto ins.		205.24	205.24
9/3/98	109-8	7011	Barthco International, Inc.		169.60	169.60

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

3/10/98

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING

U S OFFICE

REQUEST FOR PAYMENT

Vo: 003-98 P. 2

Date: 10 March, 1998

Opening balance Imprest as of (Date): 10 March, 1998

(64,604.14)

Reimbursement Received during the Month: RFP 001 & 002-98

\$85,206.01

RFP 016-97

\$7,609.14

Total Imprest:

\$28,211.01

Expenses during the current period (Details below):

\$33,846.86

Balance available as of (Date): 10 March, 1998

(\$5,635.85)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
23/2/98	079-8	6984	Peter G. Streng-exp. acct.		11.62	11.62
23/2/98	080-8	6985	Peter G. Streng-exp. acct.		426.63	426.63
9/3/98	081-8	6990	Marian C. Florence-exp. acct.	Washington, D.C.	116.83	116.83
4/3/98	082-8	6986	Independence Blue Cross-medical ins. for Mar.		1,775.12	1,775.12
4/3/98	083-8	6987	Champion	CI Trav/Vac Trav Showcase	40.00	40.00
4/3/98	084-8	6988	1628 Management Co., LLC-rent for March		3,528.56	
			-U & O		120.35	
			-electric		265.18	3,914.09
4/3/98	085-8	6989	Central Parking System-co. car for March		210.00	210.00
4/3/98	086-8		U.S. Office-x-fer fees(reimb. PR 3 & 17 Feb. '98)		20.00	20.00
4/3/98	087-8		U.S. Office-x-fer fees(reimb. RFP 001 & 002-98)		20.00	20.00
4/3/98	088-8		U.S. Office-x-fer fees(reimb. RFP 016-97)		20.00	20.00
9/3/98	089-8	6991	Ikon Office Solution-copier machine monthly fee		109.14	109.14
9/3/98	090-8	6992	Federal Express Corp.-courier service		476.58	476.58
9/3/98	091-8	6993	A T & T-long distance phone chgs.		892.58	892.58
9/3/98	092-8	6994	Pitney Bowes-supplies for postage machine		48.72	48.72
9/3/98	093-8	6995	Pitney Bowes-postage meter rental		284.66	
			-reset charges		47.50	
			-taxes		19.93	352.09
9/3/98	094-8	6996	Replica-printing of dissemination labels		241.02	241.02

TOTAL REIMBURSEMENT REQUESTED

Requested by:



Date

3-10-98

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

Io: 003-98

Date: 10 March, 1998

Opening balance Imprest as of (Date): 10 March, 1998

(64,604.14)

Reimbursement Received during the Month: RFP 001 & 002-98

\$85,206.01

RFP 016-97

\$7,609.14

Total Imprest:

\$28,211.01

Expenses during the current period (Details below):

\$33,846.86

Balance available as of (Date): 10 March, 1998

(\$5,635.85)

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
11/2/98	061-8	6951	United States Postal Service-re-order postage for off. machine		1,000.00	1,000.00
11/2/98	062-8	6952	CI Travel Vacation & Travel Showcase	CI Travel	297.50	297.50
11/2/98	063-8	6953	Virginia Beach Pavilion	CI Travel	50.00	50.00
11/2/98	064-8	6954	Charles S. Heath-exp. acct.	Seatrade '98	1,200.00	1,200.00
12/2/98	065-8	6955	Charles S. Heath-exp. acct.	Seatrade '98	1,039.60	1,039.60
18/2/98	067-8	6965	Marian C. Florence-cash advance	Corp Conf Inct Planner Fam Trip	500.00	500.00
19/2/98	068-8	6973	Charles S. Heath-exp. acct.	Seatrade '98	800.88	800.88
17/2/98	069-8	6974	Charles S. Heath-exp. acct.	Seatrade '98	1,005.36	1,005.36
19/2/98	070-8	6975	Charles S. Heath-exp. acct.	Seatrade '98	600.00	600.00
19/2/98	071-8	6976	Charles S. Heath-exp. acct.	Seatrade '98	3,520.30	3,520.30
19/2/98	072-8	6977	Charles S. Heath-exp. acct.		388.05	388.05
23/2/98	073-8	6978	Peter G. Streng-exp. acct.	U.S. Midwest/Texas	4,628.64	4,628.64
23/2/98	074-8	6979	Peter G. Streng-exp. acct.	ASTA '98	225.00	225.00
23/2/98	075-8	6980	Peter G. Streng-exp. acct.	ITME '97	73.05	73.05
23/2/98	076-8	6981	Peter G. Streng-exp. acct.		30.00	30.00
23/2/98	077-8	6982	Peter G. Streng-exp. acct.	MPI Annual '98	2,500.00	2,500.00
23/2/98	078-8	6983	Peter G. Streng-exp. acct.		142.00	142.00

TOTAL REIMBURSEMENT REQUESTED

Requested by:

Date

3/10/98

Approved by:

Date

GOVERNMENT OF DUBAI, DEPARTMENT OF TOURISM AND COMMERCE MARKETING
U S OFFICE
REQUEST FOR PAYMENT

No: 005 PR8

Date: 3 March, 1998

Opening balance Imprest as of (Date): 3 March, 1998

(54,253.24)

Reimbursement Received during the Month:

Total Imprest:

(54,253.24)

Expenses during the current period (Details below):

\$10,350.90

Balance available as of (Date): 3 March, 1998

((64,604.14))

Date	Serial #	Check #	Paid to & Purpose	Accounting Head	Amount	Total
3/3/98		6966	CSH Net Pay		2,700.00	2,700.00
3/3/98		6967	PGS Net Pay		1,323.70	1,323.70
3/3/98		6968	DMG Net Pay		714.02	714.02
3/3/98		6969	MCF Net Pay		990.80	990.80
3/3/98		6970	HSJ Net Pay		610.86	610.86
3/3/98		6971	PWK Net Pay		761.63	761.63
3/3/98		EFTPS	Core States Bank			
			Federal Withholding Tax		1,097.59	
			FICA		596.15	
			Medicare		139.42	
			Employer FICA		596.15	
			Employer Medicare		139.42	2,568.73
3/3/98		6972	PA Withholding Tax		269.23	269.23
			Philadelphia Withholding Tax		411.93	411.93
			PA Unemployment Tax		0.00	0.00

TOTAL REIMBURSEMENT REQUESTED

10,350.90

Requested by: PMK

Date: 3-3-98

Approved by: C'SA

Date: _____

F A C S I M I L E M E S S A G E

TOTAL NO. OF PAGES: 2 (INCLUDING THIS ONE)

TO: Lina Makarem
SMEO

FROM: Chuck Heath
DNA

RE: March '98 Activity Report

DATE: 22 May, 1998

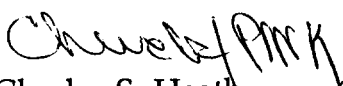
FAX: 2/000/1/DCT/98/260

CC: To all OR's

Dear Lina,

Attached is the monthly activity report for March, 1998.

Regards,


Charles S. Heath

CSH:pwk

029310

98 SEP 14 PM 12:51
CRM/ISS/REGISTRATION UNIT

MONTHLY ACTIVITY REPORT

MARCH 1998

NORTH AMERICA OFFICES

HEAD OFFICE PROJECTS

Name: Seatrade Cruise Expo & Conference Philadelphia, PA
Date: 3 - 6 March
Place: Miami Beach
DTCM exhibited in a custom 20 x 30 booth. Co-participants from GAC, Barwil, Sharaf Shipping, Arabian Adv., Orient Tours, Dest. DXB, & SNTTA join the DTCM team. Pre event marketing was done through two direct mail programs and advertising in show directory. Approximately 200 visitors from the cruise industry came to our booth.

Name: ITME Philadelphia
Date: 13 - 15 October
Place: Chicago
Booked 10' x 20' exhibit space at this annual incentive and meeting travel show. Our space will be directly next to Emirates 10' x 10' stand, and will be shared by the Jumeirah Beach Hotel, who will be showing the model of their new property. Hotel accommodation secured.

Name: American Travel Market Philadelphia
Date: 12 - 14 September
Place: Orlando
Opened negotiations with Reed Exhibitions to allow us a Dubai Pavilion and to be included in the seminar program.

98 SEP 1 PM 12:51
CRM/ISS ASSOCIATION UNIT

Name: Comdex
Date: November '98
Place: Las Vegas

Philadelphia/LA

DOMESTIC PROJECTS

Name: Ritz Carlton Roadshows *LA*
Attended the four Ritz Carlton California road shows in Palo Alto, San Francisco, Marina del Ray and Newport Beach. Dubai was the only tourism board that was invited to participate and represent a Ritz Carlton destination. The Ritz Carlton sales office provided its list of close to 1,500 people who were invited to attend. Packets of Dubai material were sent to the national sales offices that were present at the event.

Name: Long Beach Chamber Of Commerce Breakfast *LA*
Attended Long Beach Chamber of Commerce Breakfast and spoke to about 100 attendees about business incentives available to companies operating within JFTZ. Majority of those attending were small business owners and operators and most were not at all familiar with Dubai. We are discussing with officials from the Chamber whether or not DTCM might make a presentation to the Chamber's international section. Decision pending.

Name: LA Times Travel Show *LA*
Completed arrangements and preparations for LA office to exhibit at April. Los Angeles Times Travel Show which expects to attract 20,000 visitors April 4 - 5. Majority of attendance is expected to be consumer travelers with very little understanding and exposure to Dubai.

Name: CI Travel Show *Philadelphia*
Date: 14 - 15 March
Place: Virginia Beach
Participated in this large two-day consumer travel show on a co-op basis with Sea Air Holidays, a large operator with new product to Dubai. Our 10' x 10' portable display stand was used, with our tourism video showing throughout. Meetings with Alternate Travel and CI

Travel personnel for discussions about the destination. There was interest from the consumer attendees. See separate trip report.

Name: Malaysia Airlines Press Luncheon *Philadelphia*
Date: 25 March
Place: New York
Attended the Malaysia Airlines press luncheon announcing their new nonstop service between Dubai and Newark, effective 13 April. Addressed the attendees on Dubai and Malaysia Airlines in Dubai and how this new flight will help with travel between Dubai and the USA.

Name: Canada Travel & Leisure Show *Philadelphia*
Date: 23-26 April
Place: Toronto
Confirmed our participation at this largest show of its kind in Canada. With travel from Canada to Dubai showing a 12% 1996-97 increase, this is an excellent opportunity to showcase our destination to the Canadian travel trade and traveling public. Booked space, ordered stand fittings and arranged for stand transport and Canada customs clearance.

Name: Malaysia Airlines Familiarization *Philadelphia*
Date: 02 - 04 May
Place: Dubai Stopover
Finalized arrangements for a two -day Dubai stopover on an upcoming Malaysia familiarization for US travel trade. Ground arrangements will be provided by SNTTA Emirates and hotel accommodations have been confirmed for the group at Radisson SAS Hotel in Dubai. Invitations for participation are being handled by Malaysia Airlines Chicago office.

Name: Beyond Borders *Philadelphia*
The Beyond Borders Conference was geared specifically towards the international meeting planning industry, corporate and association executives who plan meetings outside of the United States. Thus it proved a focused audience of qualified planners with good potential for Dubai.

There were over 100 participants in the conference, which lasted for two days and incorporated educational sessions covering all the aspects of international meeting planning. In addition, each of 17 destinations were given a full hour to meet with planners interested in their

destination, providing us a valuable chance to meet with several organizations planning events in Dubai.

MARKETING VISITS

Carol Krugman, CMP, Krugman Group International: Very active in the international sessions of MPI, now working as a consultant to a company specializing in meetings on cruises. Requested information on Dubai's cruise industry; interested in upcoming familiarization's.

Mark Barrett, Hong Kong Convention & Incentive Travel Bureau: Shared information on how to best work with meeting planners, valuable suggestions about recruiting and assisting meetings.

Laura Dowe, Government Institutes: Company recently purchased by ABS, doing an environmental compliance training seminar in Dubai in October, 1998. She is looking for a venue as well as a DMC to work with. The seminar will be for 40 attendees, 1 speaker and 1 staff member and will last two days.

Steven Duty, CMP, Association of the US Army: Taking 1000 sq. meter US Pavilion at upcoming IDEX show in Abu Dhabi -- interested in DMC's and future possibilities for Dubai shows. Looking at Dubai for pre- and post-show travel for the group of exhibitors.

Jerry Kallman, Kallman Global Consulting: Previously with Kallman Associates, does representation in the US for many Dubai shows.

John Johnson, International Sign Association: Discussed upcoming "Middle East Sign & Banner Expo" to be held in Dubai in February 1999. Offered assistance with promoting the show in the US and with any US exhibitors participating in the show.

Cristin Toth, TG Worldwide: New corporate meeting arm of The Travel Group out of Boulder, CO. Looking for more information on Dubai for her Association clients.

Edita Kronic, Select International: Specializes in special interest groups, looking to do an American technology show in Dubai. Currently, she produces the show in Eastern Europe with great success. Sending info on GITEX for her to attend.

Margaret Moynihan, CMP, Deloitte & Touche: Recently named MPI's International Planner of the Year, she does at least 4 international meetings a year, with one in Asia. She is interested in Dubai, especially for its ease of transportation, safety, and meeting facilities.

Robert Chatwani of McKinsey & Co. called with questions regarding establishing in Jebel Ali. Information sent, follow up next month.

Gary Saylor of Aquasystems reported a successful visit to Dubai: he will be moving there to establish his water purification company next month with a Dubai partner.

Adam Sherman noted that **Genzyme** has pulled the product we were discussing has been pulled from the Dubai market -- he has forwarded our contact details to the international department.

Susan Warner has confirmed that **Gilbarco** is postponing their meeting in Dubai, which was originally scheduled for March.

Frank Palazzo of Scent of Palm Beach has expressed interest in importing Dubai perfume. He was given a list of perfume manufacturers.

Meeting Professionals International monthly meeting attended: silent auction featured three gifts from Dubai, which received a lot of attention.

Mr. Kevin Page of Vinmar International has submitted a preliminary application to Jebel Ali for petrochemical and plastics trading. **Mr. Muaddi** has approved the application -- working closely with Mr. Page on the next steps.

Participation in **Beyond Borders**, a conference for international meeting planners, confirmed for March 31- April 1 -- report to follow next month.

Meeting with **Anne DiGregory** of the **Ritz** to confirm participation in programs in Philadelphia and New York. The first program will be on April 20, held in conjunction with **McGettigan Corporate Partners**, a large corporate meetings firm. Also conversation with **Jane Wiegler** of the **Ritz** in Boston.

Susan Portsche of Pure Line has confirmed the opening of a franchise in Dubai, after working with our offices regarding franchising opportunities.

Met with president and manager of **Global Journeys** (tour operator), who are currently organizing a Dubai-Yemen program which will be offered to alumni and

non-profit groups. They are currently planning to travel to Dubai and Yemen in mid-May, introducing the destinations to the three guest lecturers who will accompany their groups.

Met with **Emirates Airline** their New York and East Coast marketing personnel to discuss joint marketing calls to promote the destination and the airline.

Continued talks with **TV network travel journalist and columnist**, Mr. Peter Greenberg of Los Angeles, regarding possible VIP trip to Dubai 27 December through 12 January. Put Mr. Greenberg in touch with DNA to evaluate opportunities and coordinate appropriate follow-up; provided Mr. Greenberg with samples of videotape footage of Dubai for evaluation and possible future use as background footage for US television reports.

Met with Amy Browne, international marketing manager of a \$60 million **apparel company** based in Commerce (Los Angeles) re: JFTZ. Visited Ms. Browne at their production facility and completed a conference call with Marian Florence (DTCM Philadelphia) re: a planned trip to Dubai that Ms. Browne intends to make with LCA's company president in April. Interest is high in the region and especially in JFTZ.

Star Clipper - Justin Smith, planning itinerary and excursion for Star Flyer call Oct. '98.

Cunard- Rob Wilkinson, develop cooperative marketing program for their '99 calls.

MAS - Nick Sardano, discuss sponsorship of air seats for Arabian Gulf/Indian Ocean Cruise Conference in Dubai.

Sea Air Holidays - Scott Hambidge, discuss chartering Star Flyer for 5 month cruise series in Dubai.

Star Clipper - Mikael Krafft, introduce to Scott Hambidge regarding Dubai Charter.

MEDIA & INFORMATION

Mailout of updated information packets to 8 large Canadian tour operators alone with invitation to visit our booth at the Canada Travel & leisure Show.

Mailout of quantities of Dubai tourism literature to Malaysia Airlines offices in Ft. Lauderdale and San Francisco for their use at upcoming trade shows.

Mailout of Dubai information packets to 4 tour operators advertising their Mid-East tour packages in the latest issue of International Travel News.

Mailout of Dubai tourism literature to 32 persons requesting general information at Seatrade '98.

Mailout information packets to 11 tour operators requesting information at ASTA Tour Fest '98.

Mailout information to 8 travel organizations requesting information at Vacation and Travel Showcase.

Jebel Ali Update mailing (74 labels)

Enterprise Dubai mailing (1362 labels)

CI TRAVEL VACATION & TRAVEL SHOWCASE

14 - 15 March 1998

Co-Participants

Government of Dubai, DTCM-N.A.

Donna M. Gonzalez

Tourism Coordinator

Sea Air Holidays, LTD

Jennifer Irwin

Marketing Director

The 18th Annual Vacation & Travel Showcase took place in Virginia Beach, VA, hosted by CI Travel & Cruise. The Showcase was a 2-day consumer show, starting off the first 2 hours of the show dedicated to a travel industry preview.

Using our 10' x 10' portable display stand with Dubai and Sea Air graphics, TV monitor showing our tourism video throughout the show. A full range of our tourism literature was available. Our tourism video was also shown in the Pavilion Conference Center's theater at schedule times each day. Consumer comments were: "the video did not elaborate on the location of Dubai." Perhaps a narrated video such as our older one, "Destination Dubai" would have been better received. Donated "Reflection of Dubai" hard-cover book as our travel agent giveaway.

The Show ran smoothly, especially with Sea Air on hand to explain what types of Dubai packages the traveler could consider. Malaysia Airlines' booth was positioned directly across from ours, promoting their new Newark-Dubai non-stop flights. There was interest in knowledgeable agents. Most consumers avoided us once they knew the whereabouts of Dubai. However, consumers with relatives in the U.S. military were much more welcoming.

The agent with very high interest in our destination was Alternative Tours & Travel. I met with their associate, Joanne Victoria. They are members of IGLTA (International Gay & Lesbian Travel Assoc). Sea Air Holidays, also a member of IGLTA, has question whether Dubai would support such travelers. These travelers are definitely worth supporting being their worldly knowledge and willingness to spend money on exotic destinations. Will follow up with this travel agent and discuss within our office and with Sea Air, the possibilities.

Met with Mickey Hawks, CI Travel--discussed how her company is having a hard time promoting our destination. Suggested perhaps our office could gather from the other NA tour operators featuring Dubai "most frequent questions asked" by travelers interested in travel to Dubai; then be listed as a Q & A sheet for distribution to travelers.

Page 2 - Vacation & Travel Showcase cont.

At the end of the show, CI Travel passed out to each exhibitor a show's survey sheet. Commented on the need for more time dedicated to trade--perhaps half day for travel professional, the other time for consumer.

Will be following up with interested agents and consumers, as well as Sea Holidays, who are considering co-participating with Dubai at ITME '98.

Overall, networking with other exhibitors, as well as tour operators featuring Dubai, can enhance travel to Dubai. Will be able to determine the potential of this show through followups.

March 1998 Tourism Ass't. Given - Philadelphia

DA	FR	W	OF	FU	NAME	COMPANY	ST	T	ASSISTANCE
24	DG	x			Jean Loring-Donres	Travel Network	CA	x	dest/at a/zcard/golf/wtr/bird/duty fr/sh saeed/museum/ent/us-dxb
24	DG	x			Nora MacDonald	Thunder Bay Travel	Ont	x	Al Maha PR/dest/duty fr/ent/golf/wtr/bird/at a/zcard/sh saeed/museum/us-dxb
24	DG		x		Mara Bandeen		CA	x	zcard/at a/tour/dest
24	DG		x		Anil Sahai		MA	x	dest/zcard/at a /tour/visa reg.
24	HJ		x		David Jewell	Travel Connections	OK	x	at a/dest/golf/in figs/hour/wtr/us-dxb
24	ME		x		Marilyn Altasherni		CA	x	at a/tour/hndbk
24	DG		x		Dr. Harry Mackler		FL	x	tour/zcard/at a/wtr/golf/bird/duty fr/sh saeed/museum/emirates/us-dxb
24	DG		x		Betsy Awni		IL	x	at a/zcard/hour/sh saeed/museum/Dxb parks
26	HJ		x		Linda Hope	Cruise Holidays of Montgomery	AL	x	at a/dest/ent/in figs/hour/wtr exp.
27	PS			x	Cindy Lieber	Food Network	NY	x	golf/duty fr/zcard/bird/wtr/at a/dest/entx4/jumeirah/recipes/us-dxb/dsf
31	PS		x		Denise Gardner	AESI	WI	x	museum/hert & cul/zcard/golf/wtr/bird/entx3/wtr/dest/at a/conf&exhib/grt incet/tour/us-dxb
31	CH			x	Rick Strunck	Royal Caribbean Int'l.	FL	x	3 sets of:museum/sh saeed/hert & cul/ 1 of:duty fr and dsf cal of events

March 1998 Tourism Ass't. Given - Philadelphia

DA	FR	WJ	OF	FUI	NAME	COMPANY	ST	T	ASSISTANCE
13	PS		x		James R. Gaines	Travel & Leisure Golf	CO	x	golf/wtr/bird/at a/z crd/dest/enter x3/duty fr
13	ME		x		Michelle	Flamingo Travel	CA	x	golf/wtr/bird/dest/ent/at a/sh saeed/museum/dsf/hour dxb
13	PS	x			Sherri Nakamura	Malaysia Air	CA	x	500 tour dxb/100 zcrd/100 at a/25 dest
16	DG		x		Katherine Mitchem		MD	x	at a/dest/entx2/golf/facts/in figs/hour/us-dxb nws
16	PS		x		Luciana El Mashni	King Tut Tours	CA	x	entx3/hour dxb/dest/zcrd/dsf/wtr/museum/golf/bird/us-dxb nws
16	PS		x		Richard Manto	Global Yacht Fuel, Inc.	FL	x	at a/zcrd/boat show info/wtc expos
16	HJ		x		Robert Witulski		MD	x	at a/zcrd/dest/entx2/in figs/golf/tour/wtr/map/us-dxb
16	HJ		x		Curly Hancox	One Stop Travel	AK	x	at a/dest/entx2/golf/in figs/tour/wtr/us-dxb
16	PS		x		Sherif Elsebai	Global Journeys	NJ	x	arabian trvl market info
16	HJ	x			Neil Malloy	Vantage Travel	NJ	x	posters/dest video
17	DG		x		Jennifer Irwin	Sea Air Holidays	CT	x	Duty Fr/bird/wtr/golf/at a gl/zcrd/dsf-hotels-cal of events/uae/tour/emirates/grt incnt/conf & exhib/dest video/ent/facts & fig
17	HJ		x		Cada Kory		NJ	x	at a/zcrd/dest/entx2/in figs/golf/hour/wtr/us-dxb nws
19	HJ		x		Alexander Estrin	Social Security Admin.	DC	x	at a/zcrd/dest/ent/in figs/golf/tour/wtr/us-dxb nws
19	HJ		x		Sheri Yanofsky		PA	x	at a /dest/ent/golf/in figs/hour/wtr/us-dxb nws
19	DG		x		Sherri Cook	Malaysia Air	NY	x	2 paks: dest/at a/entx2/airprt zcrd/golf/wtr/bird/conf&exh/grt incnt/1-A update/dsf/ILEG/museum/sh saeed/hndbk/facts&figs/dui
19	PS		x		Michael Goren	IST Cultural Tours	NY	x	dest/zcrd/Pearl of Arabia
19	PS		x		Suzanne Hall	IST Cultural Tours	NY	x	dest/zcrd/Pearl of Arabia
19	PS		x		Beth Lasko		PA	x	dsf/98 call/duty fr/golf/bird/wtr/museum/sh saeed/zcrd/at a/dest/hour/entx3/us-dxb/emirates air
19	PS		x		Ken Kramer		FL	x	wtr/museum/sh saeed/zcrd/duty fr/at a/dest/tour/entx3/emirates/golf/bird/dsf/us-dxb/exhibitions/Pearl of Arabia
19	DG	x			JoAnn Correia		CA	x	tour/zcrd/at a/dsf
19	PS	x			Agnes Chung	N. Am. Asean Consultants	BC	x	dest
20	PS		x		Steve Betzen	Maupintour	KS	x	duty fr/golf/wtr/museum/sh saeed/zcrd/bird/at a/dest/entx2/emit air/us-dxb/dsf
20	PS		x		Jose Martin		NY	x	duty fr/entx2/golf/wtr/zcrd/ILEG/at a/hour/dest/us-dxb
23	DG		x		Sardana	Malaysia Air	FL	x	25:wtr/golf -- 100:tour/zcrd/at a gl
23	PS		x		Barry Afshar	Exotic Travel Tours	VA	x	tour ops/am. co./dest/zcrd/at a/dsf/ent/duty fr/museum/sh saeed/golf/wtr/bird/us-dxb
24	HJ		x		Wendy Mayyan		TN	x	zcrd/ent/tour/list of hotels/trade shows
24	DG	x			Elaine Carlisi-Eder	Window on the World Travel	NY	x	NA tour ops/dest/golf/wtr/bird/museum/sh saeed/duty fr/ent/at a/zcrd/dsf/us-dxb

March 1998 Tourism Ass't. Given - Philadelphia

DA	FR	W	OF	FU	NAME	COMPANY	ST	T	ASSISTANCE
						MARCH 1998			
2	DG			x	Ann Digregory	Ritz Carlton Hotel	PA	x	golf kit/golf incentives/golf article
2	DG			x	Ken Korn	Ritz Carlton Hotel	LA	x	golf kit/golf incentives/golf article
3	DG			x	Gabriel Arana		CA	x	zcard/at a gl/hour dxb
3	DG	x			Gabriel Lopez		CA	x	at a gl/zcard/hour dxb
3	DG	x			Harry Lipinski	Int'l. Marketing SVCS	IL	x	zcard/hour video
4	HJ			x	Pat Riley	Cunard Lines	NJ	x	at a /zcard/ent/golf/in figs/means bus/tour/wtr/us-dxb nws/wtc expos
4	DG			x	Dr. Sheikh	DSF 98	CA	x	hnbk/at a gl/zcard/ent/tour dxb/dsf events & hotel rates/us-dxb nws
4	HJ			x	Sayed Hussain	Aurotech	NJ	x	at a gl/zcard/ent/golf/tour dxb/wtr/us-dxb nws/tour ops
5	DG			x	Melissa Vitiello	Destinations Travel, Inc.	NJ	x	dest/duty fr/at a/zcard/dsf/golf/wtr/bird/ent/us-dxb nws/tour dxb
6	DG			x	Janet Ruth	Cove Travel	FL	x	duty fr/at a/ent/golf/wtr/bird/dest/us-dxb nws/dsf
6	DG			x	Roberta Rivers	Travel Trunk	OH	x	duty fr/at a/ent/golf/wtr/bird/dest/us-dxb nws/dsf
9	PS			x	Marilyn Byfield	Centennial Travel SVCS	CN	x	dest video/98 cal/conf & exhib/zcard/duty fr/bird/golf/wtr/at a/dest/ent/tour dxb/us-dxb nws
9	PS	x			Jim Peterson	Gulf Air	TX	x	3 dest
11	CH			x	Allan Stolz	World Travel Consultants	CT	x	at a/dest/wtr/golf/grt incent/bird/dest video/shells/us-dxb nws
11	PS			x	Ms. Su Jin Oh	Quinn & Co.	NY	x	Jumeirah Bch Resort kit
12	HJ			x	Cherrie Menzel	Quest Net	IL	x	at a/dest/zcard/ent/golf/in figs/wtr/us-dxb nws
12	HJ			x	Nabeel Al-Ali		TX	x	at a/zcard/us-dxb nws/ent/in figs/golf/wtr/updates x2/dest video/c-video/bus dxb
12	DG			x	Sandra Pineda Al Mandani		FL	x	tour dxb/at a/zcard/dsf events & broch
12	PS			x	Lynn Bennett	Timely Production	NY	x	museum/sh saeed/dest/duty fr/golf/at a/zcard/bird/wtr/ent x3/dsf/us-dxb nws/emirates air/
12	CH			x	Linda Hart	Jaguar	NJ	x	dest/map/at a/enter/tour dxb
12	PS			x	Peter Borgmans	Sander Int'l.	Bel	x	Jumeirah Bch Resort
12	PS			x	Jim Peterson	Gulf Air	TX	x	12 Enter
12	PS			x	Harold Kurte	Royal Incentives Travel	FL	x	duty fr/at a/zcard/dsf/dest/grt incent/golf/wtr/bird/entx2/tour dxb/us-dxb nws
12	PS			x	Stephen P. Libman	IMICO Inc.	CN	x	duty fr/at a/dest/museum/zcard/conf & exhib/grt incent/wtr/golf/entx2/bird/sh saeed
12	PS			x	Marion Kupper	Dixie Travel & Tours LTD	CN	x	duty fr/at a/dest/museum/zcard/conf & exhib/grt incent/wtr/golf/entx2/bird/sh saeed
13	DG			x	Nikolas Sardana	Malaysia Air	FL	x	100 zcard/at a gl

F A C S I M I L E M E S S A G E

TOTAL NO. OF PAGES: 30 (INCLUDING THIS ONE)

TO: Lina Makarem
SMEO

FROM: Chuck Heath
DNA

RE: April '98 Activity Report

DATE: 23 June, 1998

FAX: 2/000/1/DCT/98/301

CC: To all OR's

Dear Lina,

Attached is the monthly activity report for April, 1998.

Regards,



Charles S. Heath

CSH:pwk

029312

98 SEP 14 PM 12:51
CRM/ISS/REGISTRATION UNIT

MONTHLY ACTIVITY REPORT

APRIL 1998

NORTH AMERICA OFFICES

HEAD OFFICE PROJECTS

Name: First Arabian Gulf / Indian Ocean Cruise Conference
Date: January, 1999
Place: Dubai
Met with Chris Hayman and Vanessa Stephens of Seatrade in Dubai.
During trip met with potential sponsors, selected venue and dates.

Name: Comdex
Date: November, 1998
Place: Las Vegas
Developed marketing strategy, booked space, opened discussions with stand designer, priced direct mail campaign, advertising etc., began looking for suitable location and costs for Discover Dubai Seminar.

Name: International Law Enforcement Games
Date: November, 1998
Place: Dubai
Assisted Airways Travel (Virginia) with travel accommodation with info for group of 238 traveling to Dubai for Police Olympics.

Name: Government of Dubai Yemen Trip
Date: April 27-30, 1998
Place: Dubai
Attended fact finding mission to Yemen. Full report sent.

029813

98 SEP 14 PM 12:51
REGISTRATION UNIT

Name: DTCM/Immigration Meetings
Date: April 23, 1998
Place: Dubai
Chaired meeting with Immigration, DTCM, and Ship Agents/Ground Ops to discuss cruise procedures and costs.

Name: DTCM/Aquarium Research
Assisted Mohammed Malek with aquarium project including identifying project consultants and designers.

TRADE FAIRS/DOMESTIC PROJECTS

Name: Canada Travel & Leisure Show
Dates: 23 - 26 April
Place: Toronto
This four-day show was held at the new, large upscale National Trade Centre, reflecting the growing number of attendees. The first day is limited to travel trade only, with many of them attending on the second day also. There was great awareness of the destination among the travel trade and traveling public. Travel literature moved at a steady pace and was exhausted hours before the end of the show.

Name: Malaysia Airlines
Date: April
Place: New York
13 April was the inaugural flight of Malaysia Airlines new non-stop service Dubai-New York. Traveled to New York 08 April to meet with their staff and brief them on Dubai (immigration formalities, Dubai International Airport, travel, tourism, commerce, etc.) Attended the inaugural flight ceremonies at Newark Airport on 13 April and attended their inaugural dinner that evening. Briefed their airport staff after the inaugural departure and assisted at the airport with passengers destined to Dubai on the first two flights.

Name: Malaysia Airlines
Date: April
Place: Toronto

Visited the airlines Toronto office and briefed their staff on Dubai (International Airport, immigration formalities, tours and travel events, etc.). Assisted in development of a small flyer highlighting the airlines' new Newark-Dubai service -- this flyer was available at the Canada Travel & Leisure Show.

Name: International Airline Reservations Managers Group
Date: 08 April
Place: New York

Attended the monthly meeting of airline reservations managers and introduced them to Dubai. Members of this group will be traveling to Dubai in June on a familiarization trip.

Name: Beyond Borders
Date: March 31 - April 1
Place: New York

There were 100 participants in the conference, which lasted for two days and incorporated educational sessions covering all the aspects of international meeting planning. In addition, each of 17 destine actions were given a full hour to meet with planners interested in their destination, providing us a valuable chance to meet with several organizations planning events in Dubai. Comprehensive follow up. (See attached)

Name: LA Times Travel Show
Date: April 4-5
Place: LA

As expected, the LA Times Travel Show attracted a reported 22,000 consumers and 1,551 trade attendees. By far, the majority were tourists. The DTCM booth was staffed by LA office personnel who handed out fliers and promotional magazines to more than 500 people. Traffic at the booth continued steady during the weekend show.

We estimate that less than 10% of the people we spoke with knew where Dubai is, and even less had any knowledge of Dubai. Our beautiful "for reference only" brochures included golf, water sports, bird watching, and Destination Dubai. We also displayed the coffee table book, Reflections of Dubai. People were consistently impressed by the images and quality of the communications. We committed to

following up with about one-fifth (94) of the booth visitors who specifically requested additional information. Several other countries exhibited as well, including several Canadian provinces, Malaysia, China, Taiwan, Singapore, British Islands, Israel, Turkey, Poland, Kenya, and Scandinavia. In all, there were more than 200 exhibiting organizations.

Experiences such as the LA Travel Expo underscore how unfamiliar the Western U.S. market is with the Middle East in general and Dubai in particular. An on-going marketing and public relations is needed to ensure Dubai gains the recognition it deserves.

MARKETING VISITS

Met with Amy Browne, International Marketing Manager, of LCA in Commerce, Ca., in advance of her business trip to Dubai. A conference call conducted with Ms. Marian Florence (Philadelphia) helped create a sense of excitement on Ms. Browne's part regarding the potential for LCA to conduct business at JFTZ.

Laura Dowe of Government Institutes requested assistance in planning an educational training seminar to be held in Dubai this fall. Reviewed her program and offered suggestions and further assistance.

Provided Mr. John Johnson of the International Sign Association with quantity of Dubai brochures for distribution at the annual National Sign Exhibition in Orlando. We are working with Mr. Johnson to prepare for the first Middle East Sign and Banner Show in February 1999.

Met with Amy Browne and Joseph Zarabi of LCA International to assess the possibility of opening a distribution headquarters for their lingerie and apparel line in Jebel Ali. Assisted with visit to Dubai in late April, meetings and trade show information. Follow up planned for her return in May.

Organized community service for local branch of MPI, which provided a new way for Dubai to become involved and visible in the community.

Meetings with Alexis Romer and colleagues from the Ritz-Carlton Hotel Company in New York to discuss possible ways to work together to promote Dubai to the Ritz-Carlton clientele. Participation in New York event in September confirmed.

Frank Palanzo of Scent of Palm Beach has developed relationship with several Dubai perfume manufacturers. He is currently negotiating to import their scent to use as a custom scent for Cunard Cruise Lines. DTCM assisting with logistics and general business information.

Participation in Malaysian Airlines reception honoring their inaugural non-stop flight from Newark to Dubai to Kuala Lumpur.

Represented the Ritz-Carlton Dubai at a breakfast meeting with McGettigan Corporate Planners, where I was able to do a short presentation on Dubai to a focused audience of corporate meeting planners.

Represented the Ritz-Carlton Dubai at a luncheon meeting with local Philadelphia corporate planners who currently work extensively with the Ritz. Again, I was able to do a short presentation on Dubai was to the group.

Meeting, with Mary Price of the Ritz-Carlton Hotel Company in Washington, DC to prepare for their upcoming event in June showcasing the Dubai property. Sent information for distribution to their clients.

Kevin Page of Vinmar Corporation has confirmed that he is sending his final documents to Mr. Muaddi for establishment of a petrochemical and plastics trading company in Jebel Ali.

Assisted Deb Brunell of Carlson Marketing with information for a pitch to Chrysler. Followed up - they will call with questions.

Located information on major American rug shows: 1. National Oriental Rug Show, Atlanta, January, 1999; 2. Surfaces World Covering, Las Vegas, July, 1998 and January, 1999. Information being sent.

Peter Greenburg, Travel Editor, Today Show - discussed possible visit to Dubai with VIP delegation.

Celebrity Cruises, David Lait and David Lewellyn, discussed possible cruise call in 1999/2000.

Meetings in Dubai included GAC, Inchape, Barwil, Arabian Adventure, Net Tours, SNTTA, Orient Tours, Destination Dubai, Marriott, Jumeiral Beach, Hilton, AlBustan, Holiday Inn, JAFZA, DPA, DWTC.

Media and Information

Mailout of 12 complete information kits to members of media who attended the Malaysia Airlines 25 March press luncheon.

Mailout of new Dubai Heritage & Culture brochure, along with smaller Dubai Museum and Sheikh Saeed House pieces to all Emirates and Malaysia Airlines offices, USTOA active members, and North American tour operators with itineraries that include Dubai.

Follow-up mailing of 6 complete information kits and videos to travel professional who requested them at the Canada Travel & Leisure Show.

Database Update:

1. Beyond Borders Database (118 labels)
2. Newsletter Contacts (1777 labels)

Jebel Ali Update mailing (87 labels)

Beyond Borders Int'l Meeting Planners mailing (55 labels)

Entertainment Tonight - Carin Wong Daily TV Show

Access Hollywood - Wileen Wong Daily TV show

E! News Daily - Barry Nugent Daily TV show

Extra - Jeffrey Gershoff TV show

Showbiz Today CNN - Lynn Lester Daily TV report

Hollywood Reporter - Alex Benlock Daily paper

Daily Variety - Elizabeth Guider Daily paper

USA Today - Kitty Yatsy Daily paper

Entertainment Weekly - Joe Flint Weekly paper

People - Todd Gold Weekly magazine

US - Robert Abele Weekly magazine

LA Times - Terry Schwadron Daily paper

AP News Service - Stephen Loeper Wire service

United Press Int'l - Dennis Daily Wire service

Globe Photos - Nina Promma Syndicated photos

Hollywood Inside - Syndicate Syndicated column

Trip Report

Canada Travel & Leisure Show Toronto 23 - 26 April 1998

This four-day show, endorsed by the Canadian Association of Tour Operators and the Association of Canadian Travel Agents, is the largest of its kind in Canada. In view of the growing numbers of exhibitors and attendees, the venue this year was changed to the new, larger National Trade Centre in Toronto city.

This year, we exhibited in the "Europe" section, where we were neighbored with Egypt, Morocco, Tunisia, and Malta. Leading tour operators with product to the Middle East were located nearby. We used our 10' x 10' portable display stand, with a TV showing our tourism video continuously. Our brochures were displayed, along with the brochures of several tour operators having Dubai product.

The first day of the show was limited to travel trade only, with a great number of the trade attending on the second day also. Throughout the show, there was opportunity to network with tour operators, talking with them about Dubai and how it is emerging as a leading tour destination from North America. Managers from Canadian Travel Abroad, Inc., Conference Travel & Tours and Creation Tours showed a keen interest in our destination and requested further specific information. Three others continue their interest in operating tours to Dubai, but want to experience the destination first. All followups will be actioned. There is a great awareness of Dubai among Canadians; many of the consumers had been there or were planning to travel there in the near future. There were many questions about the destination and all there was to do there. Tour brochures and Dubai tourism literature moved at a fast pace, with our supply of tourism literature exhausted hours before the Sunday closing.

Additionally, a charity cookbook, for which we contributed recipes, was sold at the show. Printed credit was received in the book. Our new tourism video was shown twice daily in the show's theatre and I was on hand after each show to hand out brochures and answer questions.

Suggestions

In view of the interest in Dubai among the Canadian travelling public and travel, I would suggest exhibiting again next year. The new high profile venue and growing numbers of attendees can be counted on to increase Dubai's visibility in Canada. I have already approached the show organizer's about conducting a Dubai seminar during next year's show.

April 1998 Tourism Ass't. Given

DA/FR	WI	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
					April 1998				
1	DG	x		Sara Vaillancourt	Amex Canada Inc.	Alb	x		dest/at a/hert&cul/zcrd/golf/wtr/bird/sh saeed/museum/ent/us
1	PS		x	Kathy Rainey	Emirates Air	VA	x		60 of: hert&cul/zcard/at a gl & 20 of:sh saeed/dest/museum
1	HJ		x	Mohammed Al Mutawa	(UAE National)	CT	x		at a/bird/dest/zcrd/duty fr/ent/golf/hert/in figs/museum/map
1	DG		x	Richard Gilliland	(Jan or Feb 99 visit)	NE	x		zcard/at a gl/tour dxb
1	PS		x	Harol Kurte, Presiden	Royal Incentives Travel	FL	x		EK/sh saeed/hert/museum
1	HJ		x	John Cook		GA	x		at a/bird/zcrd/ent/golf/wtr/us-dxb nws/dsf
1	CH		x	Rick Shrunck	Royal Caribbean Int'l.	FL	x		98 DSF official gde
1	CH		x	Linda Stewart		NJ	x		dest video/sh saeed/museum/hert
1	CH		x	Jim Leggett	IPS	NC	x		sh saeed/museum/hert
2	PS	x		Sheri Cook	Malaysia	NY	x		25 of:hert/museum/sh saeed & 100 zcards
2	HJ	x		Partick Ahern	Koch Ind. Inc.	KS	x		at a/zcrd/dest/ent/golf/in figs/museum/sh saeed/tour/wtr/us-dx
2	MF		x	John Johnson	ISA (Int'l Sign Assoc)	VA	x		125 at a/100 Means bus/25 tour dxb/bus video/5 posters
3	HJ		x	Marjan Halstead		AZ	x		at a/dest/ent/golf/hert/tour/wtr/us-dxb nws
3	CH		x	Martha Steadman	Air France	NY	x		20 of: at a/zcrd/wtr/golf/bird/hert/museum/sh saeed
3	PS		x	Sheri Cook	Malaysia Air	NY	x		5 of: at a/zcrd/dest/bird/golf/wtr/hert/sh saeed/museum
6	PS		x	Richard Manto	Global Yacht Fuel, Inc.	FL	x		zcrd/At a gl
6	PS		x	Louis Kraar	Board of Editors-Fortune	NY	x		x at a/dest/ent/golf/hert/museum/tour sh saeed/wtr/us-dxb nws
6	PS		x	Theresa Scanlon	Jax Fax Mag.	CT	x		x at a/dest/ent/golf/hert/museum/tour sh saeed/wtr/us-dxb nws
6	PS		x	Lois Madison Reamy	Institutional Investor	NY	x		x at a/dest/ent/golf/hert/museum/tour sh saeed/wtr/us-dxb nws
6	HJ		x	Neil Meneghini		WI	x		hert/museum/sh saeed

April 1998 Tourism Ass't. Given

DA	FR	W	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
6	PS			x	Jonathon Siskin	Travel Agent	NY	x	x	at a/dest/ent/golf/hert/museum/tour sh saeed/wtr/us-dxb nws
6	PS			x	Darlene Squillace	Global Journeys	NY	x	x	at a/zcrd/duty fr/dest/museum/hert/sh saeed/bird/golf/wtr/c-
6	PS			x	Dirk Vorgsmiller	Malaysia Travel Advisors	IL	x	x	at a/bird/zcrd/dest/duty fr/entx2/golf/grt hert/hert/museum/sh
7	MF		x		Judy Boncher	Liberty Travel	MA	x	x	dest/golf/hert/museum/sh saeed/wtr/bird/us-dxb/at a gl
8	PS			x	Donald Dickens	Mauna Lani Bay Hotel	HI	x	x	enterprise
8	HJ	x			Carla Rosenblum	Travel Advisors	CA	x	x	at a/bird/zcrd/dest/ent/golf/hert/in fig/museum/sh saeed/tour/
8	HJ		x		Dens Gardner	AESI	WI	x	x	at a/zcrd/dest/golf/hert/wtr/us-dxb nws
9	HJ		x		Ron Washington	BTI America (P.S. contact	TX	x	x	dest/hert/wtr/golf/bird/us-dxb/ent/at a
9	CH			x	Carla Hunt		NY	x	x	tours & saf/museum/hert/sh saeed
9	PK			x	Malaysia Airlines	(15 copies each)	NY	x	x	dest/wtr/golf/birds/hert/sh saeed/yr end report/ent/duty fr/at a
9	HJ		x		Jaunita O'Connell	Malaysia Air	FL	x	x	100 of: at a/zcrd/hert--10 dest--25 of: golf/wtr/grt incent
9	CH		x		Linda Hart	Jaguar	NJ	x	x	180 hert & dest
9	HJ		x		Johnson Abraham		NY	x	x	at a/dest/ent/golf/hert/wtr/us-dxb nws/hotel list
13	DG		x		Jane Olson		CA	x	x	Sheraton hotel/wtr/golf/zcrd/at a/museum/sh saeed/museum/bi
13	HJ	x				World Tours Travel Agenc	AZ	x	x	at a/dest/zcrd/ent/golf/hert/in figs/museum/sh saeed/wtr/us-dx
13	MF			x	Bill Hoffman	Nat'l. Assoc. of Golf Tourn	NV	x	x	golf/ent/us-dxb nws/dest
13	HJ		x		Kumia Besharatpour		LA	x	x	at a/dest/facts/in figs/ent/us-dxb nws/emp svcs/shop. ctrs/garr
14	HJ		x		Judy Giardina	Park Forrest Travel	IL	x	x	at a/bird/dest/ent/golf/in figs/museum/wtr
15	DG		x		Neil Kreuzer		MA	x	x	duty free mag.
15	DG		x		Maiju Hessel		CA	x	x	zcrd/tour/at a/list of hotels-winter rates '97-8
15	DG		x		Jean Lee	Pfizer	NY	x	x	at a/tour/zcrd

April 1998 Tourism Ass't. Given

DA/FR	W/	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
15	DG		x	Mr. Mukhi		MA	x		dest/zcrd
15	DG	x		Cindy Thwaites	Carlson Wagonlit	Ont	x		dest/wtr/golf/bird/sh saeed/museum/ent/duty fr/zcrd/at a/her
16	PS		x	Assad Abidi	Zohny Travel	NY	x		3 shells
17	DG		x	Mark	Essex Travel	CT	x		at a/dest/ent/hert/museum/sh saeed/zcrd/us-dxb nws/bird/go
17	DG		x	J. Mark Montgomery		NJ	x		hotel rates (winter & summer)
17	HJ		x	Stephen Davies	Butler Travel SVCS	NC	x		dest/hert/sh saeed/museum/zcrd/at a/golf/wtr/ent/bird/us-dxb
17	PS		x	Joan Marcus	Marcus Assoc.	NY	x		dest/at a/zcrd/hert/museum/sh saeed/ent/us-dxb/golf/wtr/bir
17	CH		x	Rachael Kline	AAA Agency	PA	x		duty fr/ent/us-dxb/dest/at a/sh saeed/museum/zcrd/hert/wtr
20	PS		x	Dale Leatherman		VA	x		slides/golf/dest/gulf's golfing capital
17	DG	x		Mr. Tara Rendon	Off. of Trvl & Tour (H.O.)	MA	x		dest/hert/golf/wtr/bird/at a/duty fr/ent/zcrd/us-dxb/sh saeed
15	DG	x		Nick DeAntonio	Day's Travel Agency & Sch	NY	x		dest/duty fr/at a/hert/ent/zcrd/golf/wtr/sh saeed/museum/bird/a
17	DG	x		Nancy Zindel	Uniglobe Banner Travel	PA	x		grt incent/golf incent/dest/duty fr/golf/wtr/bird/hert/ent/sh sa
21	DG		x	Joan Schechter	JSA Network Mrking (MA)	NY	x		dest/hert/sh saeed/museum/at a/zcrd/duty fr/ent/golf/wtr/bir
21	MF		x	Azita Safaie		NY	x		hert/at a/zcrd/us-dxb/ent/tour dxb
22	DG		x	Ralph Ross		DC	x		(MAS stopover) tour /zcrd/at a glance
22	MF		x	Dave Bartruff	(Claire Mangers contact)	CA	x		dest/golf/hert/tour/us-dxb/ent/at a/zcrd
22	HJ		x	Joe Murphy		PA	x		at a/birds/dest/ent/hert/in figs/golf/museum/sh saeed/wtr
22	MF		x	Mike Thiel, Publisher	Hideaway Int'l (Tim Fox c	NH	x		tour video/dest/wtr/golf/birds/hert/ent/us-dxb/tour/at a gl
23	PS		x	Darlene Squillace	Global Journeys	NY	x		25 birding
23	PS		x	Andrienne Chiron	Skymasters Travel	FL	x		dest/duty fr/grt incent/at a/zcrd/hert/sh saeed/museum/golf/w
27	MF		x	Audrey Van Stockum	Prudential	IL	x		tour video/dest/tour/hert/at a gl/ent

April 1998 Tourism Ass't. Given

D/FR	W/	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
29	DG		x	Paul Wollner	(MAS flight)	NY	x		at a/zcrd/dest/golf/wtr/bird/hert/sh saeed/museum/ent/duty f
29	DG	x		Kenneth Roxburgh		FL	x		dest/98 cal of events
29	DG	x		Robert Varnell		FL	x		dest/98 cal of events
29	DG	x		Diane Woods		CO	x		uae 97/dest/hert/sh saeed/museum/at a/zcrd
29	PS		x	Andrienne Chiron	Skymasters Travel	FL	x		2 bus hndbks
30	DG	x		Carolyn Dodek	Shillelagh Travel Club	VA	x		dest/at a/zcrd/duty fr/golf/wtr/bird/hert/museum/sh saeed/er
30	PS		x	Segundo Navas	Airways Travel	VA	x		6 ILEG booklets

BROCHURE	AMOUNT	NOTES
TOURISM		
Airport - (Z-card)	28	
At A Glance /	619	
Birdwatchers Paradise	151	
Blue Rack	0	150 Spanish
Conference & Meeting Facilities	266	
Decide on Dubai (Promoting Dubai)	1119	
Destination Dubai (Tvl. Trade Manual)	558	
Duty Free Guide	0	Dec. '97-Jan. '98
Emirates Air (Gold)	8	
Classic Golf Destination	65	
Golf Incentives	37	
Great Incentive	76	50 French
Official Guide	2	
Tourism Dubai Magazine	84	2nd issue
Tourism Video	54	'97
Tourism Video (French)	2	
Watersport	17	
Dubai Museum	136	
Sheikh Saeed Al Maktoum House	180	
Heritage & Culture	670	
MISC.		
Dubai Bags	90	150 new
Recipe booklets	0	
Dubia Zoo	3	
Gateway - Hardcover	11	
Gateway - Softcover	0	
Information Kit Covers	927	
Tourism video covers	128	
Tourism video stickers	64	double sheets
Tourism video cases	97	
UAE Yearbook	4-'97/25yrs	
1998 Calendars	54	

Commerce Contacts

April 7

Terry Iakovou, Ph.D. from University of Miami, Dept. of Industrial Engineering was contacted and provided information about Dubai as a global business center and a popular travel destination.

April 7

Mr. Robert Epperson, director of marketing for Executive Excellence Publishing, responded to a business advertisement in *BusinessWeek* magazine. He faxed in the form at the bottom of the ad requesting information. Materials were sent immediately.

April 7

Mr. William Zunkel of AfricAsia Trading Company was contacted by our office and sent information about Dubai and how his company can profit from doing business in the UAE.

April 7

Ms. Nan Medevic of Incentive Associates attended a Fam Trip with Akbar Hussain of Emirates Airlines to Dubai. We sent her a tourism package of information and introduced the west coast office and offered her our assistance.

April 7

Ms. Janet Moore of Distant Horizon also attended the fam trip with Emirate Airlines to Dubai.. Again, a tourism package was sent and a letter introduced our office and offered our assistance.

April 9

Mr. Salim Baig of National Tours & Travel called to request information about Dubai's business environment for one of his clients. A package of materials was sent upon his request.

April 9

Ms. Ruth Esparza from Malaysia Airlines spoke with Jerry Derloshon regarding the potential of conducting joint promotions in the San Francisco area. As a follow-up to the conversation, a tourism package was sent and we are exploring a program for June.

April 9

Mr. Scott Davis of All About Travel was contacted by our office regarding tourism in Dubai and sent a package of informational brochures for his clients.

April 13

Ms. Leslie Ward, travel editor of the Los Angeles Times newspaper, was contacted by our office to promote the presence of the West Coast region. She requested a letter along with a comprehensive package of informational brochures and the LA office will keep in contact with her.

April 15

As the result of a previous interaction with Mr. Tom Prieto, he called back requesting additional information to help him plan a special tour as part of a trip to Dubai. A list of tour operators in his region was provided in addition to a list of tour ops in Dubai.

April 15

Ms. Jenee Ong of APA Travel Center was contacted by our office in efforts to promote tourism and an informational package was sent as follow-up.

April 15

Ms. Helen Williams, international sales manager at UCLA, responded to the *BusinessWeek* ad that has been running, requesting business information. The appropriate materials were sent.

April 15

Mr. Eddie Younes of El Gato Negro Art & Design responded to the *Business Week* ad and also called the office. He is interested in participating in conferences and exhibitions that would be appropriate for his business. A list of conferences and exhibitions was sent along with informational brochures.

April 15

Mr. Jim Yang of Baxter Healthcare was contacted by our office regarding the many business incentives offered in Dubai. Business brochures were sent as follow-up.

April 15

Microcell Communications responded to the *Business Week* advertisement for information about doing business in Dubai. A general business package was forwarded.

April 15

Ms. Betsy Bonderant of Amgen, a medical research company, was contacted regarding the business opportunities available in Dubai. As a follow-up piece to the conversation, a packet of materials were sent.

April 24

Mr. Kahlid Qurashi called and requested business information about Dubai. Materials were sent.

April 24

Mr. Dave Hamar requested business information about Dubai. Materials were sent.

April 24

Mr. David Nabil requested business information about Dubai. Materials were sent.

April 29

Mr. Micky Weill of Altour International was contacted by our office regarding tourism in Dubai. As a follow-up to the conversations, an informational package including both travel and business brochures was sent.

April 29

Mr. Russell Lemley of Capitol Group Companies was contacted by our office regarding business opportunities in Dubai for his company. As a follow-up to the conversation, a business/travel package was sent.

April 29

Further to an earlier request for information, Mr. Ira J. Safaii of MicroCell Communications asked for a listing of companies in Dubai that import telecommunications equipment and mobile phones which is his same business industry.

April 29

Ms. Janet Lebovitz of ARCO was contacted by our office regarding business incentives in Dubai. An informational package was forwarded following the phone conversation.

April 29

Ms. Marilyn Murphy of Creative Travel Planners Inc., a corporate incentive travel company, was contacted by our office regarding the travel and business opportunities and facilities in Dubai. Materials were sent as follow-up pieces.

April 29

Mr. Roger Tecksingani of Prime Charter Limited responded to the advertisement in *Business Week* magazine requesting information about how his company could profit by conducting business in Dubai. The appropriate business materials and brochures were sent via mail.

Telephone Tally for April 98

Type	Number
Comm. Individ.	10
Comm. Corp.	13
Jebel Ali	3
Tour. Individ.	18
Tour. Corp.	4
Media Edit.	1
Total calls:	49

Number of Brochures Sent/Distributed in March

Name of Brochure	Quantity
Business Handbook	13
Jebel Ali Business Guide	17
Destination Dubai	27
Update Brochure	
-February 1998	9
-March 1998	12
-April 1998	3
Watersports	34
Golf	12
Airport Free Zone	8
Tourism Dubai	510
Dubai At A Glance	41
Dubai Guide	5
City Tourist Map	7
Conference Facilities	1
Shopping Festival	5
Birdwatching	29
The Great Incentive	4
Dubai Means Business	5
Dubai Magazine	2
Decide On Dubai	3
Heritage & Culture	5
Dubai Museum	3
Total:	755

Miscellaneous

Jebel Ali Free Trade Zone lists	2
Dubai Fact Sheets	960

Ritz List, L.A

	COMPANY	CONTACT	BUS. WITH DUBAI	FUTURE INTEREST	COMMENTS
1	Ace Medical. Co.	Ms Kem	No	No	Only local Corp. travel
2	Air Apparent Travel	Operator	No	No	Refused to transfer the calls
3	All about travel	Scott Davis, Exec. VP	Organized Corp. trips	Wants to do more (incentives?)	Asked for materials (Serious candidate)
4	All Travel	Eric, Owner	No	No	
5	Allied Signal Aerospace	Len Brobecker, Dir. Sales	No	?	Asked that we contact JAPAN office
6	Altour International	Mr. Mickey Weill	Some Corp. trips	Wants to do more	Asked for materials (Serious candidate)
7	American Honda M. Corp	Joyse Malinban	No	No	4 messages left
8	American Law Firm Asso	Operator	No	No	Their office deal locally
9	American Telemarketing Assoc	Always voice mail	No	No	4 messages left
10	Amgen	Betsy Bonderant	No	Not looking into that region	Asked for materials
11	Antares Corporation	Ms. Sofi	No	No, they are local	Asked for materials
12	APA Travel Center	Jene Ong	No, been to african travel seminar	Wants to do tourism to Dubai	Asked for materials (Serious candidate)
13	API Security	Nadine			4 Messages left
14	ARCO	Janet Lebovitz/Events	Dealing with the Gov' of Dubai	Nothing at this time	Asked for materials
15	Baxter Health Care	Jim Yang	No	They are not sure	distributing through ARAMCO, info sent
16	Blonder Travel	Debra Howard	No	No	
17	Buena Vista Home Entertainmen	Jacky			4 messages left
18	Candle Corporation	Shirley Ashford, Mtgs	No	?	European Office handles overseas
19	Capital Group Companies, Inc	Russell Lemley/ Legal	No	Interested in knowing more	Asked for materials (Serious Candidate)
20	Cedars Sinai Medical Center	Bari Laner/Convention	No	No	Local Hospital
21	Columbia Tri Star	Carig Smith, spec/proj	No	No	Special tasks for Columbia TV only
22	Computer Sciences Corp	Janan Jhonson/Trvl Mgr			3 Messages left
23	Creative Travel Planners, Inc	Marilyn Murphy, Pres	No	Interested in incentives	Asked for Materials (Serious Candidate)
24	Dames & Moore	Jayne Chesebrough	No	No	US Market only
25	Delphi Systems, Inc	Debbie Hawkins, Exec			Disconnected #, None listed
26	Destination Resources				3 Messages left
27	Direct TV	Lorene Chee, Promoti	No	No	Too early for them
28	Disney World Wide Services, Inc	Cathy Samuel/ Oper			3 Messages left
29	Dream Works	Brian Evans			Never get through
30	Executive Convention Cousultant	Operator	No	No	US Market Only
31	Financial Network Investment CO	Jan Gordon spec/serv			3 Messages left
32	FOX Sports, Inc	Susan Panitz, events	No	No	
33	FOX, Inc	Karen Gartz, Trvl Serv			3 Messages left
34	Harman International	Sally Abella, Trvl Mgr	No	Wants to know more	Asked for Materials (Serious Candidate)
35	Health Net	Tom Smith, events			Never get through
36	Herbalife International	Hayats McLowd, Intl	No	?	Promised to call back
37	Hoffman Travel	Cathryn Sayre	No	No	US Market Only
38	Home Savings of America	Linda Ulim, Mtgs/event			3 messages left
39	J. D. Power & Assoc	Jerney Paller, Int'l	No	Maybe	Asked for Materials

F A C S I M I L E M E S S A G E

TOTAL NO. OF PAGES: 15 (INCLUDING THIS ONE)

TO: Lina Makarem
SMEO

FROM: Chuck Heath
DNA

RE: May '98 Activity Report

DATE: 9 July, 1998

FAX: 2/000/1/DCT/98/324

CC: To all OR's

Dear Lina,

Attached is the monthly activity report for May, 1998.

Regards,



Charles S. Heath

CSH:pwk

029314

98 SEP 14 PM 12:51
CRM/ISS/REGISTRATION UNIT

MONTHLY ACTIVITY REPORT

May 1998

NORTH AMERICA OFFICES

HEAD OFFICE PROJECTS

Name: Arabian Travel Market

Phila./LA

Date: 5-8 May

Place: Dubai

Issued invitations and coordinated participation, travel arrangements, and visas for two sponsored buyers from U.S. Rita Zawaideh of Travel Express (Seattle) and Darlene Squillace of Global Destinations (New York) planned to participate, but Ms. Squillace had to cancel last minute due to personal problems. Have followed-up with both.

Name: Comdex Trade Show

Phila./LA

Date: November, 1998

Place: Las Vegas

Efforts were focused in May on conceptualizing appropriate promotional materials to secure attendance at a "Discover Dubai Breakfast" at Comdex. Goal is to host between 160 to 200 business guests for breakfast consisting of Comdex exhibitors. Inquires were made into the availability of hotel space for the meeting which will be confirmed as soon as the hotel accepts space reservations later this summer.

RECEPTION UNIT

PH 12:51

DOMESTIC PROJECTS

Name: Unicef Travel Forum

Dates: 08 May

Place: New York

Exhibited, along with Emirates Airline, at this one-day travel expo for 1200 United Nations employees who travel and arrange travel. The target audience of travelers to the Middle East, the Indian Subcontinent, and Africa was aware of Dubai and seemed interested in visiting the destination. There were many comments and questions about the Dubai Shopping Festival.

Name: International Franchise Expo

Date: 30 May

Place: Chicago

Moderated and spoke at a 1 hour presentation on franchising in the Middle East. Others on the panel included Rick Bisio of America's Favorite Chicken and Hoda Barakat of Al Tamimi Law offices in Dubai. There was great interest among the attendees, who included representatives of franchising in Jerusalem and Singapore, particularly on the legalities involved when franchising in Dubai.

Researched and wrote paper presented at a seminar on franchising in Dubai and the Middle East to an audience of international franchise companies. Also coordinated seminar and publicity. Peter Streng represented DTCM.

Name: Meeting Professional International (MPI)

Date: 12-14 July '98

Place: San Diego

Confirmed participation, reconfirmed 10' x 20' stand space and booked stand fittings for this annual conference of international meeting planners.

Name: USTOA Travel Agent Tourexpo

Date: 30 October - 01 November

Place: Las Vegas

Confirmed participation and booked 10' x 10' stand space at this travel expo produced by USTOA and Travel Agent magazine.

Name: International Business Expo
Date: May 13
Place: New York
Exhibited at regional trade show targeted to companies in New York, New Jersey and Connecticut. (see report attached).

Researched and wrote paper presented at a seminar on franchising in Dubai and the Middle East to an audience of international franchise companies. Also coordinated seminar and publicity. Peter Streng represented DTCM.

Name: Academy of the Pacific Travel College
Place: Los Angeles
L.A. office staff made preparations to present a one-hour program to staff and students at the Los Angeles - based Academy of the Pacific Travel College. Purpose is to inform the audience of 100 about travel in Dubai, many of whom will go onto successful careers in the airline, hotel, travel agency and food service industries.

Name: L.A. Area Information Breakfasts
Date: to be determined
Place: L.A.
We are in the process of confirming dates for three information breakfasts to take place this summer in cooperation with African Travel, major L.A. - area tour operator and Emirates Airlines.

MARKETING VISITS

Presentation for all North American staff of **Emirates Airlines** highlighting recent developments in business and tourism. Also discussed opportunities for continuing cooperative promotion in the American market.

Identified and located contacts at major companies on the West Coast for Walid Hareb of the **Jebel Ali Free Zone** in preparation for a marketing visit planned for June 15, 1998. Provided him with information on over 15 companies. Mission has been postponed.

Assisted Mike Thiel and Gail Richards of **Hideaways Magazine** with visas, itinerary, and meetings during a visit to Dubai, which will be featured in their upscale tourism magazine.

Met with Amy Browne of **LCA International** following her visit to Dubai and the Jebel Ali Free Zone. She is planning return visit for Motexha, and looking at setting up a distribution center in Jebel Ali.

Organized second community service project for local branch of **MPI**, which provided a new way for Dubai to become involved and visible in the community.

Assisted Richard Holmes of the **National US-Arab Chamber of Commerce** with information on Dubai telecommunications industry for presentation honoring the UAE.

Met with George Ferguson of **W. W. Grainger**, who is looking at a joint venture project in Jebel Ali. Provided further information.

Responded to leads provided by **European Meetings & Incentives Magazine**. Confirmed medical convention in 1999 to be run by **Ed Harris & Associates**. Full information package sent.

Confirmed attendance at dinner in Washington DC honoring the Dubai property for the **Ritz-Carlton Hotel Company**. Sent full package of information; planning comprehensive follow up with attendees.

Answered request from Glyn Ashley of Dubai for assistance at the upcoming **Gas Turbine Users Conference** in Dallas. Currently planning logistics and researching possibilities for Arabic hospitality stand to promote next year's conference in Dubai.

Intern Mr. Omar Suliman continued to work the **Ritz Carlton** lists of Los Angeles and Orange County contacts for the purpose of providing pertinent information on Dubai and when possible, scheduling meetings. See attached call reports.

MEDIA & INFORMATION

Data Base Update:

Mailing to 72 IBE select invites
Mailing Enterprise to 1,803 contacts
Mailing JAFZA Update to 75 contacts
Mailing to 8 incentive contacts
Brochures sent: 793

ADMINISTRATION

Finalized employment offer for Pauline Berge.

INTERNATIONAL BUSINESS EXHIBITION
The Jacob Javits Center
New York City
May 13, 1998

Attending:

Heather S. Jones, MKC

Exhibitors and attendees from New York, New Jersey, Connecticut, and Pennsylvania gathered in the New York Metro area, the largest center for international trade in the United States, for a day of seminars and networking. The focus covered international business and technology, global trade opportunities and the tools needed to bridge interests.

The DTCM booth was located in the international/government section of the show, drawing in traffic for internationally minded traders.

I spoke with nearly 100 attendees. Most of the inquirers requested further information that will be followed up on in due course. Many small and medium sized exporters indicated interest in the region and were looking for contacts to perpetuate their trade. Some contacts made were:

- Paul D. Podell, vice-president of Blossom Farm Products, was looking for manufacturers and distributors of dairy products.

- Antonio Gooding, president of Blue Diamond Services, Ltd., deals in the aircraft/corporate jet industry and is interested in attending the Dubai Air Show.

- Madhukar Murthi, international partner manager for FaxSav Inc., was interested in contacting information technology companies and software developers in Dubai.

- Meyer Harroch, vice-president international sales for Inter-Trade USA & Assoc., would like to familiarize himself with the Middle East market by making contacts with construction equipment and heavy machinery & parts traders

We have exhibited with IBE for three years now and the quality of contacts has diminished steadily. As New York is a significant commerce market, I would recommend a more prominent venue be found to showcase Dubai as a reachable Middle East trade opportunity to more sophisticated, internationally minded companies looking to expand and strengthen their trade ties.

May 28, 1998

ASSIST. GIVEN

May 13

Provided travel/tourism information to Ms. Gerri Spain a consumer attendee who had obtained our phone number when we exhibited at the Los Angeles Times Travel Show.

May 13

Sent business/commerce materials to Mr. Jimmy Paller at J.D. Power & Associates in Agoura Hills, CA. Mr. Paller had been contacted by our office staff regarding business opportunities in Dubai.

May 13

Mr. Chomsri Lewinter, travel manager of Occidental Petroleum in Los Angeles, was contacted by L.A. office staff regarding business travel and business opportunities in Dubai. Materials were forwarded at Mr. Lewinter's request.

May 13

Provided business and general travel brochures to Mr. Charles Vizcaino of Omelveney & Meyers in the travel department who was contacted by our office staff.

May 13

Orange County area resident, Mr. Moussa Dalla, called and requested business information about Dubai. Materials were sent upon request.

May 13

The director of travel services, Mr. Jack Gonzalez, of Sony Pictures Entertainment in Culver City, CA was contacted by our office staff regarding business incentive travel and was sent a package of information. The materials included were Destination Dubai, Golf, Heritage and Culture, Watersports and business handbook.

May 13

General information on Dubai was provided to Ms. Cathy Fitzgerald of Nestle USA Inc. in Glendale, CA. Ms. Fitzgerald was contacted by office staff promoting business travel and business opportunities available to Nestle in Dubai.

May 13

An information package containing travel brochures was sent to Ms. Peggy Corby of Revel Travel in Beverly Hills, CA. Mrs. Corby's interest in Dubai was raised following her being contacted by the LA office promoting travel to the destination.

May 13

Ms. Miriam Rand of Randfield Travel in Beverly Hills, CA was contacted and requested a travel information package.

May 13

The director of corporate travel of Universal Studios in Hollywood was contacted by office staff to encourage business and travel to Dubai. Mr. Dan Riley was forwarded a package of travel materials.

May 13

A travel package of information was sent to Mr. Mohammed Al-Shihhe in Miami, FL.

May 13

Office staff contacted Ms. Jeanine Mansur at Warner Records/Hoffman Travel in Burbank, CA regarding Dubai as a travel and business destination. A package of materials was sent to Ms. Mansur.

May 13

A comprehensive travel and incentive package was sent to Ms. Barbara Klint of Travel Facilities in Los Angeles, CA at her request, following a call from staff.

May 13

A marketing call was placed to Ms. Diane Skinner of Superior Travel in Los Angeles, CA and a tourism/travel package was forwarded as a follow-up.

May 14

A list of tour operators in California and Arizona was mailed to Ms. Gerri Spain upon her request.

May 14

A tourism/travel package of information was mailed to Ms. Lourdes Ricassa of Los Angeles per her request.

May 14

A business packet was sent to M. Davidene Tait of Los Angeles who responded to a Business Week advertisement allowing readers to fax in a request for information.

May 14

Comprehensive business information was provided to Ms. Sally Abella of Harman Travel in Northridge, CA. Harman Travel is the internal travel agency for the large international conglomerate, Harman International which is the parent company of JBL (manufactures pro audio equipment).

May 14

Mr. Maury D'Santos of Pinnacle Travel in Apple Valley, CA contacted our office and requested travel information about Dubai. A packet of information was sent.

May 14

Ms. Diane Woods wrote to the L.A. office requesting travel information about Dubai. Ms. Woods works for a travel agency, International Travel, in Aurora, Colorado. A package of brochures and other materials was sent.

May 15

Mr. Joseph Zinati of JRB Collection in Los Angeles called and requested business information about Dubai, specifically about the clothing and apparel industry. Business brochures and a listing of similar companies in Dubai (obtained from OSIC) was forwarded to Mr. Zinati.

May 15

Mr. Anup Khemlani is interested in learning about conducting business in Dubai. His company, Anucci, based in Torrance, CA is in the perfume/cosmetic/fragrance industry and wanted to contact other such companies to discuss distribution opportunities. Business brochures and a list of companies in Dubai (obtained from OSIC) was sent to Mr. Khemlani.

May 28

(26)

Ritz List
(Orange County)

By: Chris Sullivan

(Company)	(Contact)	(Bus' with Dubai)	(Future interest)	(Comments)
Advanced incentive travel	Cristine Miller	NO	NO	Asked for materials
Allergan, Inc	Loretta Tursani			2 messages left
Am. Assoc. of gynecological lap				Still trying to get phone #
Ambassador performance group, Inc. on Klein				2 messages left
Amoride Incentive marketing	Mary	NO	If they find clients	Asked for materials
Andante Travel	Gene Kochwice	Once a client stopped in dubai	Interested in doing more	
Arrowhead conferences and events	Enoch Williams, pres			2 messages left
Associated travel, INTL	Yvonne Darragh			2 messages left
AST Computers				2 messages left
Avenida Travel	Sharon Brown	they do few corp. travel	NO	Asked for materials
Balboa motivation	Hali Bedsole			1 message left (Marian contacted them before)
Beckman Instruments, Inc	Rose Handcliff			2 messages left
Bergen Brunswig corp	Gloria Archers' office	NO	NO	local only
Boulevards of travel	Sherry	NO	NO	local only
Busy Bea travel				trying to find phone #
Canon Computers	Laura Baesel			2 messages left
Cardiovascular Dynamics	Heather Hermensky			2 messages left
Cotowell Banker	Shelly Engleletter, events			2 messages left
Conference coordinators	Judy Nupent			1 message left
Conference travel management	Frank Baptista	NO	NO	local only
Continuing Medical Education	Ron Palmer			2 messages left
File Net	Donna Love			2 messages left
First financial resources	Audrey Bailey			trying to find phone #
GL meetings and conventions	Laure Ybarra			2 messages left
Hunt-Wesson	Barbara Ross	NO	NO	local only
Incentive Associates				1 message left
Individualized Events	Ramona Larson	NO	NO	Asked for materials
Ingram Micro, Inc.	Tracy Taylor			1 message left
Intl travel incentives	Tracy Foster, Operation	NO	NO	they do Hawaii and Europe only
Intl travel specialist	Linda Sweda/Sherry	they do some night now	will be doing more	They are going to dubai on SEP98 for meetings (Asked for matri
UNR Incorporated	Wicki Kern, Planning	some	2 agents going to dubai	They asked for materials especially that their agents are going
McDonnell Douglas travel	Wendell Moen, vp			1 message left, also they promised to call back
MCI planners	Carmel Webber			1 message left
Medical Data Intl	Cheryl Trotter			1 message left
Meeting sites resources	Faye Schultz			1 message left
Meeting Solvers	Vivian Mayer, partner			1 message left
Meeting Specialist	Diana Long, sales mgr	NO	NO	not looking at that area
Meetinggoals	Marilyn Spooner			1 message left
Mitsubishi Motor sales of America	Sherry Fernen, mtgs			1 message left
Newport travel concepts	Shahra Vaziri	Leisure trips to dubai	Wants to do more	Asked for materials (good candidates)

DA	FR	W	O	F	NAME	COMPANY	ST	T	M	ASSISTANCE
						MAY				
1	PS	x			Lee Smolinski, Presi	Palm Coast Travel (MAS lead)	FL	x		(ILEG) ILEG/dest/hert/museum/sh saeed/at a/zcrd/duty fr/ent
1	PS		x		Rita Zawaideh	Travel Express Inc. (ATM)	WA	x		dest/jumeirah bch/hert/ek at a glance
1	PS		x		Darlene Squillace	Global Journeys (ATM)	NY	x		dest/jumeirah bch/hert/ek at a glance
1	DG		x		Azita Safaie		NY	x		dest/summer hotel rates
5	PK		x		Ken Legge	CDI	NJ	x		25 dest
5	MF		x		Beatrice Koval	employment	NJ			dest/at a gl/tour/ent/hert
5	PS			x	Lilly Roeken	Enjoy The Ride (Trvl & Lei Show)	Ont	x		dest video/at a gl/dest/hert/museum/sh saeed/zcrd/dst/golf/w
5	PS			x	Stuart J. Lyle	Carriers Travel Int'l. (Trvl & Lei Show)	Ont	x		golf/wtr/bird/at a gl/hert/museum/sh saeed/zcrd/conf & exh/v
5	PS			x	John Mcadonald	CARP News (Trvl & Lei Show)	Ont	x		'98 cal/hert/museum/sh saeed/zcrd/at a gl/dest/tour/golf/wtr/
5	PS			x	Jackie Coulson	Ont Bus College (Trvl & Lei Show)	Ont			'98 cal/hert/museum/sh saeed/zcrd/at a gl/dest/tour/golf/wtr/
5	DG	x			Mary McInroy	Univ of Iowa Libraries	IA	x		city map/dest/zcrd/hert/museum x2/sh saeedx2/bird/golf
5	PS			x	Prof. Ron Gillespie	Paradise Travel (Trvl & Lei Show)	Ont	x		dest video/dest/zcrd/bird/hert/wtr/golf
5	PS			x	Kenneth Hartman	Conf Travel & Tours (Trvl & Lei Show)	Ont	x		dest video/hert/sh saeed/museum/entx2/at a gl/zcrd/wtr/golf/b
5	PS			x	Nour-Eddine Chiadmi	Creation Tours (Trvl & Lei Show)	Que	x		hert/dest video/museum/sh saeed/at a gl/zcrd/dest/golf/wtr/b
5	PS			x	Himo Mansour	Canadian Travel Abroad (Trvl & Lei Show)	Ont	x		hert/dest video/museum/sh saeed/at a gl/zcrd/dest/golf/wtr/b
5	PS			x	Ally Rahamatali	Obsession Tours (Trvl & Lei Show)	Ont	x		hert/dest video/museum/sh saeed/at a gl/zcrd/dest/golf/wtr/b
5	PS		x		Walter Meyer	Meyer Assoc. (Cunard contact)	NY	x		sh saeed/museum/hert/duty tr/zcrd/at a gl/dest/wtr/golf/tour/
5	PS			x	Ted Mawhinney	MAS (Trvl & Lei Show)	Ont	x		hert/museum/sh saeed/duty tr/airport zcrd/dest/at a gl/zcrd/w
6	CH			x	Pier Luigi Foschi	Costa Crociere SpA	Ital	x		sh saeed/hert/museum/at a/gt incent/golf/wtr/dest/us-dxb/pearl
6	DG	x			Cathy Boyle	Sea Air Holidays	CT	x		50 hert & cul
7	HJ		x		Zaneera Zahur	MAS	CA	x		at a/airport zcrd/bird/dest/duty tr/ent/golf/hert/in fig/museu
7	HJ		x		Dominick Princite	American Express	CT	x		at a/bird/zcrd/dest/ent/golf/wtr/hert musuem/sh saeed/tour/u
8	DG		x		Frank Maduro	Cunard Lines (W. Meyer contact)	FL	x		dest video/tour/entx2/bird/golf/wtr/at a/zcrd/museum/sh saee
11	HJ		x		Stewart McMillin		MI	x		at a/bird/zcrd/dest/golf/hert/in fig/museum/sh saeed/tour/wtr
11	HJ		x		Mr. Medzerian	(Jan '99 visit)	PA	x		at a/bird/zcrd/dest/golf/hert in fig/museum/sh saeed/tour/wtr
11	HJ		x		Bill Wiley	(Dec '98 visit)	IL	x		at a/bird/zcrd/dest/golf/hert/in fig/museum/sh saeed/tour/wtr
11	HJ	x			Sandy Atlas	The Smithtown Library	NY	x		at a/bird/zcrd/dest/golf/hert/in fig/museum/sh saeed/tour/wtr

DA	FR	WI	OFF	NAME	COMPANY	ST	T	M	ASSISTANCE
11	HJ		x	Anna Marie	O'Keefe Travel Agency, Inc.	PA	x		grd ops/at a/bird/zcrd/dest/golf/hert/in fig/museum/sh saeed
11	HJ		x	Reid Butterfield		DC	x		grd ops/at a/bird/zcrd/dest/golf/hert/in fig/museum/sh saeed
13	PK		x	Jim Shannon		PA	x		bird/wtr/hert/tour/zcrd/at a/golf/museum
14	HJ		x	Wendy Byas		NC	x		at a/bird/zcrd/ent/golf/hert/in fig/museum
14	PS		x	Michael Basel	Fun Safaris, Inc.	IL	x		at a/dest/zcrd/bird/hert/golf/wtr/tour/entx2/AI Maha/200 us-
14	HJ		x	Gerri Spaur		CA	x		at a/bird/dest/ent/golf/hert/museum/sh saeed/us-dxb/dsf
15	PS		x	Bernard Lovell	Travel Agent Mag.	NY	x		x list of ad agencies in DXB
15	HJ		x	Lino Carroone	MRDA	IL	x		at a/bird/dest/golf/hert/museum/sh saeed
18	HJ		x	John Morgan	John M. Campbell & Co.	CO	x		at a/zcrd/dest/ent/golf/hert/in fig/us-dxb
19	HJ		x	Agnes Davis		NY	x		at a/dest/ent/golf/hert/us-dxb
19	HJ		x	Karen Hart	Millenlt Grp.	DC	x		at a/dest/ent/dsf
20	HJ		x	Nargis Kayani		TX	x		at a/dest/ent/hert
20	HJ		x	Rufo Calvo	C & IT Travel	WA	x		at a/dest/ent/in figs/golf/hert/us-dxb
20	HJ		x	Jerry Chang	Pacific Holidays	NY	x		at a/bird/dest/ent/golf/hert/us-dxb
26	HJ	x		Holly White		MO	x		at a/bird/bus dxb/dest/ent/golf/hert/infigs/wtc expos/us-dxb
27	PS		x	Noureddine Chiadmi	Creation Voyage	Que	x		posters
27	DG		x	Debbie Fife	PVA Tours	CA	x		falconry slides (for educational grp tours)
27	HJ		x	Gregor Weiss		NC	x		x3: at a/dest/ent/golf/hert/in figs/museum/sh saeed/us-dxb
27	DG	x		Beth Baker	Levy-Baker Travel	AL	x		golf/wtr/tour/at a/dest/duty tr/zcrd/museum/sh saeed/hert/vis
28	DG		x	Helena Miele		NJ	x		AI Maha info kit
28	DG	x		Jerry	Air Land Sea Travel	CT	x		tour/dest/golf/wtr/hert/zcrd/sh saeed/museum/ent/at a/dxb grg

MAY 1998 ASSISTANCE GIVEN REPORT

DATE	FROM	WRIT	ORAL	NAME	COMPANY	STATE	COMM	J A	TOUR	ASSISTANCE
				MAY						
01	HSJ		x	C. Hormozi	Zylinx Techcorp	CA		x		at a, ent, in figs, /a gde, /a up, us-dxb news
04	HSJ		x	M.Z. Choudhary	American Trade House Inc.	NY	x		x	at a, bus dxb, ent, golf, in figs, facts, wtr, tour, ent (2), /a up (4)
05	HSJ		x	I. Sayed	Judge Group	PA		x		at a, bus dxb, decide, ent, facts, in figs, tour, us
05	HSJ	x		S. Golia	Real Creation	NY	x			/a gde, /a up, w/w, afz, ent, us-dxb, trade shows
07	MCF		x	A. Bandari	Royal Accents	NY		x		bus dxb, in figs, ent, us-dxb news, trade shows
11	MCF		x	M. Delsoln	Delsoln & Assoc.	UT	x			at a, ent, in figs, /a gde, /a up(x2), us-dxb news
11	HSJ		x	A. Saeid	IDS	WA		x		dest, conf&mtgs, grt inc, hert, us-dxb, ent, at a
11	MCF	x		M. Hopkins	The Summit	TX	x		x	dest, conf&mtgs, grt inc, hert, us-dxb, ent, at a
11	MCF	x		S. Dibble	US ISIN	MD	x		x	dest, conf&mtgs, grt inc, hert, us-dxb, ent, at a
11	MCF	x		S.A. Avarit	Universal Corporate Travel	NY	x		x	dest, conf&mtgs, grt inc, hert, us-dxb, ent, at a
11	MCF	x		E. Harris	Harris International Ltd.	IA	x		x	dest, conf&mtgs, grt inc, hert, us-dxb, ent, at a
14	MCF		x	S. Hussein	Inventex	FL		x		/a up, w/w, /s dir, us-dxb news, ent, in figs
14	MCF		x	G. Ferguson	WW Grainger	IL		x		/a dir, w/w, in figs
14	MCF		x	B. Soni	ISN	PA	x			at a, bus dxb, conf&mtgs, ent, in figs, tour, us-d
18	HSJ	x		P. Adams	Galaxy International	MI	x			at a, bus dxb, ent, in figs, us-dxb, wtc, expos
18	HSJ	x		P. Solar	Piceme Properties	RI	x			at a, bus dxb, ent, in figs, us-dxb news, wtc expos
19	HSJ		x	J. Ericson	Jhen Interbiz	WA	x			at a, bus dxb, ent, in figs, us-dxb, wtc expos
19	MCF	x		K. Shaban	Shaban & Sons, Inc.	NJ	x	x		w/w, bus dxb, in figs, /a dir, ent, us-dxb news
19	HSJ		x	N. Omar	N&N Price	CA	x			at a, bus dxb, ent, in figs, comm dir ofr, us-dxb
19	HSJ		x	S. Waxman	Son Int'l Hotels Ltd.	NJ	x			at a, bus dxb, ent, in figs, us-dxb news, wtc expos
20	HSJ		x	G. Tufel	Tradeshaw Week	CA	x			trade & industry
21	HSJ		x	F. Malek	CIP Classics	CA		x		at a, ent, in figs, /a gde, /a up, w/w, us-dxb n
21	HSJ		x	Y. Youssef	NY Original Corp.	NY		x		at a, ent, /a gde, /a dir, /a up
21	MCF		x	T. Traylor	Smith & Assoc.	TX	x	x		/a up, /a gde, w/w, /a dir, afz, decide on, in f
21	HSJ		x	G. Ferguson	WW Grainger	IL		x		/a gde
26	PWK		x	R. Abulhaj	Vitalcare Group	FL	x	x		bus dxb, /a up, w/w, in figs, /a gde
26	MCF		x	R. Klagsburn	J. Klagsburn	NY	x	x		bus dxb, ent, us-dxb news, wtc expos, in figs, le

MAY 1998 ASSISTANCE GIVEN REPORT

DATE	FROM	WRIT	ORAL	NAME	COMPANY	STATE	COMM	J A	TOUR	ASSISTANCE
26	HSJ		x	M. Hope	Connectech Computers	VA	x			at a, bus dxb, ent, in figs, wtc, us-dxb
26	HSJ		x	B. Hayes	Cho Yang America, Inc.	NJ	x			a/z
26	HSJ		x	P.J. Sierra	World Wide Group	NJ	x			a/z, bus dxb
26	HSJ		x	S. Datta	Virgo Resource Inc.	NY	x			a/z, garment & textile list
26	HSJ		x	H. Borman	Int'l Commerce Exchange System	NY	x			bus dxb
26	HSJ		x	M. Ouazzl	PaineWebber	NY	x			bus dxb
26	HSJ		x	M.A. Dulay	Ex-Port U.S.	NY	x			bus dxb
26	HSJ		x	G. Kushner	MTL Worldwide Agency Inc.	NY	x			bus dxb
26	HSJ		x	J.C. Williamson	U-B-U, Inc. Importers/Exporters	NY	x			bus dxb
27	MCF		x	K. Abu Sada	TTC	MD		x		a/z, j/a gde, j/a up, w/w
27	HSJ		x	S.J. Sager	Aperture Technologies Int'l, Inc.	CT	x			bus dxb, auto parts
27	HSJ		x	R.C. Johnson	Auggies Auto Parts	NY	x			bus dxb, computer equipment and software trdg c
27	HSJ		x	A.S. Chapet	Softnet International	MA	x			bus dxb, computer equipment and software trdg c
27	HSJ		x	H. Arad-Yemini	Magnetic Media & Computer Solutions	NY	x			bus dxb, computer equipment and software trdg c
27	HSJ		x	M. Murthi	FaxSav Inc.	NJ	x			bus dxb, electronics traders
27	HSJ		x	F. Ong	Accurate Components Inc.	NY	x			bus dxb, electronics traders, chemical traders
27	HSJ		x	R. Russell	Major Chemical Corporation	GA	x			bus dxb, garments and textiles trading lists
27	HSJ		x	J. Freschl	International Trading Ventures, Inc.	NY	x			bus dxb, garments and textiles trading lists
27	HSJ		x	M. Winter	New York Muscle Int'l	NY	x			bus dxb, garments and textiles trading lists
27	HSJ		x	D.P. Kemp	G22-Altess Co., Ltd.	NY	x			bus dxb, garments and textiles trading lists
27	HSJ		x	P. Kuhr	BYT Limited Import/Export	NY	x			bus dxb, handbags, wallets, & belts manf.
27	HSJ		x	S. Patel	Rainbow Importers and Exporters	NJ	x			bus dxb, handbags, wallets, & belts manf.
27	HSJ		x	J. Helfend	SurplusFoods.com	CA	x			bus dxb, in figs, food stuff wholesalers, food products
27	HSJ		x	C.E. Vasrbinder	Charles Trading International, Inc.	NJ	x			bus dxb, in figs, food stuff wholesalers, food products
27	HSJ		x	K. Janowitz	MAIA Mfg., Inc.	NY	x			bus dxb, jewelry traders
28	HSJ		x	C. Benevent	Two-Gru Medical, Inc.	NJ	x			bus dxb, medical supplies list
28	HSJ		x	D. Rampersaud	Parika Enterprise	NY	x			bus dxb, medical supplies list
28	HSJ		x	O. Kolawole	Hump Worldwide Import/Export	NY	x			bus dxb, medical, surgical & instruments trading goods

DTCM-Philadelphia

MAY 1998 ASSISTANCE GIVEN REPORT

DATE	FROM	WRIT	ORAL	NAME	COMPANY	STAT	COMM	J A	TOUR	ASSISTANCE
28	HSJ		x	B. Yeung	Small Business Administration	NY			x	dest
					TOTAL ENTRIES: 57					
					CATEGORY TOTALS:		45	13	6	

F A C S I M I L E M E S S A G E

TOTAL NO. OF PAGES: 1 (INCLUDING THIS ONE)

TO: Lina Makarem
SMEO

FROM: Chuck Heath
DNA

RE: June '98 Activity Report

DATE: 27 July, 1998

FAX: 2/000/1/DCT/98/358

CC: To all OR's

Dear Lina,

The monthly activity report for June, 1998 will be sent out in the next courier to Head Office.

Regards,



Charles S. Heath

CSH:pwk

029316

98 SEP 14 PM 12:51
CRM/ISS/REGISTRATION UNIT

MONTHLY ACTIVITY REPORT

JUNE 1998

NORTH AMERICA OFFICES

HEAD OFFICE PROJECTS

Name: Gas Turbine Users Association Phila.
Date: 17 - 19 June
Place: Dallas
Assisted Dubal and IBC in promoting Dubai to current participants of the GTUA Annual Conference in Dallas, which will be held in Dubai in 1999. DTCM's 20 foot stand, graphics, artifacts, and colorful literature drew much attention and many companies have already committed for 1999 in Dubai. Follow up to be coordinated with Dubal and IBC.

DOMESTIC PROJECTS

Name: Ritz Carlton Dubai Launch Reception Phila.
Dates: 3 June
Place: Washington, DC
Attended the launch reception for the Ritz Carlton Dubai, also attended by approximately 200 leading corporate and association executives, travel professionals, and representatives of government agencies involved in travel. A 5-day trip to Dubai for two (offered by United Airlines, Emirates, and Ritz Carlton Hotels) was raffled off and won by Allen James, the Executive Director of Responsible Industry for a Sound Environment.

Name: Meeting Professionals International Phila.
Date: 16 June
Place: Philadelphia
Attended the 20th anniversary celebration dinner of the organization. Assisted members of the Hospitality Committee, and discussed our participation at the upcoming MPI Annual World Convention with committee members and representatives of the Philadelphia CVB. Philadelphia will host the 1999 World Convention.

Page 2

Name: Meeting Professional International (MPI) Phila./LA
Date: 12-14 July '98
Place: San Diego
Confirmed participation, reconfirmed 10' x 20' stand space and booked stand fittings for this annual conference of international meeting planners.

Name: Malaysia Airlines Phila.
Date: 11 June
Place: New York
Met with new sales personnel of the airlines' New York office and briefed them on the destination, airport, visa and travel procedures, as well as things to do and see while in Dubai.

Name: ASTA Annual World Congress Phila./LA
Date: 14-18 October '98
Place: Los Angeles
Booked stand space (20'x20' corner peninsula) for the annual trade show, which we will co-op with Emirates. Began researching stand design and coordinated with Emirates, Los Angeles, regarding stand fixtures, hospitality, and personnel.

Name: Academy Pacific Business and Travel College LA
Date: June
Place: Hollywood, CA
L.A. staff presented a lecture to students and faculty of Academy Travel College in Hollywood. Staff showed videos, slides, and provided background information on Dubai to an audience that was for the most part uninformed about Dubai.

Name: Comdex Phila./LA
Date: November, 1998
Place: Las Vegas
L.A. staff continues to prepare for the November, 1998 Comdex trade show, focusing on coordinating a Discover Dubai breakfast for exhibitors. A two-step direct marketing effort is planned consisting of a promotional "sound card" and a follow-up letter. Treasure Island, the hotel where the breakfast will be arranged, accepts dining room reservations two months from the event.

Name: Ritz Carlton Southern California database LA

Date: Current

Place: Los Angeles

Intern Omar Suliman completed calls to all of the companies in the Los Angeles and Orange County regions. Several of these calls generated requests for both business and tourism packages. Omar is continuing to call the companies that he has been unable to reach except via voicemail.

Name: Sony Music's Epic Records LA

Date: Planning

Place: New York/Dubai

Dialogue continues with Sony Music's Epic Records division in New York concerning a publicity trip to Dubai for a well known U.S. recording artist. Goal is to coordinate with a network television show to photograph highlights of the visit for a nationwide viewing in the U.S.

Name: Airline Reservation Managers Association Phila.

Date: 2 - 6 June

Place: Dubai

Inward mission on fam visit for first time. The group consisted of all the international airlines which Emirates interlines with.

MARKETING VISITS

Guido Esselborn of the State of North Carolina confirmed that he will be setting up a representative office in August. A high level delegation led by Governor Hunt will visit Dubai for a formal opening reception in September. DTCM assisting with logistics and visas for the delegation.

Continued to work with Walid Hareb of the Jebel Ali Free Zone in preparation for a marketing visit planned for Miami and Toronto. Provided him with information on companies throughout Florida. Mission has again been postponed - awaiting word from JAFZ.

Mike Thiel and Gail Richards of Hideaways Magazine reported a successful visit to Dubai, which will be featured in their upscale tourism magazine. Assisted them with details for upcoming articles on Dubai.

Khalil Hamid of IUM Shipping visited Dubai June 27 to explore opportunities in the Jebel Ali Free Zone. Returns to US July 15. 609/770-1600

Maher Medwalli of Liberty Trade is looking at establishing a warehouse facility in Jebel Ali for his trading company. Application sent and approved by Jebel Ali. Planning to visit Dubai in September. 210/344-0671.

Attended monthly meeting for MPI.

Continued work on obtaining quotes from two companies for a 20' x 20' stand for **Comdex** in November. Information to be forwarded to Dubai for decision.

Sea Air Holiday, Scott Hambridge, President - concluded charter agreement for **MONET Botique** cruise ship to arrive Dubai 28 November, 1998 for 22 seven day cruises.

Royal Caribbean International has confirmed two turnarounds in Dubai for **LEGEND OF THE SEAS**. This is the largest cruise ship to visit Dubai and will exchange 3600 passengers over two days. First call November, 1999.

Robert Morgan, consultant for **VSOE - Orient Express** has confirmed Dubai to be included on their USD 64,000, 23 - day Grand World Tour. Arrival Dubai via Air France Concorde on 11 April '99 for 3 days.

Robert Chandler, MD of **Bali Hai Cruises** of Australia has confirmed they are investigating placing a 300 passenger catamaran in Dubai for day and evening cruises.

Probir Chatterjee of **UTC** tour operator has confirmed they are opening a US operation in Pennsylvania to promote their Dubai operation. They are planning to promote incentives, tours, and cruises from Dubai.

MEDIA & INFORMATION

Updated newsletter DB to 1,812 labels.

Jebel Ali Update - 77 pieces.

Mailed info kits for Golf operators to 21 golf tour operators.

Mailed info kits to 6 tour operators promoting Middle East Destination.

Mailed info kits to 5 tour ops. promoting Dubai as stopover for India packages.

Mailed info kits to 11 incentives & meetings managers.

Issued Desert Classic '99 press release to 5 publications and 26 golf tour operators.

June 1998 Tourism Ass't. Given

DATE	FW	OR	FULL NAME	COMPANY	ST	T	M	ASSISTANCE
				JUNE				
3	DG	x	Mr. H. White		MO	x		zcrd/tour/at a/hert/us-dxb news
3	DG	x	Dr. W.C. Tomko		OH	x		zcrd/at a/dest/hert/golf/tour/bird
3	DG	x	Jane White		MO	x		zcrd/tour/at a/hert/us-dxb
3	DG	x		Payless for Travel	Alb	x		dest/hert/sh saeed/museum/tour/zcrd/at a/golf/ent/bird/us-dxb
4	MF	x	Beth Baker	Levy-Baker Travel	AL	x		dest/ent/hert/at a gl
4	MF	x	Mr. Bahr		MO	x		dest/enter
8	MF	x	Bev Lippka	BI	MI	x		6x Jumeirah Bch/dest/hert/golf/grt incent/at a/tour video
9	PS		Ismail Haji Talib	MAS	CA	x		duty free
9	PS		Fred Siems	MAS	NY	x		duty free
9	PS		E.G. Johnson	Int'l. Sign Assoc.	VA	x		tour dxb/dest/sh saeed/museum/zcrd/at a/entx2/hert/wtr/golf/
9	HJ			6 media			x	Trade & Industry mlg.
10	MF	x	Lori Davis	Al Faris	MO	x		50x at a/golf/wtr/tours/bird/hert/tour video/ent/added to ent n
10	DG	x	Gatewood Gay	Charles Creech, Inc.	KY	x		visa appl. / procedures
10	DG	x	Lean Johnson		MO	x		hert/at a/zcrd/tours & saf/golf/wtr/tour dxb
11	DG	x	Johanne Arteau	The Travel Society	CO	x		at a/zcrd/dest/entx2/hert/sh saeed/museum/tour dxb/golf/wt
11	PS		Allen James	RISE (Ritz Carlton winner)	DC	x		hert/sh saeed/museum/duty fr/tour dxb/at a/tours & saf/bird/g
11	DG	x	Barry Fundt		AP	x		hert/tours & saf/sh saeed/museum/golf/wtr/tour dxb/at a/zcrd
11	DG	x	Ann Kaar	Royal Caribbean Legend of the Sea	FL	x		slides/duty fr/hert/sh saeed/museum/at a/golf/wtr/brid/tour d
11	DG	x	Pat Reed		CA	x		tours & saf/hert/at a/zcrd/tour dxb
11	HJ		John Newton	Conde Nast Traveler	NY	x		at a/zcrd/dest/ent/golf/hert/in fig/museum/sh saeed/wtr
11	PS		Michael Basel	Fun Safaris, Inc.	IL	x		tours & saf
11	OH		Dirk Borgsmiller	Travel Advisors	IL	x		dest/grt incent/hert/tours&sa/wtr/bird
17	DG	x	Angie	Borgs Miller Travel	IL	x		2 tourism videos
18	DG	x	David Lundblad	Rapim Travel (MAS contact-Sheraton)	NY	x		tours &sa/dest/at a/zcrd/golf/wtr/hert&cul/ent/duty fr/bird/sh
18	DG	x	Paula O'Quinn	AAA Travel Agency	NM	x		tours&sa/hert/golf/wtr/bird/at a/zcrd/ent/duty fr/dest/sh saee
18	DG	x	Syed Ahmed	Dip of the Am Board of Cardiology	NY	x		zcrd/at a/hert/tours&sa/tour dxb/bird/golf/wtr
18	DG	x	Kathleen Payette		KY	x		at a/bird/hert/tours&sa/zcrd/tour dxb/golf/wtr
18	DG	x	Sydnor Yuhnis	Sheraton Hotel-Phil. (Unv City)	PA	x		tours&sa/hert/at a/zcrd/duty frx2/golf/wtr/zoo/parks/tour dxb/
24	PS		John Read		NY	x		duty free (apr-may)
24	DG	x	Claudia C. Maxwell		FL	x		zcrd/at a/tour dxb
24	PS		Shirley Higgins	Travel Entertainment News Netwo	IL	x		duty fr/at a/zcrd/dest/golf/wtr/bird/tour dxb/ent/sh saeed/m
24	PS		Mr. & Mrs. Gerald Unti		CA	x		duty frx2/zcrd/sh saeed/museum/hert/at a/dest/golf/wtr/bird/
24	PS		San Rybak		NJ	x		bus hndbk/duty fr/ent/hert/museum/sh saeed/dest/golf/zcrd/w

June 1998 Tourism Ass't. Given

DATE	FR	W	OF	FULL NAME	COMPANY	ST	T	M	ASSISTANCE
24	PS			x Lucylee Chiles	The Isabel O'Neill Studio Workshop	NY	x		duty fr/Am sch/hert/zcrd/sh saeed/museum/at a/dest/golf/wt
25	CH			x Beth Blake	Reed Exhibitions	CT	x		bullet pts/conf&exhib/hert/tours&saf/dest/grt inc/sh saeed/ml
25	DG	x		Sadiq-Adeleke		TX	x		at a/zcrd/hndbk/hert/bird/golf/wtr/tour dxb/ent/tours&saf
26	PB		x	Janice Willis		TX	x		wtr/tours&saf/hert/grt inc/dest/at a/airport
26	PS		x	Pamela Sexton	Fashion Perspective Tours	VA	x		duty fr/tours & saf/DSF '98
26	PS		x	Martha Lindt	Wild Women Adventures	CA	x		tour dxb/tours&saf/hert/golf/wtr/bird/dest/duty fr/at a/zcrd
26	PS		x	Carol T. Rivendell	Wild Women Adventures	CA	x		tour dxb/tours&saf/hert/golf/wtr/bird/dest/duty fr/at a/zcrd
26	PS		x	Teresa Laney		NC	x		hert/sh saeed/museum/dest/at a/tour dxb/bird/golf/wtr/tours&
26	PS		x	Beverly MacGier	Pink Fairy Travels	NC	x		tours&saf/wtr/golf/duty fr/hert/sh saeed/museum/bird/dest/tou
30	PS		x	John Graham, Director	Travel Agent Trade Shows	NY	x		2 visa appl/procedures
30	HJ	x		David Sullivan	McCord Travel	IL	x		at a/bird/dest/golf/hert/museum/sh saeed/safaris/wtr/60 mins

Phil. Office

Assistance Given

June 3

Mr. Sam Shan Wu, president of American China Travel Inc. in Waikiki, Hawaii contacted our Far East office for information about Dubai. The Far East office referred Mr. Wu to contact our office and a letter was mailed to Mr. Wu introducing the L.A. office and offering him our assistance.

June 5

Mr. Mehdi from NuTrade International inquired about special shipping requirements for sending packages to Dubai. We informed him that he needed to fill out the appropriate shipping and customs documents provided by his shipping company and that there were no other significant clearance procedures required.

June 5

Ms. Diane Woods of International Travel in Aurora, CO received a tourism package from us earlier and subsequently requested a list of tour operators on the West Coast. She is interested in recruiting some of her clients for a tour to Dubai. The materials were provided.

June 10

Mr. Raymond Montgomery of the Mansfield Correctional Institute in Mansfield, OH requested information on conducting business in Dubai. A comprehensive business package was forwarded in response.

June 10

Mr. Derek Izaac of Dakota-Smith USA, a manufacturer of sunglasses and eyewear, in Westlake Village, CA requested a list of companies in Dubai that are retail optical chain stores. The list was obtained from OSIC and forwarded along with a business brochure package.

June 10

Amorde Incentive Marketing in Irvine, CA was contacted by L.A. office staff regarding tourism in Dubai. He requested more information and a tourism package and letter was forwarded to the company.

June 10

Mr. Gene Koch, vice president of Andante Travel in Newport Beach, CA, was contacted by L.A. office staff regarding potential tourism opportunities in Dubai. An incentive and travel package was sent following the phone call.

June 10

Ms. Christine Miller of Advanced Incentive Travel in the City of Industry, CA was contacted by L.A. office staff regarding meeting and incentive planning possibilities. A tourism package was sent.

June 10

Mr. Osman Farah of Himco Trading in Los Angeles called and inquired about obtaining a commercial/industrial directory. An order form for the directories and a business package was mailed to Mr. Farah.

June 10

Mr. Scott Hess, president of Hess International in Long Beach, responded to an ad in Business Week and faxed in a request for business information. A business package and letter were sent.

June 10

Hedy Abedi, manager of technical services of OHM Remediation Services Corp. in Irvine, CA, also responded to a Business Week ad and faxed in a request for business information. A business package and letter were forwarded.

June 10

Mr. Farid Malek of CIP Classics in Los Angeles, CA called and requested information on Dubai's Airport Free Zone. The appropriate brochure plus the Dubai Ports Authority brochure were sent upon his request.

June 19

Ms. Erma Chapin of Seal Beach, CA called and requested travel information about Dubai. A travel package and letter were sent to her attention.

June 19

Sheryn at International Travel Specialists in Irvine, CA was contacted by L.A. office staff regarding tourism opportunities in Dubai. At her request, a travel package consisting of a variety of brochures and materials was sent.

June 19

Ms. Stephanie Harper of Lakewood, CA called and requested information about Dubai as she and her husband were planning on visiting during the 1998 International Law Enforcement Games. She indicated her husband is participating in the Games. A general tourism package and ILEG pamphlet were sent upon request.

June 19

Ms. Sandy Amorde of Incentive Marketing in Irvine, CA had been previously contact by L.A staff and sent a travel package of information. She called back requesting an additional package for a client who was interested in visiting Dubai. The materials were sent immediately, reinforcing the value of the outreach effort.

June 19

Mr. Martin Rubin of M. Rubin & Co. Inc. (planning specialists) in Mount Vernon, NY, sent us a letter informing us that he has a group of nutritionists who are interested in having their next meeting in Dubai in 1999. He has requested that we include him on a list for our next "fam trip." Upon his request, a package of travel and incentive brochures were sent.

June 19

Mr. Mark Lewis of NO BOUNDARIES in Lakewood, CO called and requested information about conducting business in Dubai. Apparently he was responding to an ad he saw, probably in Business Week magazine. A business package and letter were sent.

June 19

Ms. Ramona Larson of Individualized Events in Irvine, CA was contacted by L.A. office staff regarding tourism opportunities in Dubai. A travel and incentive package was forwarded.

June 19

Shahla Vaziri, leisure manager of Newport Travel Concepts in Newport Beach, CA was contacted by office staff regarding tourism opportunities in Dubai. Comprehensive travel information was sent.

June 19

Mr. Omar Suliman met Mr. Ashkan King, an attorney in San Diego, CA and requested that business and travel materials be sent to him. The brochures were sent with a letter.

June 19

Mr. George Misleh of Misleh Property Group Inc. in San Diego, CA met with Omar Suliman in San Diego and requested that both business and travel information be sent to him. A combined business and tourism package was sent.

June 19

Ms. Vicki Kern in the planning department of JNR Incorporated in Irvine, CA was contact by L.A. staff regarding travel opportunities for her company. Responding to her interest, a tourism package was sent.

June 20

David Kauffman of *Luxe* magazine was looking for someone who could fact check a story on Dubai. It was suggested that our office was an excellent resource for this task. However, Mr. Kauffman was looking for someone more independent to assist him with his needs.

June 24

Mr. Ephraim Shraga of ShragaTex in Los Angeles, CA faxed us a request for a list of fabric companies in Dubai from which he could purchase pocket lining. ShragaTex is currently buying fabric from different countries including China, Pakistan, India, Mexico, Hong Kong and Taiwan and would like to explore business opportunities with companies in Dubai. A list has been requested from OSIC is expected to arrive shortly. Upon receipt the list and a business package will be forwarded immediately.

June 30

Mr. Richard S. Marcus, president of American Woolen Company in Miami, FL, responded to an advertisement in a magazine regarding conference and exhibition facilities. A travel package including the conference/exhibition facilities brochure was sent.

June 30

Mr. Frank De Lelys of Superior Travel in Los Angeles, CA called and requested miscellaneous travel information about Dubai. A general tourism package was sent to his attention.

June 30

Mr. Mohamad Khalil of Cohort Medical in Haworth, CA, a medical supply company, called and requested a list of medical supply companies in Dubai as well as a commercial/industrial directory. A list has been requested from OSIC and will be forwarded upon receipt from head office along with an order form for the directories.

Telephone Tally for June '98

Type	Number
Comm. Indiv.	8
Comm. Corp.	12
Jebel Ali	2
Tour. Indiv.	15
Tour. Corp.	4
Media Edit.	1
Total calls:	42

Number of Brochures Sent/Distributed in May

Name of Brochure	Quantity
Business Handbook	10
Jebel Ali Business Guide	10
Destination Dubai	75
Update Brochure	
-May 1998	6
-April 1998	6
Watersports	12
Golf	15
Tourism Dubai	8
Dubai At A Glance	14
Conference Facilities	2
Shopping Festival	2
Birdwatching	13
The Great Incentive	5
Decide On Dubai	44
Heritage & Culture	14
Dubai Museum	10
Sheik Maktoum House	13
Airport Free Zone	2
Port Authority	1
Dubai Magazine	2
Dubai Means Business	1
Tours & Safaris	8
Int'l Law Enforcement Games	1
The Great Incentive	2
Total:	276

Miscellaneous

Tour operator list	1
Retail optical chain store list	1
Dubai Fact Sheets	75

DUBAI ALUMINIUM COMPANY LIMITED

P. O. Box 3627, Dubai
United Arab Emirates
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Fax: +(971-4) 846919
Tlx : 47240 DALJA EM

دوبال
dubal

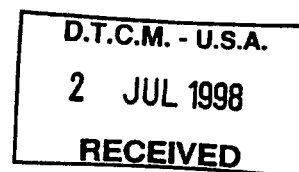
شركة المنير دبي المحدودة
ص.ب: 3627 دبي
الإمارات العربية المتحدة
تليفون : 846666 (4-971)
فاكس : 846919 (4-971)
تلكس : 47240 EM DALJA

FACSIMILE MESSAGE

July 2, 1998

Ref# GA-82

Mr. Charles Heath
Director
DTCM
8, Penn Center
Philadelphia, PA 19103
Fax# 001 215 751 9551



Dear Chuck,

Just a quick line to thank you sincerely for the excellent support that we received during the Dallas promotion for the 1999 GTUA conference which is to be held at the Jumeirah Beach Hotel in Dubai. Marian and Mohammed were truly excellent, as was the presentation stand and the other supporting material that was provided to promote Dubai.

I expect Marian will have informed you that our efforts were well appreciated and we were successfully able to make a significant impact on the 350 multi-national delegates attending the conference. I have also written to Mr. Sulayem to convey our thanks to the Dubai Tourism & Commerce Marketing team. Thanks a million Chuck for a fine response I sincerely hope that you will contact me when you are in Dubai in order that I can show you my gratitude with a cool beer.

Best regards and thank you once again.

Sincerely,
for DUBAI ALUMINIUM COMPANY LIMITED


Glyn Ashley
Manager Corporate Affairs

CIRCULATE

DNA	_____	AD.A.	_____
MTP	_____	REC	_____
MCP	_____	MKC	_____
LAG	_____	FILE	_____



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Certificate No. 933201

MONTHLY ACTIVITY REPORT

JULY 1998

NORTH AMERICA OFFICES

HEAD OFFICE PROJECTS

Name: Worldwide Cruise Promotion Phila.
Date: July 1998
Place: Dubai
Request by DG to develop a worldwide marketing plan to develop Dubai's cruise industry. Faxes sent to all OR's requesting details of the industry within their area. Planning marketing visits to London, Germany and Italy.

Name: Disabled Travel Phila.
Date: July 1998
Place: Dubai
Prepare report of associations endorsing destination friendly to travelers of special needs.

029318

DOMESTIC PROJECTS

TRADE FAIRS

Name MPI - WEC 1998 Phila./LA
Dates July 11 - 14, 1998
Place San Diego, CA
Attended the Annual World Educational Congress in San Diego. See attached report.

Name: Gas Turbine Users Association Phila.
Date: 17 - 19 June
Place: Dallas
Gas Turbine Users Association, follow up mailing to 25 contacts who requested information on Dubai at the above reference conference.

CRM/REGISTRATION UNIT

98 SEP 14 PM 12:51

Offered all assistance and offered to liaise with information on the Gas Tribune Users Association annual conference, to be held in Dubai in 1999.

Name: Comdex Show Phila.
Date: 16-20 November, 1998
Place: Las Vegas, Nevada

The LA office is coordinating all aspects of the Meeting, at which DTCM will have a 20 x 20 square foot exhibit stand. We recently confirmed accommodations for both Dubai-based and U.S.-based DTCM staff and have reserved space to present a Discover Dubai breakfast targeting 150-200 CEO's and marketing executives from among Comdex's 2,000 exhibitors. We received concept approval to produce a promotional "sound card" which will be mailed to all exhibitors and intend to follow-up the initial mailing with a reminder letter. Personal calls will also be made as part of the marketing effort.

MARKETING VISITS

Guido Esselborn of the State of North Carolina will be relocating to Dubai in August to head the representative office there. Offered any help he might need. Also offered to coordinate details of the North Carolina delegation planning to visit Dubai in September.

Spoke with Sobhi Hussein of Inventex Tuning and Design concerning their plans to locate in JAFZA which have been put on hold. Attempting to answer his questions in order to reactivate the process. Will follow up.

Rahul Pateni of The Gold Merchants will be traveling to Dubai to reactivate the process of establishing an office in JAFZA. Will coordinate appointments for him when travel plans are finalized.

Maher Metiwally of Liberty Import/Export had questions on JAFZA and establishing an office/warehouse there. Researched his queries and was able to assist in his submission of paperwork to JAFZA authorities.

Amy Browne, international marketing manager of LCA, an apparel company in Los Angeles, was offered assistance for her upcoming second trip to Dubai. A meeting was scheduled for early August.

The U.S. 's largest independent video and audio tape manufacturer/duplicator, **Allied Digital Technologies**, recently relocated its marketing offices to Los Angeles from Chicago. The LA office of DTCM is targeting Allied as a potential JFTZ resident and has scheduled an August 11 marketing meeting.

Forwarded a list of **Diving Tour Operator** based in the US and Canada to Le Méridien Jumeirah Beach with queries regarding the Dive site off of Jumeirah Beach. The Beach Hotels are still in negotiation for an off-shore diving reef. No accord has been reached as yet. Follow-up is scheduled in January 1999.

Matices Turismo a Tour Operator in Buenos Aires, Argentina has started communications with South African Airways to promote Dubai in Argentina. A Golf TV program will be broadcast on August 6, 1998. A number of seminars for Travel Agencies in Buenos Aires promoting Dubai specifically have taken place in July 1998 and one more is scheduled for August 11, 1998. EK has visited them and held joint seminars. Arabian Adventures is the ground Operator.

Are the GSA for **Malaysia Airlines** in Chicago. They have created a Web Site promoting Dubai as a Stopover destination on the way to Kuala Lumpur. It has so far created 50 passenger to Dubai. Arabian Adventures is the Ground Operator.

Ritz Carlton - Atlanta is organizing a "round the world" famtrip with a stop in Dubai from January 16 - 19, 1999. Ground arrangements are to be confirmed. This trip is geared toward Corporate Planners only. Malaysia Airlines is the sponsoring Airline and the Ritz Carlton is the sponsoring hotel.

Health Canada is planning an Immunization Conference in 2001 and is looking at Dubai for this project. He has received all necessary information. He will be attending the Incentive and Meeting Planners Famtrip in September 1998 to Dubai.

Oracle - Ms. Julie Fenker, Senior Events Manager is in charge of the Incentive programs for Oracle. She has been thinking of organizing an event in Dubai, but has no specific plans.

Knoll Pharmaceuticals - Lois Khalis, Manager Meetings does Incentive Travel for her company on a World Wide basis. She had asked us to send her the information on Incentives and ideas.

BTI Americas - Susi Albiez-Green, Meeting Planner would like to obtain information on Gitex and the organizers for Gitex in the USA.

Leading Hotels of the World - Vivian Echevarria, Promotion Coordinator is planning an Executive Marketing Meeting in April or May 1999. She was interested to obtain a list of hotels and relevant facilities.

Sprint PCS - Julie Bloomethal, Senior Manager Meetings and Events, is interested to organize a meeting in Dubai after the installation of the Digital PCS Systems. This would be for later in 1999.

Viaggiare - Meeting held with Marco Chelo to re-emphasize the need to develop packages to Dubai and featured in a brochure. The concern was that none of the Ground Operators had returned with a quotation for the ground arrangements. The concerned were notified and quotations were received. Commitment from Viaggiare has been given and a dedicated brochure will be developed before the end of the year.

Global Journeys - Business to Egypt has dramatically decrease due to the shootings in Luxor. This has led them to think of new destinations such as Dubai. Nothing concrete has evolved as yet. A Famtrip for 3 pax to Dubai and Yemen is planned from October 7-10, 98. These are Birdwatching specialists from non-profit organizations who would plan trip to the Middle East including Dubai

Ritz Carlton - New York International Sales Office - Presentation together with Emirates Airlines was given to Mikki Mitrovich, Anne Digregory, Alexis Romer and Thomas Gundersen who are all in charge of different areas in the North East of the US and in different market segments. A Famtrip is planned in coordination with Continental

Airline, Emirates and the Ritz in October or November '98. A list of potential clients is under review.

Free attendance at the Annual Ritz Carlton "Trade Show" in Boston and New York in September 1998 has been offered to Emirates and DTCM. This Trade Show is organized for the top Ritz Carlton users and will be used for the launch of the Ritz Carlton Dubai. Six round-trip tickets have been offered by Emirates as raffle prizes including a desert safari and city tour to be offered by DTCM.

Diversified Destinations - Meeting held with Dieter von Lehsten. Discussed follow-up from MPI - WEC '98 and possible database exchange for Travel Writers. No specific business. DDI has confirmed Famtrip arrangement for "Global Journeys". A cost of US\$ 250,- p.p. will be charged to the participants.

SATH - Open World - This meeting was held in view of our move towards the "Physically Challenged Markets" instructions as per DG. Laurel van Horn is the Editor in Chief of above magazine geared towards the Disabled and in charge of organizing the Society for the Advancement of Travel for the Handicapped (SATH). The word is "It is NOT difficult" for a destination to become disabled friendly. Attendance at SATH from January 6 - 10, 1999 is a good start to make contacts.

Malaysia Airlines - Introduction to Sheri Cook was given. We discussed and finalized the details for the Sept. 1998 Meeting Planners Famtrip. AD50 Business Class tickets were confirmed. Contact details were given for Overseas Adventures in MA, Saga Holidays and McVeigh Associates on Long Island. This is to be followed-up.

Sea Air Holidays - Well known TO all has finalized his brochure to Dubai and Muscat in April 1998. We discussed the opportunity to do joint promotions with the American Express Platinum Card. Follow-up with Amex is underway. Contact details will be available August 28, 1998.

Holiday Makers, a Swiss Tour Operator not unknown to Dubai has been appointed to promote the Monet on the Swiss market through his Brochure.

ISRAM - The largest Tour Operator to Egypt has confirmed the October 1998/1999 season inclusion of Dubai as an extension from Egypt. In January 1999 they are looking to include Dubai as an extension from Amman, Jordan.

ISRAM is known to be a leading Tour Operator with new destination. They produce 150.000 brochure and distribute them amongst 15.000 travel agencies throughout the nation.

They will be planning a number of Famtrips from the US with Emirates Airline in conjunction with Egypt. The first one looks to be January 19-22, 1999. ISRAM has asked for our assistance with the visas for their Famtrips.

Zeus Tours John Peters has 2 projects.

1. The building of a Cruise Ship for maximum 49 passengers in the form of a Dhow to be based in Dubai for 6 months and in Zanzibar for the other 6 months. He is looking for an investor for 1 million dollars and he would invest one million dollars. Ideally is looking at a Ground Operator in Dubai to invest and run the chartering part..

2. Develop a full fledged tourism program to Dubai with brochure. He is looking to get out in a big way with 54 presentations in 3 months in COOP with EK and DTCM throughout the US and Canada. Famtrips to Dubai for his reservation staff and agents.

He would ideally like to do PR promotions in collaboration with a perfume, or brand name clothes

Although John has never been to Dubai he is very enthusiastic and is ready to attack the project. A follow-up meeting is scheduled on August 19, 1998 in New York together with Emirates.

John has shown keen interest in going to Seatrade from January 26 - 28, 1999 in Dubai.

Zierer Visa Service - assisted with Crystal Cruises for April '99 World Cruise visa update.

INWARD MISSION

Royal Caribbean International - assisted in arranging DXB visit for RCI project team.

MEDIA AND INFORMATION

MeetingNews - A publication targeted to 60,000 Meeting Planners in North America is interested in obtaining any information pertaining to International Meetings facilities. The latter is a new section within the publication.

Travex - Showed interest in obtaining information on Dubai as she had clients who requested a holiday package from Dubai. Sent full pack of information to her.

Skymasters Travel - Has a small group of 8 pax to Dubai in September '98 and requested brochures. Follow-up is scheduled for September '98.

Trans Meridien Travel - Newly appointed Consolidators for Emirates in North Carolina. Send a batch of brochures to them for information.

Travel Agent - An ad was put in the Travel Agent Magazine in March and April 1998. A mailing with information packs was sent in response to the reply cards received.

The Oregonian News Paper - An article appeared in this State News Paper which resulted in 3 telephone inquiries and 3 written inquiries. This article was written based on a Media Famtrip taken to Dubai in 1997.

Assist in preparation and distribution of press release announcing Dubai's first cruise hub ship.

1998 MPI - WEC - San Diego

July 11 - 14, 1998

Trip Report

Attendees Peter Streng
 Pauline Bergé

The Meeting Professional International World Educational Congress, as the name suggests, is an annual event where Meeting Planners and suppliers get an opportunity to get together through various organized events.

The 1998 WEC in San Diego, was the fourth time that we, as the Department of Tourism and Commerce Marketing, have attended. According to the MPI Daily newspaper, the attendance broke all records from previous years and the 3125 attendees were a mixture between 58% suppliers and 42% planners. Through these statistics, one clearly sees that the purpose of this event is to give the opportunity to the meeting planners to discover new destinations for their up and coming events as well as renewing contacts.

Emirates Airlines in conjunction with The Ritz Carlton had organized a mailing of a postcard to 949 meeting planners member of MPI in the US and Canada telling them to drop off their business card at our booth. The front of the card read "Walk into our both and get a chance to fly away".

We had our pop-up booth that was combined with Emirates Airlines giving us the space of 10 ft by 30 ft. Due to some organizational issues, our booths were separated giving both of us end-caps and therefore allowing us to tackle all meeting planners from both sides of the aisle. This mini-trade show was organized on the first day and was held for 4 hours between 10.30 am till 2.30 pm.

In those very short four hours, an approximate of 70 planners visited our booth and we gave out the relevant brochures as well as information pertaining to their various queries.

A follow-up is under way with the following companies that have shown interest in holding an event in Dubai:

American Association of Petroleum Geologists - Ms. Caroline Woods, Meeting Planner is planning an event in 2001 with 1500-2000 attendees, including a spouse program and require 100'000 sq. meters of exhibition space, 4 break-out session rooms for 400 pax each. This event is to be held in Fall (September or October) from a Sunday to a Wednesday.

July 1998 Tourism Ass't. Given

D/FR	W/	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
					JULY				
2	DG	x		Linda Hart	Jaguar	NJ			15 Hert & Cul to Canadian rep
2	PS		x	Rahim Morad	The Traveldesk	Ont	x		25 of:wtr/golf/hert&cul/at a/dest--50 zcrds
2	DG		x	Ibrahim Saeed	The Judge Grp.	PA	x		tour dxb/tours & saf/hert/sh saeed/museum/zcrd/at a/dest/e
6	HJ		x	Anab Ali		NJ	x		at a/bird/dest/ent/golf/hert/museum/sh saeed/tour & saf/wtr
6	PB		x	Louis Z. Golfstein	Wiling Premium Corp.	NY	x		dest/ent/golf/zcrd/sh saeed/museum/us dxb nws/ent/conf&exh
8	DG		x	Mr. W. Buchman		CA	x		tour dxb/at a/zcrd/visa appl
8	PS		x	Adriana Nunhoz	Assoc. Travel	CA	x		dest/tour dxb/wtr/golf/bird/tours&saf/at a/zcrd/ent/sh saeed/
8	DG		x	Rick Meal	(ILEG)	FL	x		wtr/golf/bird/hert/tours&saf/dest/zcrd/at a/ek info
8	PS		x	Bill King, Jr.	AAA Travel (QE2)	KS	x		1 pak:video/dest/golf/wtr/bird/tour dxb/tours&saf/zcrd/at a
									duty fr/ent/hert/sh saeed/museum/3 paks:hert/ent/wtr/golf/
8	QH		x	Kenya Dilday	Lux Mag	NY		x	hert/bird/wtr/golf/tours&saf/dest/grt incent
14	HJ		x	Ibrahim Saeed	The Judge Grp.	PA	x		at a/bird/zcrd/dest/ent/golf/in fig/m-bus/tours&saf/wtr/us-dxb
15	DG		x	Joanne Diproperzio		NY	x		at a/zcrd/tour dxb
15	DG		x	Fritz Whitefield		NC	x		at a/zcrd/tour dxb/tours&saf/hert/ent/golf/wtr/bird
15	DG		x	Joan Heckscher		DC	x		tour dxb/zcrd/at a gl
15	DG	x		Jackie	Matices Turismo (Arab. Adve	SA	x		at a/zcrd/ent/tours&saf/hert/golf/wtr/bird/sh saeed/museum/g
16	DG		x	Eileen Hart	Isram World of Travel	NY	x		hert/tours&saf/at a/zcrd/duty fr/dest/museum/sh saeed/golf
17	DG	x		Jackie Furnodavlos	Matices Turismo	SA	x		50 at a gl & zcrd
17	QH		x	Cap Newhoff	RCI	FL	x		dpa/duty fr/zcrd/at a/sh saeed/wtr/bird/tours&saf/grt incen/d
20	PB	x		Patricia Abate	Matices (lead from K. Carolus	SA	x		40 of: at a/golf/tours/wtr

July 1998 Tourism Ass't. Given

DA	FF	W	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
21	HJ		x		Angeli Teklinandani		IL	x		bird/zcrd/dest/ent/golf/in figs/museum/sh saeed/tours&saf/wt
21	PB		x		Tush Bermudez	Travex	CA	x		dest/tours/golf/wtr
21	PB		x		Chuck Schouwerwon	Health Canada	Ont	x		at a/dest/conf & exh/hert/bird/tours/golf/wtr
22	DG		x		Joan Silver		DC	x		dest/at a gl/zcrd
22	PS		x		Liz Ely	Mngr, Migs & Conventions	PA	x		sh saeed/museum/zcrd/duty fr/hert/conf&exh/tour/at a/dest/
										tours & saf/golf/wtr/bird/Al Maha kit
22	PS		x		Adrian	Extraordinary Places	WA	x		tours & saf
23	PB		x		Dirk Bongsmiller	Malaysia Travel Advisors	IL	x		Tours&saf/bird/golf/wtr/dest/sh saeed/museum
23	PB		x		Jacob Bosna	Skymasters travel	FL	x		dest/tours&saf/bird/wtr/zcrd/hert/golf/grt incnt/at a/museum/
23	DG		x		David Sullivan	McCord Travel	IL	x		2 of Al Bustan, Jumeirah Bch & Royal Abjar Hotels
26	PB		x		Dr. Emma Latham		OR	x		list of recruitment agencies & hospitals
27	PB		x		Susi Albiez-Green	BTI Americas	OH	x		at a/golf/wtr/dest/conf&exh/tour&saf
27	PB		x		Maribeth Schiebler	Symbol Tech.	NY	X		at a/golf/wtr/dest/conf&exh/tour&saf
27	PB		x		Lois Hkalis	Knoll Pharmaceutical	NJ	X		at a/golf/wtr/dest/conf&exh/tour&saf
27	PB		x		Brenda Marple	Conf. Connections	CA	x		at a/golf/wtr/dest/conf&exh/tour&saf
27	PB		x		Caroline M. Woods	Am. Assoc. of Petro. Geologi	OK	x		at a/golf/wtr/dest/conf&exh/tour&saf
27	PB		x		Stephanie A. Horton	Pacific Rim Protocol	WA	x		at a/golf/wtr/dest/conf&exh/tour&saf
27	PB		x		Julie Fenker	Oracle	CA	x		at a/golf/wtr/dest/conf&exh/tour&saf
27	PB		x		Wendy England	Sprint PCS	MO	x		at a/golf/wtr/dest/conf&exh/tour&saf
28	PB		x		Rupol Shah	Tours Meidian Travel	NC	x		15x at a/golf/wtr/tours&saf/2xdest/5xzcrd
28	DG		x		Joseph Hopkins		OR	x		tour dxb/zcrd/at a gl

July 1998 Tourism Ass't. Given

DA	FF	W	OF	FUI	NAME	COMPANY	ST	T	M	ASSISTANCE
28	DG		x		John Farmer		CR	x		at a gl/zcrd/tour dxb
30	DG	x			Davis M. Jack		CR	x		at a gl/zcrd/tour dxb
30	DG	x			R.E. Strausbaugh		CR	x		at a gl/zcrd/tour dxb
30	DG	x			Cindy Ann Stevens		CR	x		bird/golf/wtr/tours&saf/tour dxb/at a/zcrd/hert

Josh Martin from Management Review magazine called requesting information regarding license and registration fees for Jebel Ali Free Trade Zone. Omar Suliman spoke with Mr. Martin and provided him with the appropriate information.

July 10

Mr. Mark McGivern of Fairfield Language Technologies in British Columbia, Canada requested information about setting up an office for his software company in Dubai. He had a several questions regarding foreign ownership. Mr. McGivern was sent a business package and received follow-up assistance via phone calls.

July 15

Mr. Chip Stockton, director of conference division, for JEMS Communications in Carlsbad, California responded to an advertisement, "The Dubai Experience," about Dubai's conference and exhibition facilities. Mr. Stockton was sent a tourism package including the Conference & Exhibition brochure.

July 15

Ms. Mary Lou Gibson of Jaguar, Canada in Ontario was sent 15 copies of the Dubai Heritage & Culture brochure upon her request.

July 15

Mr. Santiago Piado, president and CEO of Integrated Capital Resources in Ventura, California responded to a Business Week advertisement requesting information about conducting business in Dubai. A business package was forwarded along with a letter from SEW.

July 15

Mr. John Khalili of Encino, California called and requested information, both tourism and business related, in preparation for an upcoming trip to Dubai. A comprehensive package was gathered and sent.

July 15

Mr. Jay Abouaf of Venelia Furniture in Venice, California was sent a business package. Omar Suliman met Mr. Abouaf and in their conversation, he expressed interest to learn more about Dubai and any available business opportunities.

July 15

75.2702444 75.2702444
Mr. W. Buchman of Redondo Beach, California is planning a trip to Dubai. He called and requested information in preparation for his vacation. A tourism package was sent.

July 15

Ms. Barbara Klemm of Prestige Accommodations in Irvine, California was contacted by Omar Suliman to promote Dubai as a travel destination. A tourism package and letter were sent.

July 15

Ms. Suzy Kay of Progressive Incentives of Newport Beach, California was contacted by Omar Suliman to promote Dubai as a travel and incentive destination. A tourism package and letter were sent.

July 15

Ms. Renee Rut of QST Travel Group in Irvine, California was contacted by Omar Suliman to promote Dubai as a travel destination. Tourism and incentive brochures were mailed.

July 20

Ms. Janet Johnson of Houston, Texas is planning to visit Dubai. She had questions and concerns regarding traveling in Dubai as a single, caucasian female. In addition to providing telephone assistance, a tourism package was also sent.

July 21

Ms. Becky Johnston of Meetings Plus in San Francisco, California called. She has a tour group travelling to Dubai and LA office answered questions regarding visa requirements.

July 24

Mr. Robert Kent, president of The Kent Incentive Marketing Group in Laguna Niguel, California, was contacted by Omar Suliman to promote Dubai as a travel destination. A tourism package including incentive brochures was sent.

July 24

Mr. Mohamed Kalil of Cohort Medical Products in Hayward, California requested a list of hospitals in Dubai. The list was obtained through OSIC/Head Office and then forwarded to Mr. Kalil.

July 24

Mr. Martin Rubin of M. Rubin & Co., Inc. requested DTCM -- West Coast to include him in a fam trip to Dubai. Mr. Rubin was directed to speak with Peter Streng for further information.

July 24

Mr. Kevin Hurley of Bustamente & Hurley Imports in Fullerton, California is interested in conducting business in the Jebel Ali Free Trade Zone. A business package was sent upon request.

July 24

Mr. Jacques Joseph Nassar of Donegal International in Glendora, California is interested in conducting business in the Jebel Ali Free Trade Zone. A business package of information was sent.

July 29

Ms. Jennifer Metten of Rancho Cucamonga, California is travelling to Dubai as part of a student abroad school program. She called to inquire how she could obtain a visa.

July 30

Ms. Becky Johnston of Meetings Plus in San Francisco, California called again. However, this time her question had to do with visa and entry restrictions for people of Jewish descent and for US citizens who have Israeli stamps in their passports.

July 31

Mr. Andy Claudatos, resource director of Star Fish Supply Ltd. in Napier, New Zealand, responded to a Business Week advertisement. He requested information about conducting business in Dubai. A business package was sent.

Telephone Tally for July '98

Type	Number
Comm. Indiv.	8
Comm. Corp.	5
Jebel Ali	4
Tour. Indiv.	12
Tour. Corp.	6
Total calls:	35

Number of Brochures Sent/Distributed in July

Name of Brochure	Quantity
Business Handbook	6
Jebel Ali Business Guide	6
Destination Dubai	13
Update Brochure	
-May 1998	1
-April 1998	2
Watersports	10
Golf	10
Dubai At A Glance	11
Conference Facilities	4
Shopping Festival	5
Birdwatching	9
The Great Incentive	3
Decide On Dubai	5
Heritage & Culture	11
Sheik Maktoum House	9
Airport Free Zone	3
Dubai Means Business	5
Tours & Safaris	10
Women of the UAE	1
Dubai Guide	1
Total:	125

Miscellaneous

Visa regulations	3
Visa application for UAE Embassy	1