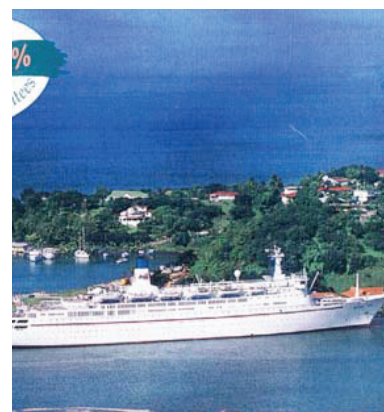
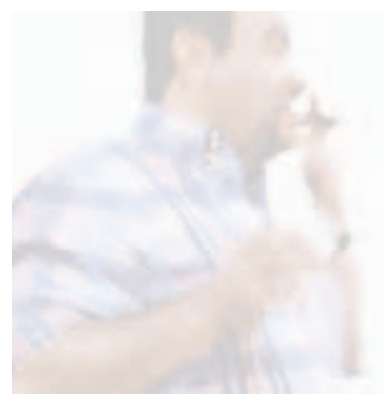
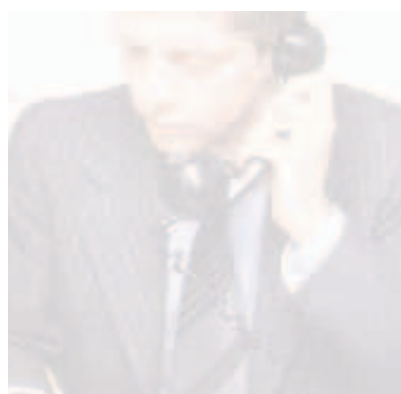
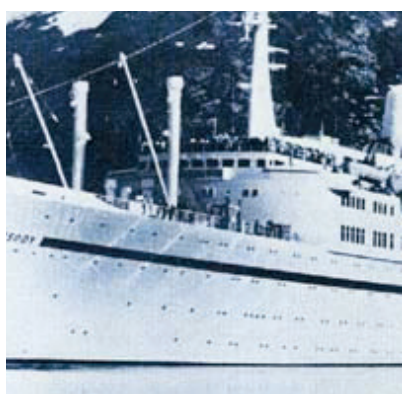


Anastasios "Takis" Kyriakides



ANASTASIOS "TYKI" KYRIAKIDES

His slightly Greek-accented voice has an appealing modesty, as if he still cannot fully believe that in a little over 20 years, he has gone from a Greek immigrant knowing just a few words of English to the top ranks of America's business community. But the modesty is laced with the almost brazen confidence of a Greek entrepreneur on the move, and one wonders just how high the still-young Anastasios "Tyki" Kyriakides will rise in his adopted country.



Anastasios 'Takis' Kyriakides



Mr. Kyriakides received a Bachelor of Science degree in business from Florida International University in 1975; in 1977, he received a degree in investment banking from the American Institute of Banking. From 1979 to the present, Mr. Kyriakides has consulted for numerous companies in the areas of shipping, travel, banking, and electronics.

Anastasios Kyriakides is the co-inventor and founder of NET TALK.COM, INC. Prior to NET TALK.COM, INC., Mr. Kyriakides was the President and CEO of Interlink Global Corporation, a telecom services provider with networks in South America. His cruise ship career started with Carnival Cruise line out of the Port of Miami, and continued to a successful start up with Tropicana Cruises; one of the first gaming ships out of the Port of Miami.

In 1994, Mr. Kyriakides became the Chairman of Montgomery Ward Travel, a company created to provide full travel services to eight million Montgomery Ward customers and credit card holders; he served in this capacity from 1994 to 1996. Mr. Kyriakides had previously organized the successful start-up of Seawind Cruise Line in 1990; there, he was the founder, and later, the Chairman, CEO, and Secretary until 1994.

In 1984 Mr. Kyriakides founded Regency Cruise Line, the world's first publicly traded company in passenger shipping, and served as its Chairman and Secretary until 1987.

In 1983, Mr. Kyriakides founded the Mylex Corporation to develop and produce the world's first hand-held optical scanner and VGA card for personal computers. As the President and Chairman, Mr. Kyriakides guided Mylex from its beginning as a private company to its becoming a public company traded on the NASDAQ under the stock symbol MYLX until it was acquired as a wholly owned subsidiary of IBM (NYSE: IBM).

In 1983, Mr. Kyriakides was the founder and Chairman of Tower Bank NA, a full service commercial bank, with three offices, headquartered in Dade County, Florida.

In 1980, Mr. Kyriakides, was the founder of Delcor Industries of Hollywood, Florida, an electronics manufacturing facility, assembling OEM products for various electronics companies including IBM mainframe and gable division employing over 150 skilled employees.

In 1979, he was the founder and Chairman of Lexicon Corporation, the worlds first hand held electronic language translator the LK3000 that translated into 12 different languages. This company, publicly traded on the NASDAQ, under the symbol LEXI, was ultimately acquired by Nixdorf Computers of Germany.

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Tyki — The New Greek Tycoon

Anastasios "Tyki" Kyriakides, Another Immigrant Who Soared

By Nick Pappas

His slightly Greek-accented voice has an appealing modesty, as if he still cannot fully believe that in a little over 20 years, he has gone from a Greek immigrant knowing just a few words of English to the top ranks of America's business community.

But the modesty is laced with the almost brazen confidence of a Greek entrepreneur on the move, and one wonders just how high the still-young Anastasios "Tyki" Kyriakides will rise in his adopted country.

"I really believe that anyone can do it," Tyki says. "Anyone can do what I did. You have to really want to, and have tenacity. I am not afraid of failure. I am fearless. I worry a lot, yes, but by then I have already jumped."

Tyki's first jump, immensely successful, was inspired, like that of so many other people, by a simple creative impulse, a kind of "How come nobody ever thought about this before?"

Tyki explains: "Soon after starting in this country, I was working at the Merchants Bank of Miami balancing a checkbook, and I stumbled on a word. Instinctively, I turned for help to the computer, which could not give it because it dealt only in numbers. And I thought immediately, 'Why not a computer that translates languages as well?'"

From that single moment of inspiration, after a long hard fight, came the LK-3000, a hand-held computer that translates one language into the other. When he went to his banker boss for help, he was told, "You're crazy." But he found a scientist friend who helped him prepare the schematic required for the all-important patent.

Then he fought long and hard to put together a team and raise \$500,000 by selling shares at \$1 apiece. In 8 months the shares were worth \$13 each, and he remembered what his mother had told him when she gave him \$75 to tide him over, "Do Well." When he walked away from the company a few years ago, he took with him \$2½ million dollars.

The journey to that moment was not an easy one. At 14, he left his mother in Greece, where she was a violinist with Greece's only opera company, to go to California to his father, whom Tyki had not seen since he left home when the boy was one. "A hurricane accompanied me to the Athens airport," he says. "And I

thought it was a bad omen. I ended up walking the last part with relatives who were coming to say goodbye. I remembered how much my mother wanted me to stay."

In California Tyki tried living with his father, the Greek-American woman his father had married, and their five children. "But I couldn't get along," he says. "I was in tears every night. I couldn't use the phone to call home, so I wrote saying, 'Let me come back.' We still had the house on the water in Piraeus. The second floor was even with the street. I just wanted to go home and watch the boats rock in the water."

He did not go home. Instead, he went to Miami to stay with his mother's sister, with whom he got along very well. Determined to make good, he pumped gas as a teenager, and then went to Miami Community College at night for a pre-law degree. Another job that he held was in the mail order room of a bank. "The Greek who hired me liked me," he said, "so he gave me my first title — Mail Room Coordinator." Since he was in banking anyway, Tyki went on to the American Institute of Banking to learn everything he could about the business.

What followed was the development of Tyki's computer language translator and the creation of his first big company — Lexicon — which he was obliged to leave. "The machine was so good," he says, "that I had \$12 million in orders and only \$10,000 capital. So I sold out for \$2½ million and moved on."

With that money, Tyki founded a company called Mylex, which is now developing another of his creations — a hand-held portable computer that scans and records printed material. Tyki says, "I was so ignorant of electronics that I wouldn't let anyone tell me 'It can't be done.' I just did it." The remarkable thing about this creation is that one merely passes it over a magazine page and it stores the words in memory quickly and accurately. Working with Fairchild and IBM, the portable computer will retail for less than \$900. A comparable item now costs \$20,000 to \$25,000.

While the new computer is being developed, another Mylex Corporation bread-and-butter item is carrying the ball for the company — a sophisticated high resolution graphics board called the "Mylex Chairman," that can expand the 4-color capability of the IBM PC monitor to 16, which represents a godsend for

customers who want to make complicated computer graphics clearer to the eye.

The company is also developing advanced versions of its computer graphics card that can be used with other original manufactured equipment.

From those who know Tyki best, one gains keen insight into this hard-driving man who will not be satisfied, he says, until he rises even higher in the business world. "He was always an ingenious boy," his mother recalls. "At 13 he wired up a kids-only telephone system so he could talk to his friends after they had all been put to bed. He was always worked up, never sleeping, always thinking." Tyki's mother comes often to America, and is due here on October 27.

When she is here, she can, if she chooses, tour her son's present holdings: a manufacturing plant, banks, shopping centers, a \$2 million yacht, acres of land all over Florida, and two vintage sports cars. He is also planning a \$3.5 million condominium/shopping centers, the purchase of a freighter, the creation of an airline, the buying of a house on Biscayne Bay, and the purchase of an island.

Yet he remains driven. Seeing an old rheumy-eyed drunk scraping paint from a boat on the Miami River, he muses aloud. "I get scared when I see people like that. They remind me of what can happen to me if I lose everything. I don't want to end up like that." Then, his good heart surfacing, he adds, "I've got to do something for that old man." ■

How Tyki Got His Name

It's rather strange to see the nickname *Tyki* for Anastasios, but the Greek tycoon explains the name-change that occurred after his arrival in the U.S. It seems that Anastasios' step-mother claimed *Tuki* sounds more like *tacky*, so she changed the *a* to *y*, and so it remained. Nevertheless, he says, the pronunciation remained the same.

In this case, *Taky* or *Tyki*, known by any name, still spells Tycoon!

hellenic times

Kyriakides Gains Outstanding Citizen Award

Among the nominees for the 35th Annual Dade County Outstanding Citizen's Award is Mr. Anastasios "Tyki" Kyriakides.

Being founder and chairman/president of Mylex Corporation and Hialeah Gardens' first financial institution, Tower Bank, has not fazed this tireless humanitarian's efforts to improve the quality of life for so many people in Dade County.

The Outstanding Citizen's Award is presented to the man and woman who

are judged to have contributed the most in terms of civic service in our community during the past year. The award is the most coveted of its kind, and is based on civic contribution and the individual's desire to improve the quality of life in the community.

The awards luncheon sponsored by the South Dade Council of B'nai B'rith Lodges, will be held at the Four Ambassadors Hotel in Miami. Former Florida Governor, Ruben Askew will be the keynote speaker. ■

The Miami Herald

MEMORIES OF A FIRST BOSS

You probably won't forget the person who introduced you to the working world.

By BEA MOSS
Herald Staff Writer

Like your first flashy car, your first kiss or your first visit to the dentist, your first boss leaves a lasting impression.

Think back. Powerful, exciting or painful, that person you first answered to on a real first job for real money lives in the filing cabinets of your memory.

The bank is still open in Miami where Tyki Kyriakides worked for two bosses. Although he pumped gas for spending money while in high school, his first

bona fide bosses were Ed Leggett, vice president of operations, and Bob Singleton, Leggett's assistant, at the Commercial Bank of Miami on Northwest 79th Street. Kyriakides worked in the mail room.

Kyriakides, 39, now a wealthy Miami businessman and chairman of Regency Cruise Lines, values the lessons he learned from those men while he was sorting piles of mail.

"Mr. Leggett was a very tough boss; he gave me my first lessons of discipline. I couldn't be late and he put me in charge of the stock room," Kyriakides

said. "He had his assistant follow me around."

After he became a teller and then a clerk in the installment loan department, making \$45 a week, he was entrusted with the keys to the bank.

"Although at the time I hated him, I realize now how much he liked me," he said.

Ask almost anyone who now works at a job of responsibility about his or her first boss and it brings a flood of memories. It may recall a time when more than \$20 a week was a lot of money.

PROSPECTUS

200,000 SHARES
LEXICON CORPORATION

(The Company Has No Relation With Lexicon, Inc.)

COMMON STOCK
(Par Value \$.05 Per Share)

THE SHARES OFFERED HEREBY INVOLVE A HIGH DEGREE OF RISK
(SEE "INTRODUCTORY STATEMENT — RISK FACTORS")

Prior to this Offering There Has Been No Market for the Common Stock of the Company. The Offering Price Has Been Arbitrarily Determined by Agreement Between the Members of the Board of Directors of the Company and Bears No Relationship to Assets or Book Value. (See "Introductory Statement — Risk Factors")

THESE SECURITIES HAVE NOT BEEN APPROVED OR DISAPPROVED BY THE SECURITIES AND EXCHANGE COMMISSION NOR HAS THE COMMISSION PASSED UPON THE ACCURACY OR ADEQUACY OF THIS PROSPECTUS. ANY REPRESENTATION TO THE CONTRARY IS A CRIMINAL OFFENSE.

	Price to Public	Sales Commissions (1)	Proceeds to Company (2)
Per Share.....	\$5.00	\$.40	\$ 4.60
Total Minimum.....	\$280,000 (56,000 Shares)	\$22,400	\$257,600
Total Maximum.....	\$1,000,000 (200,000 Shares)	\$80,000	\$920,000

(1) This Offering is not underwritten by any securities sales firms. Specified Officers of the Company, will use their best efforts to sell the shares of Common Stock offered hereby to the public. An 8% underwriting concession will be paid by the Company to any securities sales firm that is a member of the National Association of Securities Dealers, Inc. finding purchasers for the Company's stock. (The reduction, if any, in the proceeds to the Company is unknown at this time, the sales commissions indicated above being based upon the assumption the sale of all shares would have attached to them a commission.) No commission will be paid to any Officer of the Company who sells the stock. (See "Underwriting", Page 27)

(2) Before deduction of filing, printing, legal, accounting, escrow charges and miscellaneous expenses of approximately \$23,842.25 which the Company will pay from the proceeds of the sale of the stock of the Company. In addition to the \$23,842.25 of expenses incurred for the offering, 12,245 shares of stock were issued to Somers, Altenbach & Rawlins for legal fees charged for organizing the corporation and preparing the offering. (See "Use of Proceeds", Payment of Accounts Payable and Notes Payable, Page 12)

This Offering involves in addition to other risks:

- (a) *Special risks concerning the Company. For information concerning such risks see "Introductory Statement — Risk Factors", Page 6.*
- (b) *Funds presently being sought by this offering will be used for research and testing of a proposed product which is expected to take one year. If a product is developed, in order to proceed with*

The date of this prospectus is December 17, 1976.

Venture

The Magazine for Entrepreneurs

A Novice Scores a Coup In the Electronics Field

Persistence brought the Lexicon electronic translator to the market. Now there's competition from an electronics giant

He can't remember the word; but he knows the date: Sept. 13, 1973. Anastasios N. Kyriakides, a Greek immigrant, was reading *The Wall Street Journal* when he spotted a word he didn't understand. There was no dictionary at hand, but there was a pocket calculator. The idea began taking shape: a calculator-type device that could translate from one language to another. It seemed so logical, so simple, so practical to Kyriakides, an ex-loan officer for a Miami bank.

The development of a hand-held electronic translator consumed the next five years of Kyriakides' life as he searched for men with the talent to design it and the cash to finance it. The world was skeptical, but Kyriakides was persistent.

Today, an engineer who once told Kyriakides to stop pestering him is vice president of Kyriakides' company, Lexicon Corp., in Miami. Kyriakides' former boss at the bank is now the company's director of finance. And Kyriakides himself is \$14 million richer. A company with zero dollars in sales last year, Lexicon is expected to reach sales of close to \$30 million this year.

But suddenly, Lexicon, which introduced its electronic translator in June, 1978, is not the only company marketing such a product. Now Lexicon is faced with the challenge of competing against Craig Corp., a Compton, Calif.-based international electronic firm with \$120 million in sales, which introduced its translator in March.

But Kyriakides isn't worried. In the fast-paced electronics industry, where many products reach quick obsolescence, nine months' lead time can give even a small company a competitive edge.

Anastasios Kyriakides, Lexicon Corp., is now \$14 million richer



Now you can beat the language barrier and conquer Europe.



The Lexicon LK-3000 Personal Translator



LEXICON
LK-3000

FRIEND - AMIGO

1	2	3	4	5	6	7	8	9	0	DEL
A	B	C	D	E	F	G	H	I	J	K
L	M	N	O	P	Q	R	S	T	U	V
W	X	Y	Z	1/2	1/3	1/4	1/5	1/6	1/7	1/8

P1 P2
P3 P4
1/2 1/3
1/4 1/5

LEXICON
LK-3050

PERSON

PERSON

LEXICON
LK-3200

PERSON/PERSON

PERSON/PERSON

LEXICON
LK-3500

CALCULATOR

CALCULATOR

LEXICON
LK-3060

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CALCULATOR

UNITED KINGDOM OF GREAT BRITAIN
AND NORTHERN IRELAND

977631 A

THERE'S A GREAT FUTURE FOR YOU AND THE LEXICON LK3000

LK3000 — The Pocket Size Translator

The same silicon chip technology that revolutionised the calculator market has now given birth to the world's first pocket size translator. The LK3000.

Designed like a miniature computer, the LK3000 is a highly sophisticated terminal. Its programmes contained in different language modules which simply slot into the back. French, German, Italian, Spanish, Portuguese, Swedish, etc.

These interchangeable modules are programmed with hundreds of words, phrases and word permutations on each module.

These memory banks have been carefully developed after years of painstaking research. They contain the stock words and phrases used in everyday conversation and business dialogue. So all the touch of a button you can tap out a phrase on the keyboard and instantly the LK3000 searches its memory, selects the right words, and prints the precise translation on the readout display panel. It really is child's play.

What's more, the LK3000 not only translates English into different languages. It also works in reverse to enable a foreign language to be translated into English. So that in the time it takes to find a single word in the average dictionary, you can spell out an entire sentence and have the exact English translation travel across a visual display before your eyes.

Further modules are planned for release this year. Soon you will be able to add Russian, Polish, Swedish, Japanese and Dutch to your collection. When the language is in another alphabet, a mylar overlay is provided to label the entry keys correctly in the native letters or symbols.

Translation into such languages as Russian, Japanese or Arabic are presented phonetically in our alphabet.

This means that your LK3000 will never be outmoded — it will only become more versatile. It also means that the Lexicon designers thought about more than just technicians when they designed the LK3000. They thought about the people who would be using it for years to come. Travellers, business people, students, scientists, politicians, writers, secretaries, technicians and citizens of the world.

To summarise, the LK3000 is like the fictional obelisk. It is possible for the future of this magical hand held unit to include any of the functions of calculator and/or computer.

Person To Person Module

The PERSON TO PERSON module is a combination of SIX languages. One can translate English, Spanish, French, German, Italian, Greek into and from any combination of the touch of a button.

One must remember that the

average PERSON TO PERSON conversation normally consists of stock phrases, to which is added a comprehensive dictionary/vocabulary. This module is so versatile it enables cross-lingua translation as follows: French/Spanish or vice versa, French/German or vice versa, French/Italian or vice versa, into or any combination of the SIX languages such as English/Japanese or English/German.

The translator is supplied with this unique module and for example can translate: "What is your" — "phone number" or "May I take" — "your friend" to dinner (added words) or "We would like to" — "get something to eat".

LK3000 — The Hand Held Computer At A Price That Suits Your Pocket

At a price equivalent to learning one language, LEXICON offers you, English, Spanish, French, German, Italian and Greek. The LK3000 comes to you with the person to person module, deluxe carrying case and a charger adaptor using its own power source which will give you 4.5 hours continuous use, and can easily be recharged from the mains supply wherever you may be in the world. Every additional module carries a concise and understandable instruction book. Your deluxe carrying case has room for two additional modules.





The LK-3000 isn't a simple calculator. It's a true hand-held computer. And it can do something totally unique: translate Spanish, And French, And Italian, And German. And lots of other languages.

Simply by switching a plug-in module, you make the LK-3000 a different machine. For translation. Or calculation.

The language modules are programmed with the sort of words and phrases you'd use travelling in a foreign country. Or talking to a foreign businessman.

The longer you own your LK-3000, the more versatile and useful it will

become. Because Lexicon will keep developing new modules. With more languages. And more completely new functions.

So you'll have more than just an electronic translator. As if that weren't enough.

And the LK-3000 can't become obsolete. Because every new module will fit it.

The LK-3000 has a built-in rechargeable battery, and comes with an AC adaptor/charger which operates on most international current, either 110 or 240 volts, 50-60 Hz.

The carrying case holds the LK-3000

with a module in place, the AC adaptor/charger and two additional modules.

TECHNICAL SPECIFICATIONS
Operating temperature: 0°C through 40°C.
Dimensions: 95.3mm deep by 156.3mm wide by 31.8mm high.
Display: 16 character, 16 segment alphanumeric light-emitting diode with integral MOS LSI display controller.
Power consumption: 0.6 watt.
Power source: DC: 500 milliamp-hour nickel-cadmium rechargeable batteries. AC adaptor/charger will power the unit or recharge the batteries. 110 volt, 60 Hz or 240 volt, 50 Hz switch selectable.

Name: _____

Address: _____

DISTRIBUTED BY





**“Può e signora
nuotare bene?”**

**Did he say, “Are you enjoying
the beautiful canals?” or “Do you
know we are sinking?”**

With the new Lexicon LK-3000, you'd know for sure.

Because it can do something totally unique: Translate Italian, And German. And French. And lots of other languages.

The LK-3000 isn't a simple calculator. It's a true hand-held computer. And simply by switching a plug-in module, you make the LK-3000 a different machine. For translation. Or calculation.

The language modules are programmed with the sort of words and phrases you'd use traveling in a foreign country. Or talking to a foreign businessman.

The longer you use LK-3000, the more versatile and useful it will become. Because Lexicon will keep developing new modules. With more languages. And more completely new functions.

So you'll have more than just an electronic translator. As if that weren't enough.

And the LK-1000 can't become obsolete. Because every new module will fit it.

Come in and try out the Lexicon LK-1000 today.

Without it, you might create quite a splash on your trip to Venice.

Unintentionally.

**With the Lexicon
LK-3000, it'd be
English to you.**



© Copyright 1978, Lexicon Corporation, Miami, Florida, USA.

Beats Incredible Odds to Become A Millionaire at 32

"The odds are 99.9 to 1 against you."

That's what Anastasios Kyriakides was told when he set out to sell an idea for a pocket language translator. But he ignored the odds — and now he's a millionaire at age 32.

"I've achieved the American dream and proved that the United States is still the land of opportunity!" he declares.

"The thing is — anybody can do what I've done. You just have to work hard and never give up."

Kyriakides, who lives in Miami, Fla., conceived an idea for a new type of pocket computer. The result is Lexicon — a hot-selling gadget that translates from one language to another.

Since the first unit rolled off the assembly line in October, more than 20,000 have been sold. And at \$160 each, plus \$65 for a language cartridge, that's upward of \$4.5 million — with new orders rolling in faster than Kyriakides can fill them.

"Everybody told me, 'You can't do it,'" he recalled. "But I did and I'm proud."

"I remember, distinctly, the day I thought of the translator.

"I was thumbing through a copy of the Wall Street Journal on Sept. 16, 1973, and I came across a phrase I didn't understand. I reached for my pocket calculator before I realized it wouldn't help."

Kyriakides wondered: "What if the numbers on the buttons were replaced by letters?"

He contacted an engineering friend of his, explained his idea for a pocket translator, and was



"Può e signora nuotare bene?"

Did he say, "Are you enjoying the beautiful canals?" or "Do you know we are sinking?"

With the Lexicon LK-3000, you can find out. Because Lexicon LK-3000 is a pocket computer that can translate 13 languages.

It's \$160 and it's compact, portable. That's what makes it so special. And you can still keep it in your pocket. It's only 6 1/2 inches long, 3 1/2 inches wide, and 1 1/2 inches high.

The Lexicon LK-3000 is a pocket computer that can translate 13 languages. It's \$160 and it's compact, portable. That's what makes it so special. And you can still keep it in your pocket. It's only 6 1/2 inches long, 3 1/2 inches wide, and 1 1/2 inches high.

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It's \$160 and it's compact, portable. That's what makes it so special. And you can still keep it in your pocket. It's only 6 1/2 inches long, 3 1/2 inches wide, and 1 1/2 inches high.

told it couldn't be built.

"But I kept calling him once a week," said Kyriakides, "and finally, two years ago, the technology did catch up — and he said to me, 'Now we can do it.'"

Kyriakides quit his job as a bank clerk, started his own company with \$30,000, which included all his savings, and built a shoe-box-size translator that weighed seven pounds. The prototype sparked the interest of investors who put up \$500,000 for further development.

Lexicon now measures 6 by 3 by 1 1/4 inches and weighs 17 ounces. Its brain is a tiny computer chip that stores 1,500 foreign words and phrases and the same number of their English equivalents. The chip is part of a removable cartridge. You can buy cartridges for 13 languages, ranging from English/Chinese to English/Italian. Kyriakides explained how Lexicon works:

"Let's say you're in a strange country and you want to tell your taxi driver to take you to the nearest hospital. You punch out the sentences: 'Please take me to the nearest hospital.'

"The computer translates the message into the foreign language and displays it on the screen. You either show it to the taxi driver or pronounce it."

Kyriakides says: "I staked everything I had on the idea working. I never once thought of giving up. Look at the Wright brothers. They were told they'd never fly, but they pursued their dreams and finally flew."

6-language computer by Greek whiz

The electronics wizards all said it couldn't be done. But Anastasios Kyriakides, a young Greek immigrant with a degree in business administration, refused to listen, and last week he unveiled his pet project: a hand-held computer that instantly translates English into five other languages.

Financing the project himself

after his graduation from Florida International University five years ago, Kyriakides, now 32 founded a small Miami-based company, Lexicon Corp., to market the device, and even before his LK-3000 goes on the shelves in the New York area this week, purchase orders total \$3.6 million.

The device, slightly larger than

a standard hand-held calculator, has letters rather than numbers. It stores 1,500 words and phrases in snap-in modules translating English to Spanish, French, Italian, German and Portuguese, and vice versa. The translation appears in bright red letters rolling across a rectangular window much like the Times Square news sign.

"I really believe that anyone can do it," Tyki says. "Anyone can do what I did. You have to really want to, and have tenacity. I am not afraid of failure. I am fearless. I worry a lot, yes, but by then I have already jumped."



Bob Hope on wealth, humor & sex

**An M.D. who repairs
bad plastic surgery
For Morley Safer of
'60 Minutes,' it's
marriage on the run
A Mrs. Rockefeller
takes on showbiz**

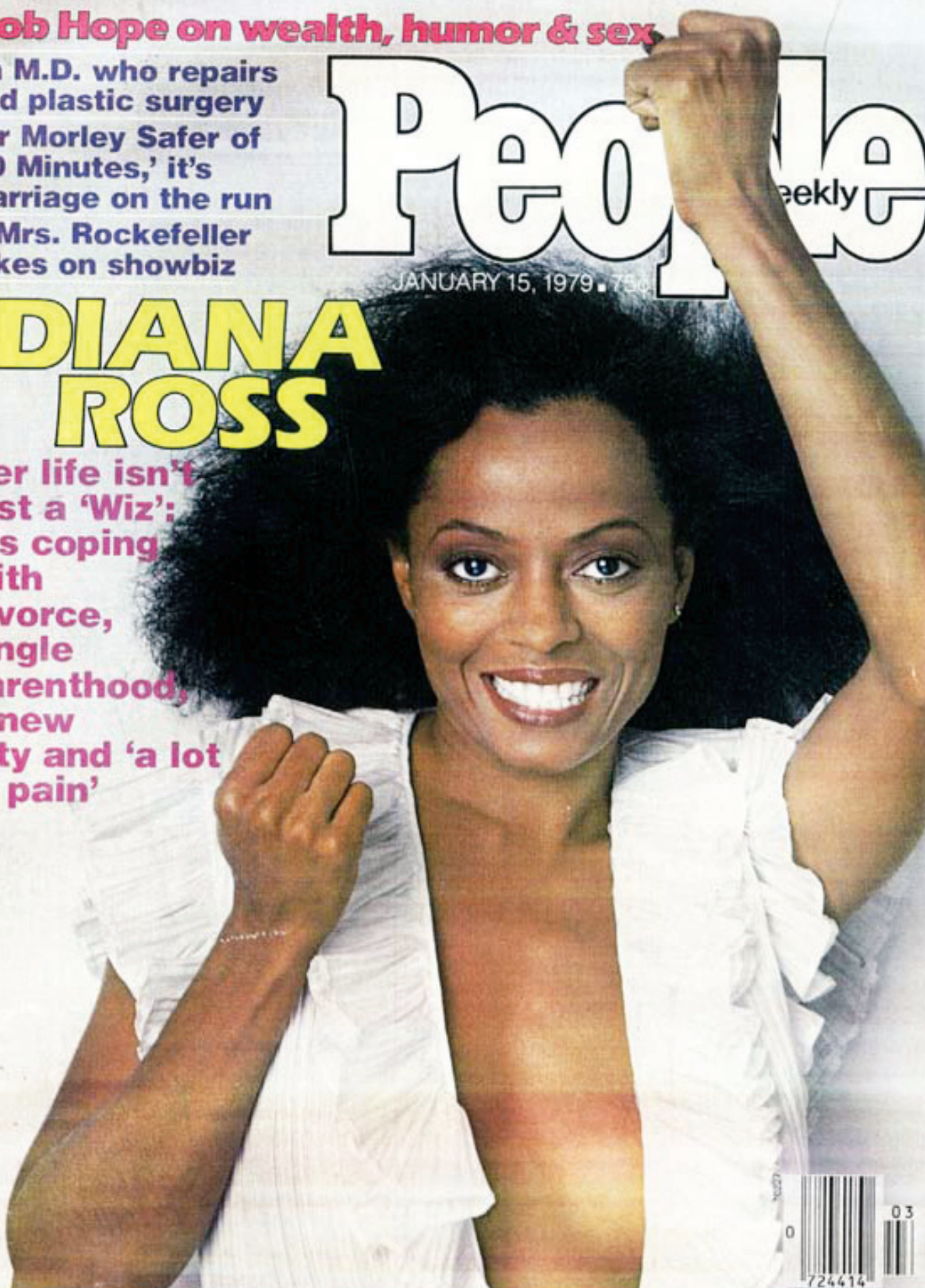
People

Weekly

JANUARY 15, 1979 • 75¢

DIANA ROSS

**Her life isn't
just a 'Wiz':
It's coping
with
divorce,
single
parenthood,
a new
city and 'a lot
of pain'**



People weekly

INVENTORS

VOILA! A NEW
COMPUTER GIVES
TOURISTS THE
GIFT OF TONGUES

If the critical question "Ou est la toilette?" freezes on your tongue in France, tourist take comfort. Thanks to computer virtuoso Anastasios Kyriakides, 32, you can now let your fingers do the talking. Just pull out his new handheld LK-3000, snap in the French module, punch out your English phrase on the alphabetical keyboard, and Voilá: a French translation rolls across the rectangular window in seconds.

Necessity was surely the mother of invention when Kyriakides immigrated to the U.S. in 1961 with an English vocabulary of zero. "I couldn't even find a word in the dictionary," says Kyriakides, "because I couldn't spell it." One day several years later, when stumped by a phrase in the Wall Street Journal, he instinctively reached for a pocket calculator, then thought that there surely had to be a means of replacing the numbered keys with letters. Says Kyriakides: "I was determined to find the way."

In 1977, with a breakthrough in microcomputer technology, Kyriakides' vision was translated into practicality. A tiny memory chip (.036 sq. in.) permits the LK-3000 to store 1,500 words and phrases in replaceable cartridges in French, German, Spanish, Italian, Portuguese, Russian, Swedish, Polish, Greek, Japanese and Chinese. Five years ago, when Kyriakides began his project while studying at Florida International University, the equivalent language storage would have required 32 chips.



The device, marketed by Kyriakides' Miami-based Lexicon Corp., retails for \$225 (each additional language module is \$65) and went on sale in November with advance orders totaling over \$3.6 million. The calculator was a smash of Neiman-Marcus' Christmas mail-order business.

Kyriakides, a Miami bachelor, is already producing more advanced models. He will be an official supplier of translation computers for the 1980 Moscow Olympics and has designed a special module

to answer trivia questions about the Games. It can be asked, for instance, who won the 400 meters in '76. Answer: Juantorena. Soon two more modules - Arabic and Hebrew - will be available. Inserts for metric and foreign-currency conversion are already on sale. Says Kyriakides, the son of a vintner, "Thank God I had no electronics background or I might never have attempted what everyone said was impossible." For the rest of us, "It's Greed to me" is no longer an excuse.

A Novice Scores a Coup In the Electronics Field

Persistence brought the Lexicon electronic translator to the market. Now there's competition from an electronics giant

By Michael A. Silver

He can't remember the word; but he knows the date: Sept. 13, 1973. Anastasios N. Kyriakides, a Greek immigrant, was reading *The Wall Street Journal* when he spotted a word he didn't understand. There was no dictionary at hand, but there was a pocket calculator. The idea began taking shape: a calculator-type device that could translate from one language to another. It seemed so logical, so simple, so practical to Kyriakides, an ex-loan officer for a Miami bank.

The development of a hand-held electronic translator consumed the next five years of Kyriakides' life as he searched for men with the talent to design it and the cash to finance it. The world was skeptical, but Kyria-

kides was persistent.

Today, an engineer who once told Kyriakides to stop pestering him is vice president of Kyriakides' company, Lexicon Corp., in Miami. Kyriakides' former boss at the bank is now the company's director of finance. And Kyriakides himself is \$14 million richer. A company with zero dollars in sales last year, Lexicon is expected to reach sales of close to \$30 million this year.

But suddenly, Lexicon, which introduced its electronic translator in June, 1978, is not the only company marketing such a product. Now Lexicon is faced with the challenge of competing against Craig Corp., a Compton, Calif.-based international electronics firm with \$120 million in sales, which introduced its translator in March.

But Kyriakides isn't worried. In

the fast-paced electronics industry, where many products reach quick obsolescence, nine months' lead time can give even a small company a competitive edge. Lexicon has a number of new products nearly ready to be marketed, says Kyriakides. The most unusual is a device to make the translator talk, which Kyriakides says will be introduced in June. It will be a device that attaches onto the basic Lexicon unit. Other extensions of the Lexicon's functions will be medical and legal cartridges, which will translate the jargon of those professions into simpler English, and a nutritional cartridge to keep track of the calories consumed all day long for dieters. Lexicon also is planning to introduce

Anastasios Kyriakides, Lexicon Corp., is now \$14 million richer



Photograph by WireImage for Frank Lodge

a cartridge in time for the Olympics next year which will provide statistics on record holders of Olympic events of years past.

The basic Lexicon unit retails for \$225 and includes one cartridge capable of translating from one language to another. The languages can be changed by switching cartridges. Additional cartridges available in five languages, retail for \$65. Each has 1,500 words in its memory.

Craig Corp.'s translator, invented by Ron Gordon of Palo Alto, operates in a similar way. The basic unit costs \$199.95, with language capsules available at \$24.95 each. (No capsule comes with the unit.) Craig, too, plans to introduce a variety of non-linguistic capsules covering topics such as dieting and bartending.

But when Kyriakides conceived of the translator, he was told a handheld electronic translator couldn't be built. "At that time, I knew nothing about electronics," says Kyriakides, in heavily-accented English. "It was a blessing, because, if I did, I would have known at that time it would be impossible to do this."

Kyriakides was afraid to approach the electronics companies because, he says, "Industries have a tendency to rip you off." The attorney for the bank at which Kyriakides was working recommended that Kyriakides find someone who could draw a schematic diagram of how the translator would work. Kyriakides found his man in Miami's Florida International University, his alma mater. The first patent based on the drawings was issued in 1976. Schematics in hand, Kyriakides embarked on a coast-to-coast search for an engineer to build a prototype.

Michael Levy, manager of Computer Products Engineering at Racal-Milgo Inc., Miami, was one who agreed to meet him. Levy looked at the schematics and said, "I can't do it. The technology doesn't permit it. I can do it, but it's going to be as big as your desk." But Kyriakides persisted, telephoning Levy three times a week to ask if technology had yet caught up with his imagination. Eventually, Levy went to work on the prototype. Now a Lexicon vice president overseeing research and development, Levy built a working model about the size of a shoebox

and twice the weight of a hardcover college dictionary. Although hardly a pocket-size device, it showed enough promise for Kyriakides to begin his search for financing.

Unwilling to hand over the control of his company to private investors, Kyriakides decided to take Lexicon public. This time he set out to convince Donald & Co. Securities, Inc. that the idea was workable and to persuade the firm to underwrite his offering. They were as unbending as the others until Kyriakides told them, "Let me have a chance to talk to your sales people. After the meeting, if they don't like it, fine. I won't call you anymore."

The first public offering of 500,000 units sold out shortly after it was introduced in January, 1978. Each unit consisted of one share of common stock plus a warrant to purchase an additional share 13 months later at \$1.50. The units sold for a dollar apiece. Now Lexicon's stock is selling at \$15 a share, with a total of 1.2 million shares outstanding. Kyriakides owns 756,000 shares.

The half million dollars in cash from the offering enabled Lexicon to come up with a life-size prototype. The success of the offering lent the project credibility when it came time to secure additional financing to begin production. "The people who had said 'no' before became my buddies now," chuckles Kyriakides, who relishes his success and the publicity it has attracted. He raised another \$600,000 from a handful of investors for his second stage financing. Lexicon began accepting orders last June and shipped its first translators in the fall.

Kyriakides says he isn't worried about competition from Craig or anyone else. "I'd like this company to be known for high-fashion technology and to be the innovators of a stylish new product line," he says. Using the calculator industry as a model, he says he'd rather pattern Lexicon after innovative Hewlett-Packard than mass-producer Texas Instruments.

But the question arises, how long will Kyriakides be able to keep his company? Already, he says, he has been approached by several companies interested in buying him out. But, he says, "I'm not interested in selling."

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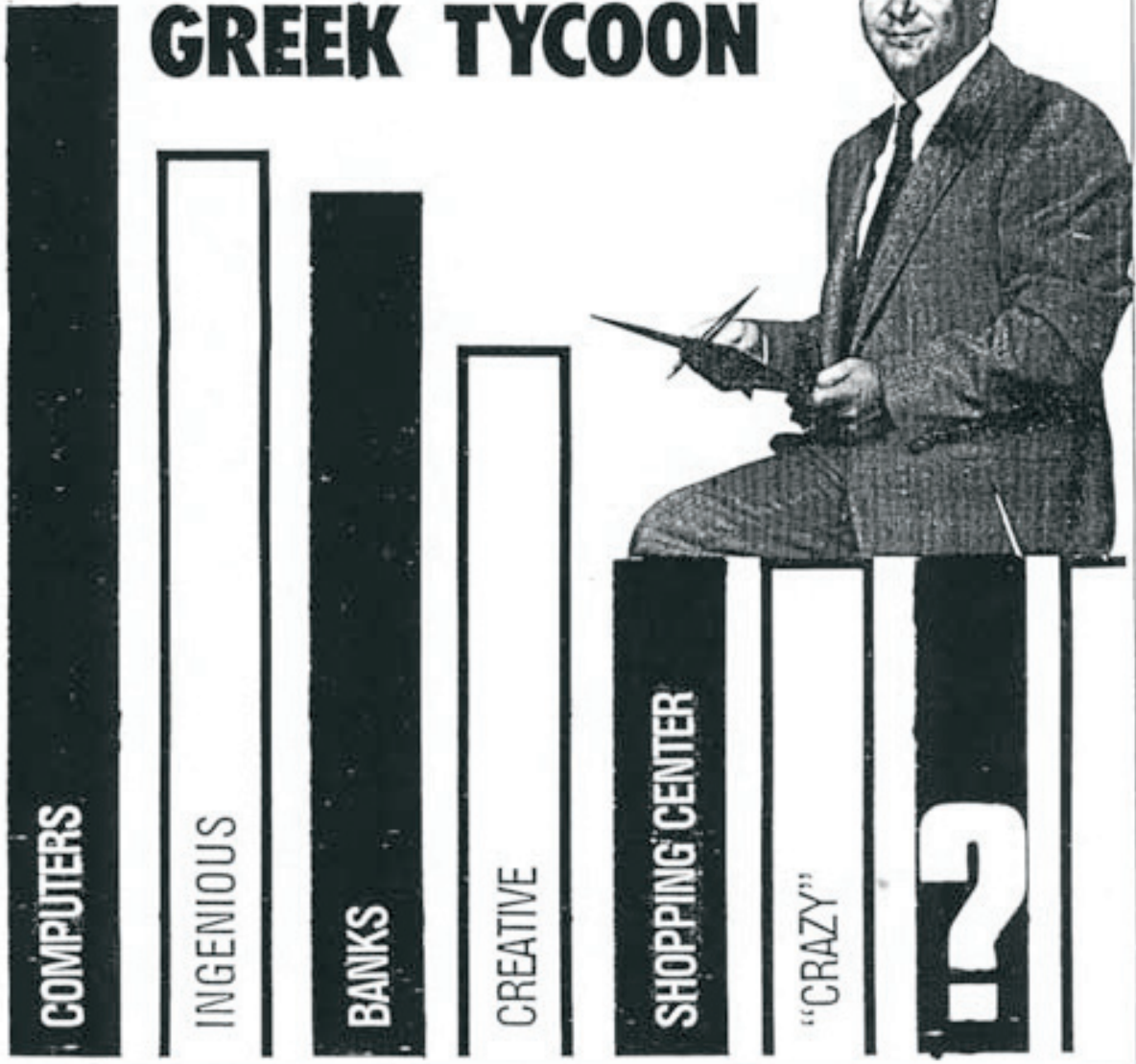
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WEEKLY REVIEW

- AMERICAN HELLENIC ALLIANCE ..pp. 3-4
- 'SOPHIA'..... pp. 15-16
- CULTURAL FESTIVAL '84p. 13
- APPAREL TRADE SHOWp. 17

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TYKI—THE NEW GREEK TYCOON





UNITED STATES PATENT

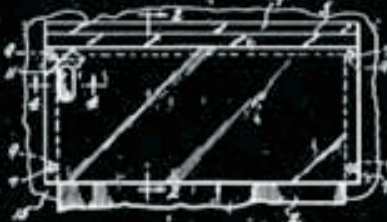
Granted on July 19, 1988

Anastasios N. Kyriakides

INVENTOR

4,756,732

DATA SHEET SUPPORT WITH SCANNER GUIDE AND
MANUAL FEED



1. An apparatus for scanning a sheet of printed material comprising:

top frame means having a transparent rail portion thereon for guiding a scanner and a smooth inner surface for guiding a sheet of paper or the like, said top frame element means defining an opening for permitting a human digit to pass therethrough; and

bottom frame means having a guide surface; means for connecting said top frame means and bottom frame means in parallel fixed spaced apart relation from said top frame means so that a sheet of paper having print thereon to be scanned may be advanced past said transparent rail portion by the finger or thumb of an operator.

The
United
States
of
America



The Commissioner of Patents and Trademarks has received an application for a patent for a new and useful invention. The requirements of law have been complied with, and it has been determined that a patent on the invention shall be granted under the law. Therefore, this

UNITED STATES PATENT

Grants to the person or persons having title to this patent the right to exclude others from making, using or selling the invention throughout the United States of America for the term of seventeen years from the date of this patent, subject to the payment of maintenance fees as provided by law.

Small signature

Melvinia Gary

Commissioner of Patents and Trademarks

Attest

OFFERING CIRCULAR

FIRST BANK OF HIALEAH GARDENS, NATIONAL ASSOCIATION

(In Organization)

8200 N.W. 103rd Street
Hialeah Gardens, Florida 33016
(305) 558-2800

\$2,600,000
COMMON STOCK

260,000 Shares

\$5 Per Share — Par Value
\$10 Per Share — Offering Price

THE MERITS OF THESE SECURITIES HAVE NOT BEEN PASSED UPON BY THE COMPTROLLER OF THE CURRENCY NOR HAS THE COMPTROLLER OF THE CURRENCY PASSED UPON THE ACCURACY OR ADEQUACY OF THE OFFERING CIRCULAR.

NO AGENT OR OFFICER OF THE BANK OR ANY OTHER PERSON HAS BEEN AUTHORIZED TO GIVE ANY INFORMATION OR TO MAKE ANY REPRESENTATIONS OTHER THAN THOSE CONTAINED IN THE OFFERING CIRCULAR, AND IF GIVEN OR MADE, SUCH INFORMATION AND REPRESENTATIONS SHOULD NOT BE RELIED UPON AS HAVING BEEN AUTHORIZED BY THE BANK.

THE ISSUANCE OF THE STOCK OFFERED HEREBY IS SUBJECT TO THE APPROVAL OF THE COMPTROLLER OF THE CURRENCY. THE BANK RESERVES THE RIGHT TO CANCEL ACCEPTED SUBSCRIPTION OFFERS AT THE DIRECTION OF THE COMPTROLLER OF THE CURRENCY UNTIL THE DATE THE BANK COMMENCES OPERATIONS. IF, FOR ANY REASON, THE BANK DOES NOT OPEN FOR BUSINESS OR IF FUNDS ARE RETURNED TO SUBSCRIBERS, ALL OF THE CASH PAID BY THE SUBSCRIBERS FOR THEIR SHARES WILL BE RETURNED, PLUS OR MINUS ANY PROFITS OR LOSSES INCURRED THROUGH INVESTMENT OF SUCH FUNDS IN UNITED STATES GOVERNMENT SECURITIES. ANY OTHER COSTS OR EXPENSES WILL BE BORNE BY THE ORGANIZERS.

	Price to Public	(1) Underwriting Commissions	(2) Expenses of the Offering	(3) Proceeds to Bank
Per Unit	\$ 10.00	\$-0-	\$.04	\$ 9.96
Total	\$2,600,000.00	\$-0-	\$10,400.00	\$2,589,600.00

- (1) These securities will be sold by the Organizers and Directors of the Bank, who will receive no commission in connection with such sales, but who will be reimbursed for expenses, if any, in connection with such sales. The Bank has not employed, nor does it intend to employ, any professional underwriters, brokers or salespersons in connection with this Offering.
- (2) All expenses consist solely of legal, accounting, printing, mailing, filing and similar expenses. Expenses of the Offering Circular are subject to approval by the Comptroller of the Currency before they are reimbursed to the Organizers.
- (3) Does not take into account expenses incurred by the Organizers in obtaining the charter ("Organizational Expenses"), which Organizational Expenses will be reimbursed to the Organizers, subject to approval by the Comptroller of the Currency.

The Effective Date of this Offering Circular is February 9, 1983.

The Miami Herald

News



Anastasios N. Kyriakides is very proud of his new bank.

H. Gardens gets a first: Bank on street with hotel

By MARY SEDOR
Herald Staff Writer

Anastasios N. Kyriakides, real estate developer and business innovator, says he always wanted to own a bank.

He opened one in Hialeah Gardens last month — and like many of his other business ventures, it is the first of its kind.

It is the first bank in Hialeah Gardens. It is just down the street from the first hotel, the new Sheraton, which opened at about the same time.

"Before I founded this bank, there was not one bank servicing this area," said the 36-year-old president of the First Bank of Hialeah Gardens. "People had to cross (NW) 103rd Street into Hialeah to do their banking."

Kyriakides' hunch that the people of Hialeah Gardens would prefer to bank with a local institution seems to be well founded: Even Mayor Daniel Riccio says he is planning to transfer the city's account to the new bank.

"It's more in touch with the

area than a bank in Miami could be," he said.

Located at the Samari Lakes Shopping Plaza on NW 103rd Street, the bank is next door to the Samari Lakes condominiums where more than a third of Hialeah Gardens' residents live.

Like the developers of the hotel, Kyriakides chose the location because of its potential for economic growth.

"There are over 1,500 independent businesses and a population in excess of 2,000 in this area," he said. "It's amazing it was overlooked by banks for so long."

Largely because of the growth potential the bank's location represents, Kyriakides was able to push his application through the state board which approves the opening of new banks in just nine months.

The bank, which is FDIC approved and a member of the Federal Reserve System, was one of only four new lending institutions in Florida permitted to open last year.

This is not the first time Kyriakides was the first one to get a new, profitable idea. A Greek immigrant and naturalized U.S. citizen of 21 years, he made his money by founding Lexicon, a manufacturer of pocket computers that can translate 13 languages.

"I started the company with \$500 in 1976. When it went public, the stock rose from \$1 to \$18 a share in less than one year," he said. "So you see, I'm no stranger to starting up new businesses and making them successful."

The bank, which opened with operating capital of \$2.6 million, has more than doubled its operating assets to nearly \$6 million in just three weeks.

Some 355 savings and checking accounts have been opened in that time, Kyriakides said, many of them by local businesses.

"I always wanted to own a bank. Now I have the financial freedom to do it," he said. "I want this bank to be known as the Burger King and McDonald's of the banking sector."



NEWS RELEASE

TOWER BANK

BANK ON IT.

8200 NORTHWEST 103rd STREET
HIALEAH GARDENS, FLORIDA 33016
TELEPHONE (305) 558-2800
TELEX: WUI-523828 * ANSBK:

CONTACT: STEVE BERNSTEIN

MYLEX FOUNDER NOMINATED FOR OUTSTANDING CITIZEN'S AWARD

AMONG THE NOMINEES FOR THE 35TH ANNUAL DADE COUNTY OUTSTANDING CITIZEN'S AWARD IS MR. ANASTASIOS "TYKI" KYRIAKIDES.

BEING FOUNDER AND CHAIRMAN/PRESIDENT OF MYLEX CORPORATION AND HIALEAH GARDENS FIRST FINANCIAL INSTITUTION, TOWER BANK, HAS NOT FAZED THIS TIRELESS HUMANITARIAN'S EFFORTS TO IMPROVE THE QUALITY OF LIFE FOR SO MANY PEOPLE IN DADE COUNTY.

THE OUTSTANDING CITIZEN'S AWARD IS PRESENTED TO THE MAN AND WOMAN WHO ARE JUDGED TO HAVE CONTRIBUTED THE MOST IN TERMS OF CIVIC SERVICE IN OUR COMMUNITY DURING THE PAST YEAR. THE AWARD IS THE MOST COVETED OF ITS KIND, AND IS BASED ON CIVIC CONTRIBUTION AND THE INDIVIDUAL'S DESIRE TO IMPROVE THE QUALITY OF LIFE IN OUR COMMUNITY.

THE AWARDS LUNCHEON, SPONSORED BY THE SOUTH DADE COUNCIL OF B'NAI B'RITH LODGES, WILL BE HELD AT THE FOUR AMBASSADORS HOTEL, 801 SOUTH BAYSHORE DRIVE, MIAMI, ON FRIDAY, OCTOBER 26TH, 1984, AT 12:00 NOON. FORMER FLORIDA GOVERNOR, RUBEN ASKEW WILL BE THE KEYNOTE SPEAKER.



Business News

Wednesday, August 22, 1984

The Miami Herald

5D



Anastasios Kyriakides: A self-made millionaire.

By CARLOS BRICENO
Herald Writer

A self-made Miami millionaire who founded Lexicon Corp. and Tower Bank of Hialeah Gardens is going public with his second high-tech company.

Mylex Corp., a Miami-based company that produces and markets IBM PC compatible products, said Tuesday it filed documents with the Securities and Exchange Commission to make its first public stock offering.

The company said it intends to sell 3.5 million shares at \$1 each.

"We expect the issue to be effective in several weeks," said Tom Goslin, Mylex's executive vice president.

Mylex's president is Anastasios

Lexicon founder to take firm public

"Tyki" Kyriakides, the inventor of Lexicon's successful LK-3000, a hand-held computer that translates one language into another. When that company went public in 1978, its stock sold for \$1.50 a share. Six months later, it hit \$18 a share. Lexicon closed Monday at 3 7/8 on the over the counter market.

Kyriakides subsequently left Fort Lauderdale-based Lexicon, but took with him stock worth about \$2.5 million, which he used to start his new company —Mylex, 5217 NW 79th Ave.

Mylex, which is a little more than a year old, is developing another of his inventions: a hand-held portable computer that scans and records printed material.

But Mylex's bread and butter is a fully developed product called the Mylex "Chairman," a sophisticated high resolution graphics board that can expand the color capabilities of the IBM PC monitor from four to 16. The additional colors also improves the visibility of complicated computer graphics.

"Our graphics board has features over and above what is offered by other companies," Goslin said. "Our board is the only one of its kind produced in the United States." He also said the board is

the only totally IBM PC compatible product of its kind.

Kyriakides decided to go public with Mylex to raise capital to meet "a very large order from a major computer manufacturer." He would not say which manufacturer, but he said the order is in excess of \$5 million over a two-year period for 62,000 cards.

According to Goslin, IBM's regular monochrome monitor does not have high resolution graphics capabilities. To run sophisticated graphics software, the user must either buy a new, more expensive monitor or buy a graphics board that fits inside the keyboard.

Mylex's board retails for \$595. An IBM high-resolution monitor is substantially higher.

"To the user, our board represents a saving of about \$700," Goslin said.

Mylex's boards are currently being produced by a subcontractor, Delcor Industries of Hollywood. The boards have been on the market since December 1983.

Goslin, however, declined to say how many boards have been sold or what sales are for the company.

PROSPECTUS



Mylex Corporation

3,500,000 Units

Each Unit offered hereby consists of one share of Common Stock, \$.01 par value per share, of MYLEX CORPORATION ("Mylex" or the "Company") and one warrant (the "Warrant"). Each Warrant entitles the holder to purchase one share of Common Stock at a price of \$1.00 at any time until the end of seven months after the date of this Prospectus; at a price of \$1.50 from the beginning of the eighth month until the end of thirteen months after the date of this Prospectus; and at a price of \$2.00 from the beginning of the fourteenth month until the end of eighteen months after the date of this Prospectus, when the Warrants expire. The Company may redeem the Warrants at any time upon not less than 30 days' notice at a price of \$.50 per Warrant. The Warrants will be fully transferable and separate from the Common Stock. See "Description of Securities."

Prior to this offering, there has been no public market for either the Units, the Common Stock or the Warrants, and there can be no assurance that a public market will develop for any of such securities. The initial public offering price of the Units and the exercise price of the Warrants have been determined by negotiation between the Company and Huberman, Margaretten & Straus, Inc. (the "Representative") and Chesley and Dunn, Inc. (collectively, the "Underwriters") and bear no relationship to the book value of the Company's Common Stock or other generally accepted criteria of value. See "Underwriting."

It is anticipated that following this offering, the Common Stock, the Units and the Warrants will be listed on the NASDAQ over-the-counter quotation system under the symbols MYLX, MYLXU and MYLXW, respectively.

AN INVESTMENT IN THE UNITS OFFERED HEREBY INVOLVES A HIGH DEGREE OF RISK AND IMMEDIATE AND SUBSTANTIAL DILUTION. PROSPECTIVE INVESTORS SHOULD CONSIDER CAREFULLY THE FACTORS SET FORTH UNDER "RISK FACTORS" AND "DILUTION."

THESE SECURITIES HAVE NOT BEEN APPROVED OR DISAPPROVED BY THE SECURITIES AND EXCHANGE COMMISSION NOR HAS THE COMMISSION PASSED UPON THE ACCURACY OR ADEQUACY OF THIS PROSPECTUS. ANY REPRESENTATION TO THE CONTRARY IS A CRIMINAL OFFENSE.

	Price to Public	Underwriting Discounts and Commissions (1)	Proceeds to Company (2)
Per Unit	\$1.00	\$.10	\$.90
Total (Minimum) (3) . . .	\$1,500,000	\$150,000	\$1,350,000
Total (Maximum) (3) . . .	\$3,500,000	\$350,000	\$3,150,000

(1) See "Underwriting" for provisions relating to additional underwriting compensation and indemnification of the Underwriters.

(2) Before deducting estimated expenses of between \$150,000 and \$225,000 payable by the Company.

(3) The Units are being offered for sale by the Underwriters on a "best efforts, all or none" basis with respect to the first 1,500,000 Units, and on a "best efforts" basis with respect to the remaining 2,000,000 Units. Unless 1,500,000 Units have been sold within 60 days after the date of this Prospectus (which period may be extended for an additional 60 days by the mutual agreement of the Company and the Representative), this offering will be terminated and all funds will be returned to the purchasers without interest or deduction. Until 1,500,000 Units have been sold, all proceeds from the sale of Units will be placed in an escrow account at National Bank of Florida, Miami, Florida. If the minimum 1,500,000 Units are sold, the remaining 2,000,000 Units will be offered on a "best efforts" basis until all of the Units are sold or until 60 days after the date of this Prospectus (which period may be extended for an additional 60 days). See "Underwriting."

Huberman, Margaretten & Straus, Inc.

17820 West Dixie Highway, Miami, Florida 33160
 (305) 935-3070 (Dade) (305) 462-7688 (Broward)
 (800) 432-1016 (FL. WATS)
 (800) 327-1067 (Nat'l WATS)

Chesley and Dunn, Inc.

1777 South Harrison St., Denver, Colo. 80210
 (303) 753-9930 (800) 525-8539 (Nat'l WATS)
 275 Alhambra Circle, Coral Gables, FL. 33134
 (305) 443-7794 (800) 443-0010 (FL. WATS)
 (800) 641-8293 (Nat'l WATS)

The date of this Prospectus is September 5, 1984.

CHAIRMAN OF THE BOARDS

MYLEX



Business/Monday

The Miami Herald

**He's got ideas,
but lets others
do translating.**

Creator of Lexicon
translator is ready to go
public with another new
high-tech business.



Anastasios Kyriakides

PERSONAL: Born in Athens, Greece, 1946; married with two children; enjoys boating.

EDUCATION: Southwest High School, Miami; Miami-Dade Community College; B.A. from Florida International University.

PROFESSIONAL: President of Tower Bank; founder of Lexicon Corp. and Mylex Corp.; formerly was consumer loan officer at Dade National Bank and Merchants Bank of Miami; is active in development of shopping centers.

By ROBERT STICKLER
Herald Business Writer

Anastasios Kyriakides personifies the concept that ideas are money.

At age 36, the Greek-born Miamian drives a 1984 Jaguar, relaxes during weekends on his 72-foot yacht anchored at Dinner Key and glories in being a local boy-makes-good entrepreneur.

He owes all his success to an idea. One day while looking at a calculator readout in a display counter, he noticed that the reflection looked like letters. Why couldn't someone design a calculator-like machine that could translate languages?

Right people

With the help of a friend, Kyriakides developed the Lexicon translator that could convert phrases into 13 languages.

Starting Lexicon Corp. in Fort Lauderdale with \$500,000 of mostly borrowed funds and that idea, Kyriakides made millions before leaving the company. Some say he was forced out because the company was floundering. He says he was made a "scapegoat" for circumstances beyond anyone's control.

Today, Kyriakides is back with another idea: an optical scanner that will read information on virtually any printed paper into a computer. He has started a new company called Mylex Corp. (standing for "My Lexicon Again") and has lured away some of his old team at Lexicon. The company plans to go public early next year.

"He's a real entrepreneur," said Thomas P. Goslin, who left a top position at Lexicon to become executive vice president of Mylex. "He's got an unusual aptitude for recognizing the potential in a business situation."

Kyriakides readily acknowledges that he doesn't know much about high technology. But he does have a knack for dreaming of the technologically possible. The optical scanner, to make its commercial debut late next year, was another case of spotting an unfilled need.

"I don't know how to type," Kyriakides said. "I was thinking of buying a

small computer, but I was put off by the thought of sitting down and taking hours to type information in."

The scanner, patterned after devices banks use to read check number during processing, is designed to let the user put information into the computer more quickly and accurately.

During a recent visit to the Mylex laboratory at 5217 NW 79th Ave., Miami, Kyriakides hung in the background while Goslin and other Mylex designers demonstrated new products, such as a snap-in board to allow the IBM personal computer to exhibit 16 colors instead of the usual four. An IBM division has already ordered the boards to distribute itself.

"It is like Henry Ford once said," Kyriakides said. "I might be ignorant, but I know enough to press the right button to get the right people in my office."

He prides himself on constantly having an open mind and expects his associates to have the same desire to push back frontiers.

"When I interviewed for an accountant, I asked them what is one plus one," Kyriakides said. "If they said two, I didn't want them. If you want to work for me, you say, 'What do you want it to be?'"

Kyriakides is his own best promoter.

Talking about Tower Bank, the former First Bank of Hialeah Gardens that he bought last year, Kyriakides eagerly points out that he won permission to take over the bank faster than did many other applicants from Florida.

Today, Kyriakides spends most of his time at the bank. His office walls are pasted with plaques and pictures of him receiving awards.

But Lexicon is never far from Kyriakides' thoughts. He keeps a scrapbook that contains mementos from Lexicon's chartering to news stories on the thriving new company that he formed in 1976.

There is also a TV Guide, turned to the listing for March 14, 1976. At 4:30 p.m. the Merv Griffin Show will feature famous entrepreneurs Orville Reddenbacker, the popcorn king; Freddie Laker, the cut-rate trans-Atlantic flyboy, and Anastasios Kyriakides.

Financial reverses

He left Lexicon in 1979. Newspaper reports indicate that Michael Levy, now Lexicon's president, and several others forced Kyriakides out after financial reverses staggered the company.

Kyriakides now says he was made a "scapegoat." Lexicon had several million dollars worth of orders for its translators when several competitors came out with their versions of the machine, he said. But bankers got cold feet, forcing penny-pinchers Lexicon to sell the franchise to another company.

Levy says that Kyriakides only started the company, and that others carried the ball from there. The two, however, are still cordial.

Both sides agree that the company was undercapitalized from the beginning.

Goslin says that was the main problem.

"If I was the problem, why did people follow me from Lexicon to Mylex?" Kyriakides asked.

Mylex, whose headquarters is in a small storefront on NW 79th Street just west of the Palmetto Expressway, was born last spring with \$500,000 of Kyriakides' own money.

He hasn't always been so rich.

After spending much of his childhood in Greece, Kyriakides moved to Los Angeles at age 15 to join his father. Two years later, he moved to Miami to live with an aunt.

He has been a sales manager for National Airlines and a bank officer. While at Dade National Bank (now Eagle National), he met Walter Fries. Today Fries, the former president of Central Bank, is chairman of Tower Bank.

That's another example of Kyriakides surrounding himself with people who can run his businesses on a day-to-day basis while he sets the strategy.

"When Tyki talked to me about this company (Mylex), I thought, 'Oh boy, this is another idea that should go straight up,'" Goslin said. "I've known a lot of top entrepreneurs around the country in my career. Tyki is unusual. He's willing to get into a high-risk situation, but he has no apprehensions about letting his people carry the ball."

Business Day

The New York Times

FINANCE/NEW ISSUES

Mylex Corp. filed an initial public offering of up to 3.5 million units, consisting of one common share and one warrant, at an expected price of \$1 each. Lead underwriters are Huberman, Margaretten & Strauss Inc.

Going public no sure thing, area high-tech firms discover

South Florida high-tech companies that went public in 1984 batted 500.

Mylex Corp. and Sebrn Corp., both based in Miami, saw the price of their initial public offerings skyrocket, while Sytech Corp. and National Business Communications Corp., both headquartered in Pompano Beach, watched their issues drop a third in price.

The four were the only South Florida high-tech companies to venture into the public market in 1984, suggesting the poor market conditions of mid-1983 persist.

But the president of Mylex says he was undaunted by the market's performance because he feels any company with a track record will always succeed.

Anastasios Kyriakides, head of the electronics manufacturing company, says external market conditions make little difference to a company with the right internal makeup.

Kyriakides, former chairman of Lexicon Corp. and founder of Tower Bank in Hialeah Garden, says: "A company with a good captain has little to fear in bad

weather."

He says his "following" snapped up the 3.5 million units of Mylex stock offered at \$1 a unit when the company went public Oct. 5.

A unit consists of one share and one warrant.

The per-share price soared to \$6.38 and the stock currently is trading close to \$3.75. Penny Stock News lists Mylex as one of the hottest issues of 1984.

Kyriakides says the \$3.5 million raised by the offering will be used for production and research and development.

The logo for Mylex, featuring the word "MYLEX" in a bold, stylized, blocky font with a distinctive shape for the letter 'X'.

MYLEX

NEWS

FOR IMMEDIATE RELEASE
August 29, 1986

CONTACT: John Baiocchi
V.P./Marketing
Mylex Corporation
(305) 592-9669
1-800-446-9539

ONE ADAPTER - ONE MONITOR "GRAPHICS SOLUTION"

Miami, Florida--Mylex Corporation (MYLX/NASDAQ) is now shipping its Enhanced Graphics Adapter (E.G.A.) with a unique new feature not available on other E.G.A. boards.

The Mylex E.G.A. comes standard with 256k of memory and is M.D.A., C.G.A., E.G.A. and Hercules compatible. In addition, the Mylex E.G.A. has the ability to display the Hercules graphics mode on monitors compatible with the NEC Multisync Color Monitor. Other E.G.A. boards currently in the marketplace, require a separate monochrome monitor to display the Hercules mode. The Mylex E.G.A. provides a unique hardware/software feature that simulates the Hercules mode. This means that any software that has the ability to run Hercules graphics, will run when used with the Mylex E.G.A. and NEC Multisync combination.

"The Mylex E.G.A. is compatible with all enhanced color monitors, but when used with the Multisync, users can still utilize the high resolution 720x348 Hercules mode and do it with one monitor. This eliminates the dual monitor configurations currently being used," said John Baiocchi, Vice President of Marketing at Mylex. "This one adapter-one monitor combination is truly a graphics solution," he added.

The Mylex E.G.A. is supplied with a proprietary software package, "The Mylex Character Editor" that enables the user to create, edit and store custom character sets for applications such as foreign languages, Scientific/Engineering symbols and object oriented graphics.

The Mylex E.G.A. retails for \$495.00 with corporate, dealer and distributor discounts available.

Mylex Corporation designs, develops, manufactures and markets computer products which enhance the performance of IBM and IBM compatible personal computers.

PC WEEK

Mylex Releases 3 Graphic Cards, Memory Board

MIAMI—Mylex Corp., a major OEM manufacturer of PC add-on boards, has introduced three graphics cards and a multifunction board it will market under its own name.

Envision is the Mylex enhanced graphics adapter for use with monochrome or color monitors. The board supports all IBM monochrome modes and IBM color adapter modes on either a color monitor or a monochrome monitor in shades of green, company officials said.

Envision will produce 16 colors or shades in 320-by-200-pixel mode and four colors in 640-by-200 pixel mode. The board includes the *Mylex Character RAM* utility, a menu-driven character and graphics editor that allows users to define 256 custom characters.

The utility works with other applications without modification, company officials said. It can be used with applications involving foreign languages, scientific and engineering symbols and programming languages such as APL. Envision carries a suggested retail price of \$595.

The Mylex Color Adapter provides a "fine-line" character set that is hardware and/or software selectable, com-

pany officials said. It includes a printer port and supports the optional *Character RAM* utility, the company said. It is priced at \$229.

The Mylex Business Master is a monochrome graphics board that features 80K bytes of display memory and a 720-by-348-pixel high-resolution graphics mode. The \$295 board supports text modes of 80 characters by 56 lines for full-page viewing and 132 characters by 44 lines for spreadsheet applications, company officials said.

The Mylex Multifunction Card supports as much as 384K bytes of RAM and includes a parallel port, serial port, game port, clock/calendar and sockets for an additional 64K bytes of upper memory for print spooling. The 384K board is priced at \$495.

All four boards will be available later this month through distributors and retail dealers, company officials said. The products represent Mylex's first direct entry into the end-user marketplace. The company has marketed its products through OEMs since 1983, officials added.

For more information, contact Mylex Corp. at 5217 N.W. 79th Ave., Miami, Fla. 33166 (305) 592-9669.

The Miami News

A Cox Newspaper

Monday, September 9, 1985

58 Pages

Mylex shifts strategy for its new product

By Jim Steinberg
Miami News Reporter

In a major strategy shift, Mylex Corp. officials say they are negotiating with a Fortune 500 company to become the private-label supplier of a product that bypasses the keyboard of a microcomputer to enter text or data directly into computer memory.

Since its formation in May 1983, the primary goal of Miami-based Mylex has been to produce a hand-held optical scanner, called the Text Wand, which would significantly reduce the time needed to enter data into a computer.

In an interview last week, Mylex founder and chairman Anastasios Kyriakides said the decision not to initially market the Text Wand product under the Mylex label "was a safe approach."

Kyriakides said high costs for manufacturing and marketing new products, plus the uncertain market for microcomputers, were the major reasons for seeking a contract to produce the wand for a larger company.

Another company official said the Text Wand is still being refined.

"We are at a stage where we have crossed the biggest obstacles (in research and development)," said John R. Baiocchi, vice president of marketing. "... It (the Text Wand) is more or less in the refinement stages. This is not the type of product you know you are going to be finished with on a certain date. We are talking pioneering here. ... The only thing you can do is show progress, which we have done."

Baiocchi added, "I'm not saying we couldn't introduce it today in a limited fashion, but that is maybe not the best way to introduce it."

Early last month, Mylex was awarded a government patent for the technology behind its Text Wand. That event, Kyriakides said, has given Mylex "breathing time" to develop its new product.

"We intend to vigorously enforce our patent rights," he said.

In a prospectus dated Sept. 5, 1984, Mylex said it anticipated marketing and producing the text reader in mid-1985.

Said Kyriakides, "We could be out with a product very shortly if we sign an agreement with that company we are in negotiations with."

Mylex is no stranger to private-label contracts.

While it has been developing the Text Wand, its primary business has been the designing and manufacturing of integrated circuit boards, under private labels, that enhance the graphic capabilities of the IBM Personal Computer. Mylex has contracts with both IBM and Syndyne Technology Ltd., the private-label supplier to ComputerLand.

Mylex raised \$2.9 million from a public stock offering last October. It earned \$151,895 on sales of \$1.4 million in the second quarter of this year following a profit of \$120,873 on sales of \$1.2 million in the first quarter.

"We wanted to protect that profit," said Kyriakides, who owns 50 percent of the company's stock.

"A contract like that comes with up-front money, and ... you know you are making something that is already sold."

In the three-month period that ended March 31, sales to IBM and Syndyne represented 67 percent and 28 percent, respectively, of Mylex's \$1.2 million of sales for the period.

"As a new high-tech company, it was more advantageous for us to go after long-term contractual-type business instead of spending millions on advertising and waiting for the revenues to come in," said Baiocchi.

"Now we are in a position where we can expand the marketing base," Baiocchi said. "Up until now, because of these contractual agreements, people we deal with don't like us advertising the fact that we do manufacturing for them, because they want the credit."

"But that leaves Mylex in a position where we don't get a lot of exposure or brand recognition. That is another part (of the business) that will be changing. We will be advertising, and there will be products (in stores) with our name on them."

Later this month, Mylex will enter the wholesale and retail marketplace for the first time as it introduces four new integrated circuit boards designed to enhance the performance of the IBM PC. Prices will range between \$229 and \$595.

Mylex began to market graphics cards for the IBM PC by contracting with an assembler of high-technology compo-

nents in Hollywood. "With the volume level in the beginning, that was the most economical way to do things," Kyriakides said.

But volumes increased, and six months ago Mylex decided to do the work in-house and opened a 10,000-square-foot assembly plant two blocks from the company's headquarters at 5217 N.W. 79th Ave. The company's work force has grown to about 50 people.

Kyriakides said, "We haven't had a defective board returned to us the entire six months. We quality test every board that goes out. ... We don't just spot-check some boards; every one gets tested."

Kyriakides founded Lexicon Corp. in 1976 to develop and manufacture an electronic language translator. He is no longer associated with Lexicon, which switched its focus to modems. He is the founder, principal shareholder and president of Tower Bank and chairman of Regency Cruises.

Uncomfortable with typewriter keyboards, Kyriakides said in 1983 that he first envisioned a pen-looking wand with an "eye" on it. When run over printed type, the wand would interpret what it saw into electrical patterns that a computer could put into memory.

Since then, a number of potential competitors have entered the marketplace.

Last December, Oberon International Inc. of Irving, Texas, began to market a hand-held optical scanner for the IBM PC and the Apple Macintosh. It now retails for just under \$800.

Oberon's Omni Writer reads four different type fonts at a speed of 180 characters per minute, said Stan Rinaldi, the company's marketing director.

Since their introduction, "thousands" of Omni Writers have been sold, Rinaldi said. He declined to reveal specific numbers.

Mylex's Text Wand prototype reads two different type fonts at speeds of 200 characters per minute, said Igor Malinsky, vice president of hardware engineering.

Soon it will handle five or six fonts and have a separate memory until that will allow it to read an almost unlimited variety of type sizes, Malinsky said.

He predicted that Text Wand would retail for about \$500.

PRELIMINARY PROSPECTUS DATED MARCH 29, 1985

PROSPECTUS

REGENCY CRUISES INC.

6,500,000 Units



A registration statement relating to these securities has been filed with the Securities and Exchange Commission but has not yet become effective. Information contained herein is subject to completion or amendment. These securities may not be sold nor may offers to buy be accepted prior to the time the registration statement becomes effective. This prospectus shall not constitute an offer to sell or the solicitation of an offer to buy nor shall there be any sale of these securities in any State in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such State.

Each Unit offered hereby consists of one share of Common Stock, \$.001 par value per share, of REGENCY CRUISES INC. (the "Company") and one warrant ("Warrant"). Each Warrant entitles the holder to purchase one share of Common Stock at a price of \$1.50 commencing nine months after the date of this Prospectus until the end of thirteen months after the date of this Prospectus; and at a price of \$2.00 from the beginning of the fourteenth month until the end of eighteen months after the date of this Prospectus. The Company may redeem the Warrants at any time upon not less than 30 days' notice at a price of \$.25 per Warrant. The Common Stock and the Warrants will not be separately transferable until nine months after the date of this Prospectus, or until such earlier date as Brodis Securities Incorporated (the "Underwriter") may determine. See "Description of Securities."

Prior to this offering, there has been no public market for the Units, the Common Stock or the Warrants, and there can be no assurance that a public market will develop for any of such securities. The initial public offering price of the Units and the exercise price of the Warrants have been determined by negotiation between the Company and the Underwriter, and bear no relationship to the book value of the Company's Common Stock or other generally accepted criteria of value. See "Underwriting."

It is anticipated that following this offering, the Units will be listed on the NASDAQ over-the-counter quotation system under the symbol SHIPU.

AN INVESTMENT IN THE UNITS OFFERED HEREBY INVOLVES A HIGH DEGREE OF RISK AND IMMEDIATE AND SUBSTANTIAL DILUTION. SEE "RISK FACTORS" AND "DILUTION."

THESE SECURITIES HAVE NOT BEEN APPROVED OR DISAPPROVED BY THE SECURITIES AND EXCHANGE COMMISSION NOR HAS THE COMMISSION PASSED UPON THE ACCURACY OR ADEQUACY OF THIS PROSPECTUS. ANY REPRESENTATION TO THE CONTRARY IS A CRIMINAL OFFENSE.

	Price to Public	Underwriting Discounts and Commissions (1)	Proceeds to Company (2)
Per Unit	\$ 1.00	\$.10	\$.90
Total (Minimum) (3)	\$3,500,000	\$350,000	\$3,150,000
Total (Maximum) (3)	\$6,500,000	\$650,000	\$5,850,000

(1) See "Underwriting" for provisions relating to additional underwriting compensation and indemnification of the Underwriter.

(2) Before deducting estimated expenses of between \$225,000 and \$325,000 payable by the Company.

(3) The Units are being offered for sale by the Underwriter on a "best efforts, all or none" basis with respect to the first 3,500,000 Units, and on a "best efforts" basis with respect to the remaining 3,000,000 Units. Unless 3,500,000 Units have been sold within 60 days after the date of this Prospectus (which period may be extended for an additional 60 days by the mutual agreement of the Company and the Underwriter), this offering will be terminated and all funds will be promptly returned to the purchasers without interest or deduction. Until 3,500,000 Units have been sold, all proceeds from the sale of Units will be placed in an escrow account at Southeast Bank, N.A., Miami, Florida. If the minimum 3,500,000 Units are sold, the remaining 3,000,000 Units will be offered on a "best efforts" basis until all of the Units are sold or until 60 days after the date of this Prospectus (which period may be extended for an additional 60 days). See "Underwriting."

BRODIS SECURITIES INCORPORATED

One Great Neck Road
Great Neck, New York 11021
(516) 466-5566 (305) 653-9955
(718) 357-3993 (800) 645-8275

The date of this Prospectus is _____, 1985



m.v. Regent Sea



NEWS RELEASE

FOR IMMEDIATE RELEASE

Regency Cruises Purchases Interest in M/V REGENT SEA

NEW YORK, NY, July 7, 1986--Anastasios N. Kyriakides, chairman of Regency Cruises Inc. (NASDAQ:SHIP), announced today that negotiations had been concluded to purchase a 40% interest in a newly-formed Panamanian company which will acquire the M/V REGENT SEA, a 768 passenger luxury cruise ship which has been under charter to Regency Cruises since November, 1985. The closing and delivery of the M/V REGENT SEA is expected to take place on or before May 15, 1987.

According to William Schanz, president of Regency Cruises Inc., financing for the purchase of the M/V REGENT SEA is being provided by Irving Trust Company, New York, NY. Upon delivery of the M/V REGENT SEA to her new owner, the charter agreement, which was to expire in November, 1990, will be extended to May, 1992, plus an irrevocable option of 18 months thereafter. This represents a potential three-year extension of the original charter agreement.

The M/V REGENT STAR (ex-RHAPSODY) left Port Everglades, Florida on July 2 for Piraeus, Greece for re-engining and construction of additional cabins. She is expected to enter service in April, 1987.

Regency Cruises Inc.'s common stock is traded on NASDAQ under the symbol SHIP and its warrants under the symbol SHIPW. The Company is one of the few publicly-owned cruise companies in the United States.



REGENCY CRUISES

PITTOCK

REGENCY CRUISES

Recent Price: \$1.66 bid, \$1.69 ask
Shares Outstanding: 15,500,000
Float (estimated): 6,500,000
NASDAQ Symbol: SHIP (common)
SHIPW (warrants)*

*The warrant exercise price is \$1.50/share through November 21, 1986 and \$2.00/share through April 21, 1987. The warrants are callable at \$.25/warrant upon 30 days notice.

The Company

On June 25, 1985, Regency concluded a successful initial public offering following its start-up in November, 1984. 6.5 million units were sold at \$1/unit. The Company began operations on November 17, 1985 by offering the only 7-day voyage from Jamaica that included a visit to the Panama canal. Although November and December are typically lean months in the cruise industry, *bookings for the first 45 days of operations exceeded 95% capacity.*

On May 18, 1986 the Company began its summer sailing season in Alaska. Advance bookings are reported to be strong, and we expect near capacity sailing for the remainder of the summer season.

The M/V Regent Sea

Regency Cruises currently operates one ship, the M/V Regent Sea. The vessel is being chartered from the owner, Rydan Investment Trust. The Company recently announced that on May 15, 1987, Regency will acquire a 40% interest in a newly-formed Panamanian company which will acquire the vessel and charter it back to Regency Cruises. Since Regency is charged \$20,900 per day per the current charter agreement, the new arrangement should result in a substantial savings for 1987 and beyond.

The M/V Regent Star

The Company has arranged to charter a second ship which is expected to begin service next Spring. The M/V Regent Star was formerly the Paquet French Cruises luxury liner, the S.S. Rhapsody. On July 2, 1986, the ship left Port Everglades, Florida for Piraeus, Greece for re-engineing and construction of additional cabins. The addition of the M/V Regent Star will more than double the number of berths currently offered and will strengthen Regency's position in the marketplace.

Marketing

Consumer marketing and promotional activities undertaken by Regency in its initial year were carefully planned to introduce the sophisticated traveler to the pleasures of vacationing aboard the Regent Sea. These included ads in the New Yorker, Smithsonian, Travel and Leisure and the Sunday travel sections of newspapers.

In addition, Regency targets over 25,000 travel agents with extensive direct mailings and advertising in major trade publications.

Competition

Regency is in direct competition with over 30 cruise lines in

A highly experienced management team plus a resurgence in domestic tourism have made the Company an immediate success. Profits have been bolstered further by the continuing slump in fuel prices.

With its recent purchase of a 40% interest in the M/V Regent Sea and the chartering of a second vessel for the 1987 season, Regency Cruises is positioned for continued rapid growth. We recommend aggressive purchase at current prices.

North America, most of which are well-established in the marketplace. Regency's management, drawing on its extensive experience in the cruise industry, has chosen an innovative marketing approach to differentiate Regency in the highly competitive cruise industry.

Regency offers interesting, different and unique itineraries including theme cruises such as Bridge, Halley's Comet and Jazz cruises. Occupancy factors in the 95% range for the 1985/1986 winter season are proof of Regency's strong competitive position.

Management

The Company has engaged highly qualified executives, thoroughly experienced in the operating and marketing of cruise vessels.

Anastasios Kyriakides, Chairman, was the founder of several public companies including Lexicon Corporation and Myles Corporation where he currently serves as Chairman of the Board and President.

William Schanz, President, was founder of the highly regarded Paquet French Cruises from 1972-1984.

Paul Wells, Vice President of Operations, has been a principal of Adventure Cruise Lines since 1978 and was previously employed by Carnival Cruise Lines.

Douglas MacGarvey, Vice President of Sales and Marketing, was the Vice President of Cunard Line Limited since 1977.

Alan Pritzker, Controller, was previously with Holland America Cruises and Wholesale Tour Operator of New York.

Finance

The cruise industry is seasonal. Typically, the first and third calendar quarters are the strongest. Regency earned \$984,000 (\$.06/share) on \$10,375,000 in the first 3 months, and \$978,000 (\$.06/share) on \$9,621,000 in the second quarter of this year. Since the Alaska cruises are reported to be well-booked this summer, we expect a strong third quarter. For 1986, *we project earnings will exceed \$4 million (\$.24/share) on revenues of \$40-\$45 million.*

Domestic tourism plays are trading at high P/E multiples, (e.g. Disney trades at 35 times earnings). Because Regency is currently trading at 6½ times expected 1986 earnings, *we believe Regency Cruises is substantially undervalued.*

Based on the remarkable growth of Regency in its first eight months of operations we recommend accumulation of shares below \$2.25.

BARRON'S

NATIONAL BUSINESS AND FINANCIAL WEEKLY

MAY 12, 1986

\$1.50

Regency Cruises Inc.

NEW YORK, N.Y., May 5—Regency Cruises Inc. (NASDAQ: SHIP) today reported strong revenues, net income and earnings per share for the first full operating quarter in its history, according to Anastasios N. Kyriakides, Chairman of the Board.

Revenues for the quarter ending March 31, 1986, amounted to \$10,375,000 with net income from operations of \$874,000 and net income of \$984,000, equal to \$.06 per share, Kyriakides said. Regency had previously reported net operating income of \$153,000 on revenues of \$4,794,000 for the 45-day period ended December 31, 1985, the end of the Company's fiscal year. "Regency has been consistently profitable since the inception of its cruise business on November 17, 1985," the Chairman added.

Kyriakides also announced that the Board of Directors had extended the

warrant exercise period on its publicly traded warrants until April 21, 1987, and had established a warrant exercise price of \$1.50 per share through November 21, 1986 and a warrant exercise price of \$2.00 per share from November 22, 1986 through April 21, 1987.

The Board of Directors also authorized the separate trading of the Company's outstanding common stock and warrants and requested that the National Association of Securities Dealers' Automated Quotation System (NASDAQ) quote the Company's common stock and warrants respectively under the symbols SHIP, and SHIPW. The Company's units were formerly quoted by NASDAQ. The common stock and warrants started trading separately on Wednesday, May 7, 1986.

William Schanz, President of Regency Cruises, Inc. stated that the principal reasons for the success of Regency to

date have been offering a unique itinerary (the only cruise to offer a Panama Canal transit plus calls at three Caribbean Island and the South American mainland in just seven days), as well as the quality of the product and aggressive sales and marketing. These have resulted in a 95 percent load factor for the *M/V Regent Sea* during her maiden Caribbean season. Schanz explained that "management is also pleased with the strong advance bookings for its forthcoming Alaskan cruise season."

Kyriakides and Schanz termed Regency's first cruise season "a solid success." They added that the prospects for the balance of the fiscal year were encouraging and that the addition of the *S.S. Rhapsody* next year should give Regency great flexibility in arranging innovative itineraries and establishing a stronger position in the leisure travel industry.

REGENCY CRUISES INC. and Subsidiary Condensed Statements of Income For the Quarters Ending March 31

	1986	1985
Revenues	\$10,375,000	
Costs and expenses	9,501,000	
Income from operations	874,000	
Pre-operating expenses		\$(152,000)
Interest (net)	110,000	(3,000)
Net income (loss)	984,000	(115,000)
Net income (loss) per share	\$.06	\$(.02)

Contact: Anastasios N. Kyriakides, Chairman, Regency Cruises Inc., 5228 N.W. 79th Avenue, Miami, FL 33166 Phone (305) 592-9669 or Ed Colloton, The Colloton Group Phone (212) 953-1393.

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS



REGENCY CRUISES INC. 2nd QUARTER REPORT 1986

(Unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	1986	1985	1986	1985
Revenues	\$9,621,000	—	\$19,996,000	—
Costs and Expenses	8,779,000	—	18,280,000	—
Income from Operations	842,000	—	1,716,000	—
Pre-Operating Expenses	—	(\$375,000)	—	(\$527,000)
	842,000	(\$375,000)	1,716,000	(527,000)
Interest Income (Expense)	137,000	(6,000)	247,000	(9,000)
Net Income (Loss)	\$ 979,000	(\$381,000)	\$ 1,963,000	(\$536,000)
Net Income (Loss) Per Share	\$.06	(\$.04)	\$.13	(\$.06)
Weighted Average Number of Shares Outstanding	15,500,000	9,818,000	15,500,000	9,411,000

Business News

Wednesday, March 12, 1986

REGENCY CRUISES Inc. is adding the S.S. Rhapsody to its fleet.

The Rhapsody, which formerly sailed for Paquet French Cruises, is scheduled to enter service Nov. 16 after undergoing a modernization program, said Regency chairman Anastasios Kyriakides. The 24,500-ton vessel can carry 840 passengers. Miami-based Regency is chartering the Rhapsody from the Riden Corp. of Greece, which bought the ship from Paquet and holds a stake in Regency.

Tuesday, May 6, 1986

REGENCY CRUISES posted first quarter net earnings of \$984,000 or 6 cents a share.

The Miami-based cruise line had revenues of \$10.3 million. No first quarter comparison for 1985 was available because Regency had not begun operations. In another report, Mylex of Miami reported net income of \$538,000, or 6 cents per share for 1985, vs. a loss of \$924,000, or 16 cents per share, for the previous year. Both companies are headed by Anastasios Kyriakides.

Tuesday, July 8, 1986

REGENCY CRUISES bought a 40 percent interest in a cruise ship.

The Miami company said it bought an interest for an undisclosed price in the newly-formed Panamanian company which will acquire the M/V Regent Sea, a 768-passenger luxury cruise ship which has been under charter to Regency Cruises since November 1985. The M/V Regent Star (ex-Rhapsody) left Port Everglades on July 2 for Piraeus, Greece, for re-engining and construction of additional cabins. She is expected to enter service in April 1987.

The Penny Stock Journal

REGENCY CRUISES IS GOING PUBLIC

The new Miami-based cruise line registered an initial public offering of up to 6.5 million shares at \$1 each with the Securities and Exchange Commission. The underwriter is Brodis Securities. The line, headed by Miamian Anastasios Kyriakides will begin offering cruises from Jamaica in November.

travel management newsletter

A NEW CRUISE LINE, Regency Cruises, will operate the 22,000-ton 'Regent Sea' (formerly the 'Navarino') on seven-day cruises in the Caribbean beginning in November. The Panamanian-flag ship, originally Swedish America Line's 608-passenger 'Gripsholm', is on long-term lease from Karageorgis Cruises of Athens. It is undergoing an extensive renovation with the addition of a new top deck and more staterooms to raise its capacity to 708 passengers. Regency Cruises' Chairman, Anastasios Kyriakides, is founder and CEO of Tower Bank of Dade County, Fla. William Schanz, founder, longtime president and most recently vice chairman of Paquet Cruises, is CEO of Regency Cruises. The ship's home port, itinerary and rates have not been established, but a spokesperson said the ship will offer seven-day cruises through April 1986 that will be priced for the upper end of the Caribbean cruise market. The ship has nearly all outside staterooms, nine lounges and a 218-seat theater. The captain and officers will be Greek; hotel staff will be European. The line has opened an office in Miami under the direction of Paul Wells, VP-operations.

Business News

The Miami Herald

National

TWO CRUISE-SHIP lines asked Uncle Sam to insure mortgages on new vessels.

Adventure Cruise of Miami which wants to sail a 570-passenger ship between Miami and Key West, wants the Maritime Administration to guarantee a mortgage for 75 percent of the \$24 million it would cost to build the ship at **Panama City's Eastern Marine Inc.** Anastasios N. Kyriakides, chairman of the American Cruise Lines, hopes to put a casino aboard (open when the ship reaches the three-mile limit). **Galveston Limited Partnership**, Houston, Texas, is asking for a similar deal for a 560-passenger cruise ship. A MA spokeswoman said the agency has guaranteed mortgages on Cruise ships before, but couldn't say when.

REGENCY CRUISES, Inc. Sails To Profitability

Few cruise lines are publicly held, but Regency Cruises, Inc., went public a year ago in June. With only one ship on the high seas at present, the company has maintained a remarkable 95% occupancy rate for its Caribbean and Alaskan voyages — which has yielded handsome profits despite high overhead. Now, with a second ship at the ready, it looks like smooth sailing for this stock, around \$1.50. "Love Boats" anyone could love.

The Penny Stock Journal[®]

Afloat For Only Nine Months, Regency Cruises Already Is Sailing Into High-Profit Waters

By Jay Rockwell

Regency Cruises Casts Off

Only a handful of cruise lines are publicly owned. Regency Cruises, Inc., is one of them. Regency's luxury liner, the *M/V Regent Sea*, offers seven-day Caribbean cruises in the winter and Vancouver-to-Alaska voyages in the summer. Early in 1987, a second liner, the *S.S. Rhapsody*, will join the Regency fleet.

The company was organized in November, 1984. During 1985, Regency had revenues of \$4.79 million but lost \$1.26 million. The deficit, management points out, was brought about by heavy start-up expenses.

All of Regency's 1985 losses were accumulated before the *Regent Sea* had even sailed. Last November, it set out to the Caribbean with its first load of passengers.

During the last 45 days of 1985, the company had a cruise operating net income of \$153,000. Without those profits and \$177,000 in interest income, the year's red-ink total would have come to \$1.59 million.

This year, the *Regent Sea* is sailing solidly in the black. It has had 95% of all its cabin space occupied. During the quarter that ended March 31, Regency had revenues of \$10.37 million and profits of \$934,000. Earnings per common share were six cents.

Going Public

As a public company, Regency is drawing some early attention on Wall Street. In June 1985, the company sold 6.5 million units at \$1 each and netted \$5.5 million. Each unit consisted of one share of common stock and one warrant. (Warrant owners may buy common shares later at a price that was set when the stock issue was held.)

Initially, the company sold only units. Last May, however, it put its common shares and warrants up for individual trading. Early in July, Regency common shares were trading at \$1.56 each, and warrants were going for 47 cents. Currently, there are 15.5 million common shares outstanding. Shareholder equity is \$5.21 million.

Anyone who has bought a Regency unit for \$1 in June 1985, now has one common share and one warrant valued at a little more than \$2. Regency could hit choppy seas later, but for now, it's cruising ahead nicely.

The holder of one warrant may buy one Regency common share for \$1.50 between now and November 21. From November 22 through April 21, 1987, the warrant exercise price will be \$2 per common share.

About The *Regent Sea*

The 22,000-ton *Regent Sea*, which is 631 feet long and 82 feet wide, has 354 two-person cabins and 60 upper berths for extra passengers. The ship's total capacity is 768. Each cabin has a private bathroom with sink, toilet, and shower or bath; individually controlled air conditioning; a multi-channel radio, and a telephone.

As ludicrous as "The Love Boat" is otherwise, its vessel's amenities are no more lavish than those of the *Regent Sea*. The ship has eight passenger decks, an outdoor swimming pool, a fully equipped gym, a sauna and massage room, a movie theatre, four lounges — including three with baby grand pianos — three sizable bars, dining rooms large enough to serve all passengers in two sittings, and a casino that can accommodate 200 players.

There are also two indoor whirlpools, a hairdresser and barber salon, a photo studio, a large medical dispensary, and just about everything normally identified with luxury-liner life. Sailing on the *Regent Sea*, management claims, is a taste of high living on the high seas.

The *Regent Sea* has sailed under many flags and names. Built in Genoa, Italy, in 1957, it originally was christened the *Gripsholm* and was operated as a luxury liner by the Swedish-American Line. In 1975, it was sold to the Karageorgis Lines of Piraeus, Greece, and sailed as the *M/V Navarina*. Later, under Italian ownership, it was renamed the *Samantha*. Ridan Investman Trust, a Liberian corporation, bought the ship in 1984 and gave it its present name.

Operations

Regency Cruises, Inc., has a wholly owned subsidiary in Panama, Regency Maritime Corporation, which in 1985 entered into a charter agreement with Ridan Investment (part of a large Greek ship ownership and management group that controls a fleet of more than 30 freight and passenger carriers). The five year deal stipulates that, for a period of two years, Regency will pay Ridan \$20,900 for each day that the *Regent Sea* is in operation. After that, the charter hire fee will increase by 5% in each succeeding year.

As owner of the ship, Ridan is responsible for maintenance, insurance, dry-docking expenses, and the wages, food, medical care, and other costs connected with the deck and engine crews. The ship's captain is appointed by Ridan but takes his orders from Regency.

In turn, Regency also has substantial operating expenses. They include all costs involving cruise staff and shore hotel personnel; fuel; passenger food and beverages; entertainment; the replacement of glassware, china, cutlery, and linen; and most other expenditures associated with passengers and cruise staff employees.

Over a five-year period, Regency calculates that it will pay Ridan a whopping \$38.95 million in charter fees. But management officials believe that they can attain substantial profits by keeping the ship in operation for 350 days a year. And, when the *Regent Sea* is in dry dock or being repaired, Regency pays Ridan nothing. Management is also shooting for a passenger load at or near the 95%-of-capacity that the ship so far has been carrying.

'Unique Itineraries'

Regency Cruises offers what management calls "interesting, different, and unique itineraries." Their seven-day winter cruises in the Caribbean include visits to Jamaica, Grand Cayman, Aruba, the Panama Canal, and Cartagena, Columbia.

During the late spring and summer, the week-long Vancouver-to-Anchorage

Continued on next page

cruises stop in Ketchikan, Juneau, and Skagway. The ships also sail through College Fjord, Yakutat Bay, and near the Hubbard Glacier in Disenchantment Bay. With Expo 1986 in full swing in Vancouver, Regency has arranged many pre-cruise and post-cruise land packages there and in Alaska.

Regency is also promoting a variety of special "theme" cruises. This year, excursions that promised good views of Halley's Comet were particularly popular. Cruises for bridge players feature lectures and instruction by a bridge expert of world renown. And, with jazz once again in the groove with much of the American public, some voyages have spotlighted entertainment by such jazz greats as Dizzy Gillespie, Joe Williams, and Newport Jazz All-Stars.

An Expanding Fleet

While the busy summer cruise season goes on, management already is looking ahead to much bigger business in 1987. In March, they entered into a charter agreement with European shipping interests to have another luxury liner, S.S. *Rhapsody*, make sweet sales music for Regency.

At 25,500 tons and with a passenger capacity of 840, the *Rhapsody* is even larger than the *Regent Sea*. Regency's annual report states: "The addition of *Rhapsody* will more than double the number of berths currently offered by Regency. (*Rhapsody*'s) public rooms and many facilities are truly elegant and integrate well with Regency's quality image and reputation."

Another company report states that Regency eventually may charter other

vessels, build new ones on its own, or enter into joint ventures to build ships that would sail under either U.S. or foreign flags. The *Regent Sea* is registered under the flag of Panama.

Tough Marketing Planned

Management isn't letting the company's early good fortunes lull them into relaxing their promotional efforts. Facing some 30 tough North American competitors, they plan to mount an even more aggressive marketing campaign.

Douglas H. MacGarvey, Regency's senior vice-president of sales and marketing, supervises four regional sales managers who are based in areas that Regency has pegged as having strong passenger potential. The company is targeting the Northeast, Southeast, Midwest, and California.

Regency is trying to reach choice cruise prospects through four-color brochures; direct mail solicitations aimed at such organizations as alumni groups and professional associations; advertisements in Sunday newspaper supplements and national magazines of the quality of *The New Yorker*, *Smithsonian*, and *Travel & Leisure*; and the placement of major articles in both the trade and consumer press.

The company is especially eager to book groups that will charter all or most of the cabins on a single cruise. Besides direct consumer-oriented promotions, it's going after the group trade through the nation's 25,000 travel agents.

With an 800 telephone number and a fully computerized reservation system, Regency is easily accessible to travel agents. The standard travel industry

commission to agents is 10%. However, any agent who can produce large groups of passengers for Regency earns a 15% cut.

The marketing scheme already has achieved some impressive results. Before this summer's series of 18 seven-day cruises began, the largest tour operator in Alaska had signed up 1,500 passengers. That one source provided Regency with \$1.5 million in advance bookings.

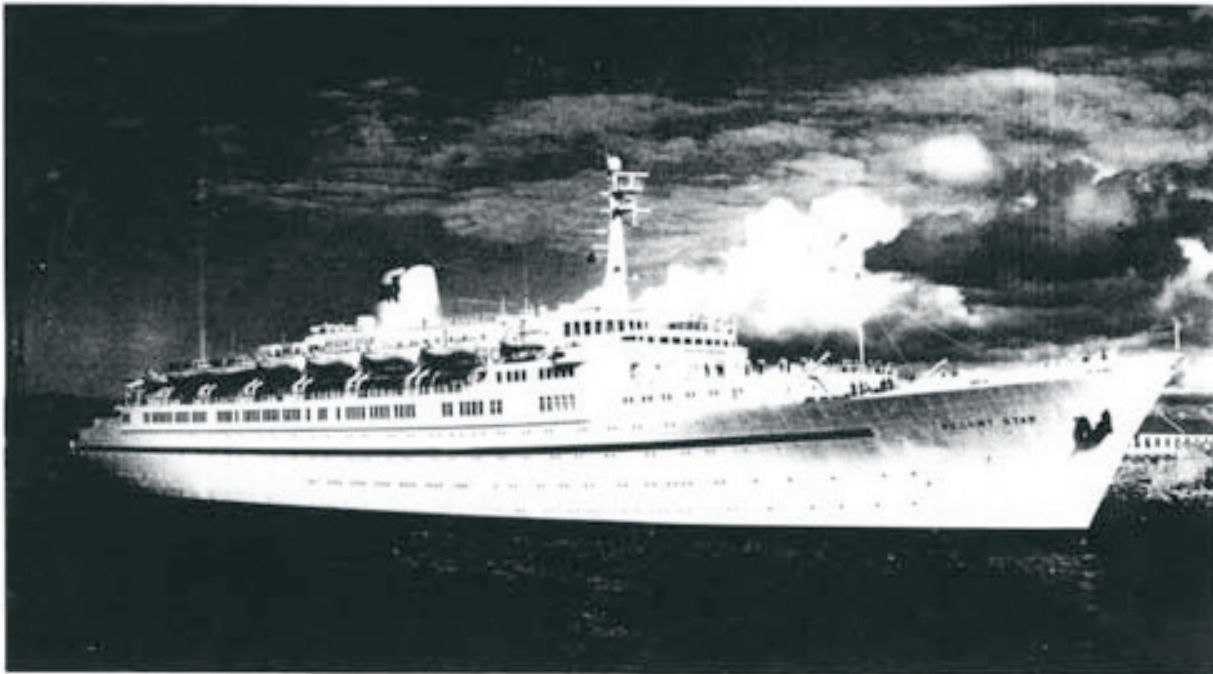
The Outlook

Cruise lines are among the fastest-growing operations in the U.S. travel industry. Even after some American tourists reconsidered and decided to fly to Europe this summer, hundreds of thousands of others stuck with their cruise plans.

By contrast with the agonizing hassles in international airports and the cattle-car-type conditions on many organized foreign bus tours, cruises offer a pleasant alternative to the traveler who craves company but also seeks comfort and relaxation.

Nothing is certain in the cruise business. A rise in oil prices probably would force an increase in fares; a stronger U.S. dollar might again tilt the vacation market heavily in favor of flights to Europe. But, if present economic conditions prevail, the *Regent Sea* and its new sister ship, *Rhapsody*, could sail into even bluer profitability waters in 1987.

For additional information, contact: Regency Cruises, Inc., 260 Madison Avenue, New York, NY 10016; (212) 972-4774. NASDAQ stock symbol: SHIP




REGENCY CRUISES
260 Madison Avenue
New York, New York 10016

REGENT STAR
Ship's Registry: Bahamas



*Mr. Anastasios N. Kyriakides, Chairman of the Board
of Regency Cruises Inc.
cordially invites you to attend
a gala pre-inaugural cruise aboard
THE M. V. REGENT SEA
departing from Montego Bay, Jamaica
on Friday, the fifteenth of November
at seven o'clock in the evening
and returning to Montego Bay, Jamaica
on Sunday, the seventeenth of November
at eight o'clock in the morning*

Reply card enclosed

TRAVEL WEEKLY'S CRUISE GUIDE

\$13 Million Remodeling



Preparing to launch the Regent Sea on its series of Panama Canal/Caribbean cruises are, from the left, William Schanz, president, Regency Cruises; Maria Kyriakides, wife of Regency Cruises' chairman; Anastasios Kyriakides, chairman of Regency Cruises, and Emanuel Grillis, captain of the Regent Sea.

Regent Sea Begins Caribbean Service

Travel Weekly associate cruise editor Ernest Blum was a passenger aboard Regency Cruises' Regent Sea for a pre-inaugural cruise in November. This is his report.

By ERNEST BLUM

MONTEGO BAY — As a new entrant in the seven-day Caribbean market, Regency Cruises is providing an attractive alternative to Miami-based ships.

By sailing the Regent Sea out of Montego Bay, the line can offer visits to such deep Caribbean ports as Aruba and Cartagena, in addition to a transit of the Panama Canal through the Gatun Locks as far as Gatun Lake. Another port of call is Grand Cayman.

Passengers also can cultivate a deeper acquaintance with Montego Bay through short pre- and post-cruise packages offered by the line.

Apart from the appeal of its itinerary, the newly reconditioned Regent Sea is a strong attraction in its own right. At a reported cost of \$13 million, the line has resurrected one of the industry's fabled ships — the Gripsholm, built for Swedish American Line in 1957. Until three years ago, the ship was also operated by Greek interests as the Navarino.

Following its renovation in Piraeus, the newly christened Regent Sea proved to be quiet, smooth and a delight to sail.

The ship is 620 feet in length and 83 feet at the beam, and is best described as comfortable, cozy and unpretentious. The decor of public and private rooms is tasteful and reserved, sometimes at the expense of pizzazz.

The Caravelle Dining Room and Main Lounge are decidedly elegant, and staterooms are uncommonly large, averaging 200 square feet in area. About 90% of them are outside cabins with two lowers or one queen-sized double, and two-thirds of the rooms also have bathtubs.

Key public rooms are conveniently located on one deck. While some are modest in size compared to those of larger vessels, the space is more than ample. There are also uncrowded sun-deck areas, a relatively large swimming pool and plenty of space on the Promenade Deck for lounging or running.

An Amiable Crew

Under the direction of its president, William Schanz, who launched Paquet French Cruises in the U.S. 20 years ago, the line has staffed the ship with an engaging young crew.

The staff is predominantly European, with Greek deck and engine crew, Greek and French waiters and an all-female staff of cabin attendants. Service of drinks on deck and in public rooms also is done by young women, who are stylishly attired in white polo shirts and pleated white short pants.

The line has also set up a French kitchen, attracting a staff of five French chefs, several of whom reportedly came from the Azur.

Schanz told a group of travel agents on the preinaugural cruise. "You will dine well" — and the promise was kept.

Especially notable were the productions of the ship's French pastry chef, whose creations were on a par with those of fine pastry shops.

The pleasures of the ship's architecture and kitchen were combined during the luncheon buffets served in the Lido Cafe overlooking the stern of the sun deck. Although hot dogs and hamburgers were available on the deck, the Lido Cafe specializes in sophisticated dishes such as tarragon chicken and a delicate melange of shellfish.

One could dine *al fresco* at shaded tables on the deck or in three adjoining Lido rooms.

Letter to Shareholders

Dear shareholders:

The year 1985 was a significant, exciting and eventful year for Regency Cruises Inc., one of the few publicly-owned cruise companies in the U.S.

- On June 25, 1985, we concluded a successful initial public offering to shareholders following start-up of the Company in November, 1984. 6.5 million units were sold with net cash proceeds in excess of \$5.5 million.
- On November 17, 1985, we inaugurated cruise service on the M/V REGENT SEA from Montego Bay, Jamaica, offering the only 7-day sea voyage including a visit to the Panama Canal.
- Initial results exceeded projections. On February 24, 1986, we reported net operating income for the 45-day period ended December 31, 1985, of \$153,000 on revenues of \$4,794,000. For the full fiscal year, however, the Company also incurred start-up costs of \$1,598,000 in order to position itself for successful entry into the cruise industry. These expenses were partially offset by the \$153,000 in operating profit and net interest income of \$177,000 resulting in a net loss of \$1,268,000 for the fiscal year.
- On March 11, 1986 we announced that Paquet French Cruises' luxury liner S.S. RHAPSODY had been purchased by European shipping interests associated with Regency Cruises and the Company has received a commitment to charter the vessel from the new owners. After undergoing technical improvements and modernization, the RHAPSODY is expected to enter service under Regency's flag in late 1986 or 1987.
- The addition of RHAPSODY will more than double the number of berths currently offered by Regency and will strengthen Regency's position in the marketplace. The RHAPSODY is a 24,500 ton vessel with a current

passenger capacity of 840 and has a speed of 19 knots. Its public rooms and many facilities are truly elegant and integrate well with Regency's quality image and reputation.

- As a result of this agreement, RHAPSODY's '86 summer Alaska season was cancelled. Passengers holding advance bookings on the RHAPSODY have been offered comparable accommodations on the REGENT SEA. Conversion of these bookings should enhance Regency's '86 results.

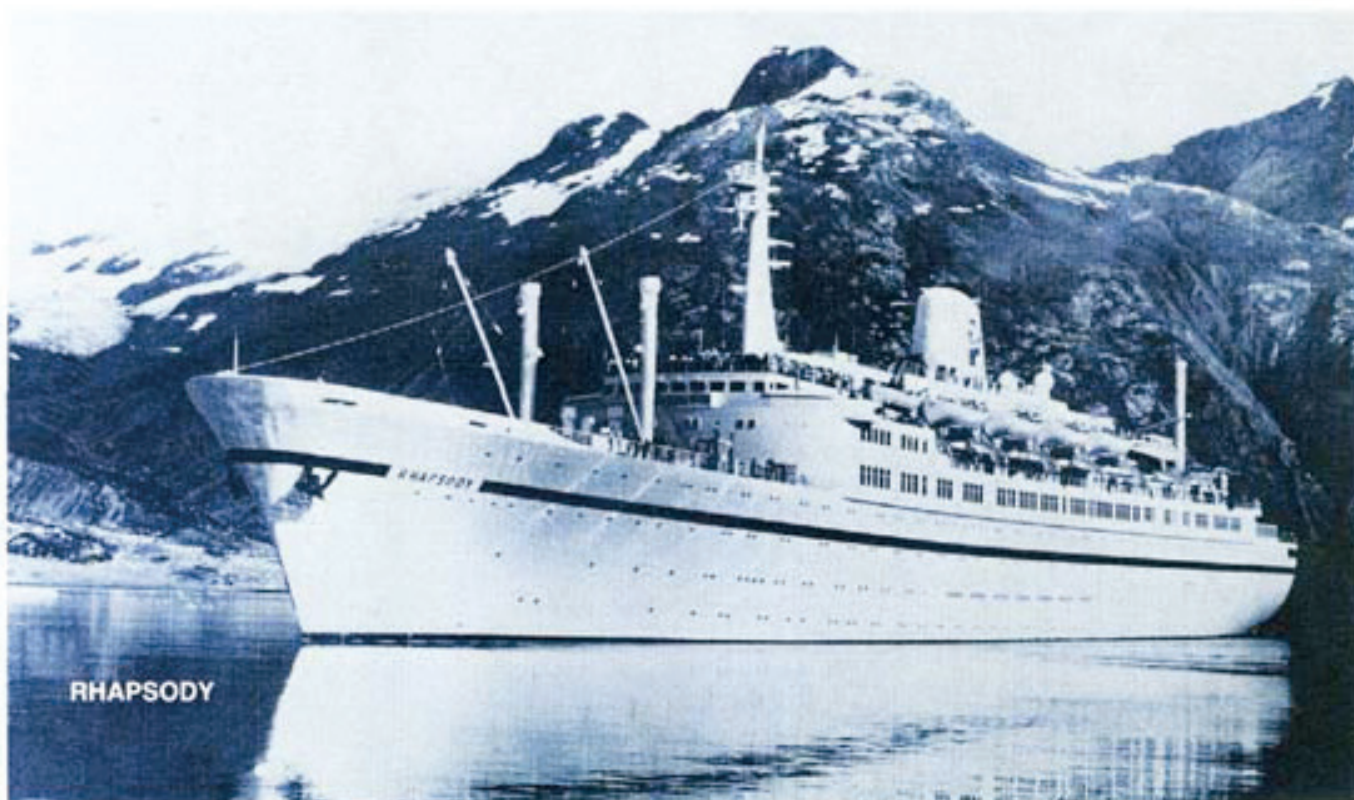
Management, drawing on its extensive experience in the cruise industry, chose an innovative marketing scheme to differentiate Regency in the highly competitive cruise industry. The goal is to offer interesting, different and, whenever possible, unique itineraries. The Panama Canal cruise chosen for the Company's initial Caribbean cruise season is an example of this, and results have been highly gratifying. Occupancy factors in the 95% range have made Regency a big winner in the 1985/86 winter season.

This same marketing strategy is reflected in the '86 Alaska program. The REGENT SEA will offer a series of eighteen 7-day cruises to Alaska. The itinerary is sufficiently different to appeal to our target market – the sophisticated cruise traveler.

Travel industry and passenger response to our Alaska program has benefitted from the following: 1) The continuing decline in the value of the U.S. Dollar vs. foreign currencies. 2) The recent trend for American travelers to vacation closer to home. 3) We have successfully negotiated with the largest tour operator in Alaska for 1,500 passengers, representing \$1.5 million in advance bookings.

The Company is also promoting a variety of special "theme" cruises in an attempt to attract additional passengers. These include Bridge, Halley's Comet, and





RHAPSODY

Jazz cruises with notes guest lecturers, celebrities and famous jazz musicians as added attractions. The latter include Dizzy Gillespie, Joe Williams and the Newport Jazz All Stars, among others.

Consumer marketing and promotional activities undertaken by Regency in its initial year were carefully planned to introduce the sophisticated traveler to the pleasures of vacationing onboard the REGENT SEA. These include Sunday travel section advertising in major markets; advertising in such popular consumer magazines as the New Yorker, Smithsonian, and Travel & Leisure. Colorful brochures also highlight shipboard life aboard the REGENT SEA and destinations. The Company also pays careful attention to travel writers and other key influentials in a concerted effort to convince prospective passengers to book their cruise vacations with Regency.

Travel agents are our primary channel of distribution and our marketing activities include advertising in the major travel trade publications, extensive direct mail effort to the nation's 25,000 travel agents, and participation in trade shows.

Many shareholders have taken advantage of our special discount program in the Caribbean this winter, and we would like to extend to you the same generous \$500 per cabin discount for any of our Alaska cruises this summer. The REGENT SEA will depart from Vancouver (British

Columbia) or Anchorage/Whittier every Sunday from May 18 to September 14, and we welcome you aboard.

Regency is well positioned to attract the cruise passenger. We are marketing our offerings well, the travelling public recognizes the high quality of our cruises, occupancy rates are high and advance bookings are strong. The REGENT SEA, and later RHAPSODY, should continue to attract an interested and loyal clientele.

We would like to join our talented and dedicated employees in thanking you for your support during our first year. We will strive to reward your confidence in Regency with further growth and success.

Anastasios N. Kyniakides
Chairman

William Schanz
President

March 25, 1986



LETTER TO SHAREHOLDERS

To Our Shareholders:

Regency Cruises reported strong 1st quarter revenues, net income and earnings per share for the first full operating quarter in its history.

Revenues for the quarter ending March 31, 1986, amounted to \$10,375,000 with income from operations of \$874,000 and net income of \$984,000, equal to \$.06 per share. We had previously reported income from operations of \$153,000 on revenues of \$4,794,000 for the 45-day period ended December 31, 1985, the end of the Company's fiscal year. Regency has been consistently profitable since the beginning of its cruise operations on November 17, 1985.

The Company announced on May 5, 1986 that the Board of Directors had extended the warrant exercise period on its publicly traded warrants until April 21, 1987, and had established a warrant exercise price of \$1.50 per share through November 21, 1986 and a warrant exercise price of \$2.00 per share from November 22, 1986 through April 21, 1987.

The Board of Directors also authorized the separate trading of the Company's outstanding common stock and warrants and requested that the National Association of Securities Dealers' Automated Quotation System (NASDAQ) quote the Company's common stock and warrants under the symbols SHIP and SHIPW, respectively. The Company's units were formerly quoted by NASDAQ. The common stock and warrants started trading separately on Wednesday, May 7th.

We feel that the principal reasons for the success of Regency to date have been the offering of a unique itinerary (the only cruise to offer a Panama Canal transit plus calls at three Caribbean Islands and the South American mainland in just seven days), as well as the quality of the product and aggressive sales and marketing. These have resulted in a 95 percent load factor for the M/V REGENT SEA during her maiden Caribbean season. Management is also pleased with the strong advance bookings for its forthcoming Alaska cruise season.

We would like to remind you of our offer to shareholders of a \$500 per cabin discount. This discount now includes the Regent Sea's 14-day Transcanal cruise, which leaves Los Angeles on September 26, 1986, as well as our 1986/1987 Caribbean Season starting October 26, 1986. This offer is subject to certain restrictions.

We feel that Regency's first cruise season has been "a solid success". We expect that the prospects for the balance of the fiscal year are encouraging and that the addition of the S.S. RHAPSODY next year should give Regency great flexibility in arranging innovative itineraries and establishing a stronger position in the leisure travel industry.

Anastasios N. Kyriakides
Chairman

William Schanz
President

May 20, 1986



**CONDENSED CONSOLIDATED
STATEMENTS OF OPERATIONS**
(Unaudited)

	Three Months Ended March 31,	
	1986	1985
Revenues	\$10,375,000	—
Costs and Expenses	9,501,000	—
Income from Operations	874,000	—
Pre-Operating Expenses	—	(\$152,000)
	874,000	(152,000)
Interest Income (Expense)	110,000	(3,000)
Net Income (Loss)	\$984,000	(\$155,000)
Net Income (Loss) Per Share	\$.06	(\$.02)
Weighted Average Number of Shares Outstanding	15,500,000	9,000,000

**CONDENSED CONSOLIDATED
BALANCE SHEETS**
(Unaudited)

	March 31,	
	1986	1985
Assets		
Current Assets	\$8,803,000	\$ 63,000
Property and Equipment	348,000	5,000
Other Assets	1,341,000	45,000
	\$10,492,000	\$113,000
Liabilities and Shareholders' Equity		
Current Liabilities	\$5,282,000	\$296,000
Shareholders' Equity (Deficiency)	5,210,000	(183,000)
	\$10,492,000	\$113,000
Shareholders' Equity Per Share	\$.34	—
Number of Shares Outstanding	15,500,000	9,000,000
Current Assets : Current Liabilities	1.67:1	.21:1

SELECTED HIGHLIGHTS

- This interim report is unaudited and includes the accounts of Regency Cruises Inc. and its wholly-owned subsidiary (The "Company"). All material intercompany balances and transactions have been eliminated.
- The Company's common stock and warrants are traded over-the-counter and are quoted on NASDAQ (Symbols SHIP and SHIPW, respectively).
- Pre-operating expenses represent costs accumulated during the development stage of the Company (November 15, 1984 to November 17, 1985). These include, among other expenses, personnel, ship start-up, and marketing.
- Tax benefits equal to the provision for federal income taxes were realized by utilization of available net operating loss carryforwards.

The 'Regent Sea' is Regency Cruises' Elegant Reincarnation

by Frances Shemanski
Contributing Editor

The theory of reincarnation just may apply to the cruise industry. A case in point is the new *Regent Sea* of the equally-new Regency Cruises, Inc. The 22,000-ton liner (before remodeling) was the *Navarino* (of Karageorgis Cruises) and prior to that was the famous *Gripsholm* (the second ship with that name) of the France Swedish American Line.

The *Regent Sea*, newly redone to the tune of more than \$13 million, is still large and spacious. About 700 travel agents from all over the U.S. and Canada recently sampled the ship's offerings on a pre-inaugural cruise to nowhere from Montego Bay, prior to the start of the ship's weekly Sunday sailings to the Caribbean. Montego Bay is the port of departure and return.

Prior to the sailing, pier-side festivities included the christening of the ship by Mrs. Maria Kyriakides, wife of Anastasios N. Kyriakides, chairman of the board-Regency Cruises. The ceremony, videotaped by actor Robert Stack and wife Rosemarie, will be seen on their nationally-televised show, "It's A Great Life."

There were also performances by the costumed Jamaican Folkloric Dance company and the Jamaica Marching Band. And speeches by tourism officials and the line's president, William Schanz, former president of Paquet French Cruises. He expressed his appreciation to the government and people of Jamaica for their warm welcome. The ship is berthed at Freeport Pier 2, about a 10-minute ride from the Montego Bay International Airport.

In an interview with THE TRAVEL AGENT, Schanz said that he was quite "positive" about the *Regent Sea* and Regency Cruises: "Why not? There's plenty of room for more ships. It really is true that there are millions who haven't tried cruising yet. We don't plan to compete. We are a different segment of the cruise business, a more sophisticated segment at affordable prices."

Schanz pointed out that Regency Cruises is a publicly held cruise line. "I had a dream of my own ship and cruise line. Others shared the dream," said Schanz. "Then came the money and the ship and we went ahead, going public with great success. The idea came first."

Regency Cruises, Inc. is in the seven-day cruise market with the *Regent Sea*'s capacity for 708 passengers and an international crew of 300. The line, however, according to Schanz, is not to be in the mass-production cruise business.

"We are out to entice non-cruisers to come sail with us in comfortable luxury. The *Regent Sea* offers an elegant environment," explains Schanz. "All the public rooms have been completely redone and what's more they are all located on one deck, the Veranadah Deck. More than 95 percent of the ship's cabins are outside and are spacious."

The ship has an European hotel staff. Stewardesses, rather than stewards, service the cabins and bars.

"This is the European way," explains Schanz, who insists that the ship is not only directed at an European clientele but a varied one.



The *Regent Sea* has a number of cruises for 1986, including Alaska and Transcanal plans.

The ship's Captain is Emmanouel Grillis, who joined the Karageorgis Lines in 1977 and served as master of three cruise ships and as staff Captain and finally Master of the former *Navarino*.

The galley has five French chefs under the direction of Chef Claude Palloure, a member of the famous international culinary society, the *Chaine des Rotisseurs*. Chef Palloure's credits include 10 years with the French shipping company, *Messageries Maritimes* of Marseilles and ashore as chef at the *Hotel du Nord* and the three-star *Petit Paris Restaurant* in Paris. He has also been affiliated with *Fouquet's* in Paris, *Hotel Royal*, Metz; *Le Grand Hotel*, Perpignan and *The Savoy* in London. He commands a pastry chef, *san souci* chef and *garde manager* to name a few, aboard ship.

The dinner menu is in both French and English, reflecting the Continental and French cuisine of the ship. The

meals are attractively presented and served. For those who might not want to have breakfast and lunch in the *Caravelle* dining room (which seats 466 persons), there's the alternative of going buffet on the Lido Deck.

"We want to give the passengers a chance to sample both kinds of service," explains Schanz. "And we also have coffee and Danish on the Lido for early-rising passengers."

The *Caravelle* dining room is huge and is reminiscent of the ship's tenure as the *Gripsholm*—which had more than one class of trans-Atlantic travel. The dining room with a view of the sea is decorated in gold. In fact, the entire ship is well-appointed. For example, the *Rendezvous Lounge* is done in whites and pale greens and is aptly dubbed the "Lime Room" by the travel agents.

The ship has nine lounges and three bars. Its *Regency Lounge*, the setting for evening entertainment and dancing is a combination of soft reds and pearl grays with other complementary colors. The ship has a casino, complete with slot machines, and a chance to play blackjack and roulette.

There's a fitness deck with an indoor pool, sauna, fully-equipped gym and massage room. There's a separate 218-seat theater, a small library, on-board shops, beauty salon and a computer room, staffed by a computer expert to tell you how to improve your business or to give you elementary instruction on how to use a computer. During the pre-inaugural cruise, it was a popular part of the ship.

Currently the *Regent Sea* sails weekly (on Sundays) from Montego Bay to Grand Cayman, Cartagena and Aruba with a partial Panama Canal trip as far as Gatun Lake. This continues to April 20, 1986 with prices from \$945 to \$1,985 per person, double occupancy, and includes free roundtrip air travel to Montego Bay from 14 major U.S. gateway cities. Low cost air add-ons are available from 73 other U.S. cities.

The line is working with Air Jamaica, Eastern and Delta Airlines on the air/sea plans and air add-ons.

Special *Halley's Comet* cruises are set for March 23, 30 and April 6, 1986 when the comet will be more visible in southern latitudes. Top astronomers and astrophysicists will give lectures and seminars.

The *Regent Sea* will leave Montego Bay for Vancouver, British Columbia, Canada, May 10 going westward to begin a series of Alaskan cruise. The ship returns in late September. The

Continued on page 26



CRUISE ADVISOR

REGENCY CRUISES

Continued from page 24

Trans-Panama cruises will be available in varying segments and as air/seas. All cruises are commissionable at 10 percent with overrides commission on groups.

"We will be offering a series of 18 one-week Alaskan cruises through Sept. 14, alternating between Vancouver northward and southbound from Anchorage (Whittier), calling at Ketchikan, Juneau and Skagway," said Schanz. "Overland tours which will include Expo 86 in Vancouver will be with Westours

and TourAlaska, which operates the dome train with a window seat for all passengers."

When asked why the ship was named the *Regent Sea*, Schanz with more than 30 years of cruise and leisure industry experience, replied, "It's a good name. Ask Tyki (Chairman Nicholas Kyriakides)."

Said Kyriakides: "Well, you know that the *Regent* is the one who rules for a king or prince who is too young to do the job. And so the name of our first ship."

Schanz confirmed that the line is actively seeking another ship, smaller

tonnage, possibly to operate in the Mediterranean.

Schanz, however, is continuing a tradition started by him at Paquet French Cruises...the Music Festival at Sea. When the *Regent Sea* finishes the Alaskan cruises and returns eastward from Los Angeles, Sept. 26, there will be a Jazz Festival at Sea with famous jazz performers, several already signed up for the event.

Cruise brochures and details are available from Regency Cruises, Inc., 260 Madison Ave., New York, N.Y. 10016; 212-972-4774.

REGENCY  CRUISES

CARIBBEAN & TRANSCANAL



LAND OF THE MAYA ♦ PANAMA CANAL/CARIBBEAN
GEMS OF THE CARIBBEAN ♦ YUCATAN ♦ TRANSCANAL ♦ TRANSATLANTIC

1994-1995

REGENCY FLEET	FALL 1994	WINTER 1994/1995	SPRING 1995
	<p>October 10, 1994–April 23, 1995</p> <p>7-DAY PANAMA CANAL/CARIBBEAN CRUISES</p> <p>Sunday Departures from Montego Bay, Jamaica</p> <p><i>Partial Transit of Panama Canal, Costa Rica, South America & the Caribbean!</i></p>		<p>April 30, 1995</p> <p>13 OR 15-DAY TRANSCANAL</p> <p>Montego Bay to San Diego or San Francisco</p>
	<p>Oct 10, 1994</p> <p>7-DAY EAST COAST</p> <p>New York to San Juan</p>	<p>October 17, 1994–May 22, 1995</p> <p>7 & 14-DAY GEMS OF THE CARIBBEAN CRUISES</p> <p>Monday Departures from San Juan, Puerto Rico</p> <p><i>Perfect Choice for Sunday Brides!</i></p>	<p>May 29, 1995</p> <p>6-DAY EAST COAST</p> <p>San Juan to New York</p>
	<p>September 25, 1994–April 28, 1995</p> <p>5 OR 4-DAY CARIBBEAN /YUCATAN CRUISES</p> <p>Sunday, Friday and Tuesday Departures from Tampa, Florida</p> <p><i>Combine with Disney or Busch Gardens Packages!</i></p>		<p>May 2, 1995</p> <p>15-DAY TRANSCANAL</p> <p>Tampa to Los Angeles</p>
	<p>November 6, 1994</p> <p>21-DAY TRANSATLANTIC</p> <p>Nice to Cozumel</p>	<p>November 27, 1994–March 26, 1995</p> <p>7-DAY LAND OF THE MAYA CRUISES</p> <p>Sunday Departures from Cozumel, Mexico</p> <p><i>For Snorkelers, Divers and Archeology Buffs Alike!</i></p>	<p>April 2, 1995</p> <p>21-DAY TRANSATLANTIC</p> <p>Cozumel to Nice</p>
	<p>December 2, 1994–April 22, 1995</p> <p>14-DAY TRANSCANAL CRUISES</p> <p>Saturday Departures between Montego Bay, Jamaica and Los Angeles or San Diego</p> <p><i>Experience the Eighth Wonder of the World!</i></p>		<p>49-Day South America Circumnavigation</p> <p>See South America Brochure</p>



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TOUR & TRAVEL NEWS

The Newspaper For The Retail Travel Industry

A CMP PUBLICATION*

Issue 183

June 4, 1990

CRUISE LINES

New Seawind Line Plans Southern Caribbean Itineraries

By James Santo

MIAMI — The founder and former chairman of Regency Cruises and Sea Venture/Tropicana Cruises has launched a new line with plans to offer cruises in the southern Caribbean beginning this December.

Seawind Cruise Line will charter the 558-passenger *Aegean Dolphin* from Dolphin Hellas Cruises of Piraeus, Greece, and rename it the *Seawind Crown* for seven-day cruises out of Barbados, said Jim Roberts, an independent marketing consultant hired to coordinate promotion for the new line.

Seawind's chairman is Athens-born Anastasios N. "Tyki" Kyriakides.

Executives Selected

Former Commodore Cruise Lines CEO Ivo Leon has been named president and former Carnival Cruise Lines executive Larry Cross is senior vice president of hotel operations, Kyriakides said.

Seawind has selected managers of sales and of marketing, he said, but hasn't completed hiring agreements with those executives.

Roberts said the *Seawind Crown* will operate an "up-scale" cruise product, command fares of around \$250 a day and visit Aruba, Curacao, Caracas and Isla de Margarita,

Venezuela; and Grenada.

Although the *Seawind Crown* will fly the flag of Greece, Seawind "is not going to be promoted in any way as a Greek product," Roberts said. The ship's officers and deck and engine crew will be Greek, but its hotel staff will be international, he said.

Kyriakides was last seen at the helm of Sea Venture/Tropicana, a company he founded in 1986 to manage and market a small, deluxe cruise ship, the *Sea Venture*, on cruises to Alaska and Tahiti.

In early 1988, Sea Venture said its ship would be delayed and canceled its inaugural Alaska season. Kyriakides then bought a converted ferry, the *Tropicana* and announced plans to operate day cruises from Miami under the name Tropicana Cruises.

Tropicana's Troubles

Tropicana ran into trouble almost immediately. The ship's delivery was delayed, the crew ran afoul of U.S. Coast Guard inspectors over poor training and ultimately Tropicana's assets were seized by the bank and sold to SeaEscape Ltd.

Kyriakides said he has learned from the mistakes he made with Sea Venture. "I think I'm going to play a more active role this time, rather than leaving it to others," he said.

The *Sea Venture*, meanwhile, has never materialized. Kyriakides said the ship's debut will have to wait a while longer.

"It would be difficult to have two complete start-ups with two different ships," he said. Though the *Sea Venture* is "95 percent done," Kyriakides asserted, its delivery will be delayed until June 1991.

In the meantime, the new company is scrambling to promote its first cruises on the *Seawind Crown*.

Roberts said he's selected an agency to prepare Seawind's advertisements to the travel trade. He declined to name the agency. "I want the ads in the trade papers no later than the end of June," he said.

Commissioned in 1973 as a car ferry for Zim Israel Line, the *Aegean Dolphin* was rebuilt as a cruise ship in 1987. It currently operates cruises among the Greek Islands.

There appears to be a difference of opinion over whether Dolphin Hellas' agreement with Seawind has been finalized.

Roberts said it was "signed and official," but Dolphin Hellas owner Argiris Angelopoulos said from Piraeus the deal was still being negotiated. Angelopoulos added he saw no major obstacles. Kyriakides, however, later insisted the deal was done. "Everything's on schedule, everything's OK," he said.

Who's Who Aboard the Seawind Crown

Below we offer a bit of information about the officers who run the vessel, identified by their white uniforms with ceremonious epaulettes on the shoulders.

CAPTAIN.

Referred to as the "Master," he retains complete authority for the ship's safety, officers, crew, passengers and operation.

CHIEF ENGINEER.

The second in command, the Chief Engineer oversees the technical aspects of the ship and its engines.

HOTEL MANAGER.

The company's on-board representative, the Hotel Manager oversees all passenger service matters, on-board services and port formalities.

STAFF CAPTAIN.

Assists the captain in his duties.

STAFF CHIEF ENGINEER.

Assists the Chief Engineer in his technical duties.

DOCTOR.

Tends to minor medical emergencies on-board and manages the infirmary.

FOOD AND BEVERAGE MANAGER.

Responsible for the complete dining and beverage experience throughout the ship's restaurants and lounges.

CHIEF STEWARD.

Oversees the ship's overall cleanliness and presentation.

A History

The Seawind Crown brings a rich history to your cruise experience. She is one of the last great postwar passenger liners built for port-to-port service during the 1960s. Due to the increased importance of commercial air service, most of these great liners were withdrawn from service or rebuilt for year-round leisure cruising.

The *ts Vasco da Gama*, as she was once known, was one of the classic liners of this era. Former flagship of the Portuguese Merchant Marine, she first entered service in 1961 as the largest passenger liner ever built for the 7,250-mile-long Europe-East Africa route sailing around the Cape of Good Hope. She was originally christened *Infante Dom Henrique* after Prince Henry the Navigator, who had initiated Portuguese maritime enterprise in the fifteenth century.

Among her most distinguished passengers was the president of Portugal, Admiral Thomaz, who sailed aboard the *Infante Dom Henrique* on his state visits to what was until 1975 Portuguese Africa. Passenger lists included the wealthiest people from the colonies, government officials, military men and those immigrating to and from Portugal.

*The Eminent
Scholars Chair
in Computer Science*

FLORIDA INTERNATIONAL UNIVERSITY

“Having an Eminent Scholars Chair in Computer Science at FIU will result in additional expertise and research gains for the local electronics industry. As the electronics industry grows, so must the knowledge of electronics grow, and the University is the natural setting for this to occur.”

Anastasios “Tyki” Kyriakides arrived in the United States in 1961 from Greece with \$75 in his pocket. Today, he is founder, president and chief executive officer of Tower Bank N.A., a full-service, national commercial bank with several branches and over twenty million dollars in assets.

An FIU graduate who majored in the Liberal Arts, Mr. Kyriakides is also an inventor of high-tech electronic equipment. His first invention, the Lexicon Translator, is a pocket size electronic translator capable of translating any one of 13 languages into English and vice versa. Armed with his electronic translator idea and \$500, “Tyki” founded the Lexicon Corporation in 1976. A few years later, he sold the company for millions of dollars.

Success follows success for Mr. Kyriakides who, with his next electronic invention, a hand-held optical scanner, founded Mylex Corporation. The Corporation engages in the research and development of high technology electronic products and computer peripheral devices. It manufactures memory boards, graphics cards and the optical scanner, a world’s first, which is capable of scanning typed or printed text and transferring the data directly to computer memory, bypassing the keyboard. The Mylex Wand, as the scanner is known, is compatible with any computer, including the IBM PC.

The inventor, bank president and principal stockholder of million dollar corporations believes that “with determination, it is possible to take an idea from an embryonic stage and bring it to reality and into the bank.”

He feels that “The electronic revolution has produced a huge market and South Florida is drawing great benefits from this new market. Having an Eminent Scholars Chair in Computer Science at FIU will result in additional expertise and research gains for the local electronics industry. As the electronics industry grows, so must the knowledge of electronics grow, and the University is the natural setting for this to occur.”



Florida International University Foundation

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Anastasios Kyriakides chairs new Foundation advisory council

Miami-Dade Community College Foundation chairperson Louis Wolfson III, announced that Anastasios Kyriakides will become the chairman of the newly created Executive Advisory Council of the Miami-Dade Community College Foundation, Inc. The Council's primary role is to enable past members of the Foundation to continue their support in an advisory board capacity. Among other things, the council will work to increase the community's involvement with Miami-Dade.

Kyriakides is founder and chairman of the board of Conchord, an electronic company that designs and manufactures portable electronic musical instruments. He previously founded Regency Cruiselines, Mylex Corporation and Lexicon Corporation.

In 1987, a plaza on the Wolfson Campus, now called Kyriakides Plaza, was named after him in honor of his accomplishments and long term support of the college. He has served as a founding board member of the alumni association and as a member and chairperson of the Foundation Board. He has also endowed the Anastasios and Maria Kyriakides Endowed Teaching Chair.



Anastasios Kyriakides



Miami-Dade Community College is very fortunate to be under the leadership of Dr. Robert H. McCabe, one of the most highly respected educators in America today. Being the newly-elected president of the prestigious College Board (which among other duties develops the SAT test), is only one example of his educational leadership at the national level.

Under President McCabe's guidance, Miami-Dade is launching an innovative concept in higher education—*The Endowed Teaching Chair Program*. This program will provide an opportunity for a permanent investment to reward and recognize outstanding teaching at Miami-Dade Community College. It will enable us to attract and retain the best and most dedicated faculty. The Endowed Teaching Chairs will promote excellent classroom teaching, which is the most vital and fundamental activity of the College.

The Endowed Teaching Chair Program is unique to Miami-Dade Community College. To our knowledge, no other college has such a program, therefore, we expect it to be a model for other colleges and universities. We also anticipate The Endowed Teaching Chair Program to generate publicity and recognition at the local and national level.

Please *join us* in this program, as we invest in the future of our community by striving to maintain Miami-Dade as the #1 Community College in the Nation!

Louis Wolfson III
Co-Chairman,
\$10 Million Margin of Excellence
Endowed Teaching Chair Program
and
Vice-Chairman,
M-DCC Foundation Board

Andrew S. Blank
Co-Chairman,
\$10 Million Margin of Excellence
Endowed Teaching Chair Program
and
Member,
M-DCC Foundation Board

The Anastasios and Maria Kyriakides Endowed Teaching Chair

"My wife and I donate these funds in the hope that a special teacher can make use of them in striving to enhance their curriculum with new and creative approaches to keep our students stimulated and motivated in their learning."

Anastasios Kyriakides

Anastasios "Tyki" Kyriakides arrived in the United States from Greece in 1961 with \$75 in his pocket. Today, Mr. Kyriakides is Chairman of the Board of Sea Venture Cruises, Inc., which is scheduled to begin operation of a new one-day cruise ship, the MV Tropicana, in late 1988. The luxury cruise ship, the MV Sea Venture, is scheduled to begin operating in early 1989. Prior to Sea Venture, Mr. Kyriakides was a Founder and Chairman of the Board of the following corporations: Regency Cruise Lines, Mylex Corporation and Lexicon Corporation. The long road from mail-room clerk to principal stockholder of million dollar corporations was travelled with tenacity, creative impulse and a strong belief in himself and his abilities. Mr. Kyriakides states: "Anyone can do what I did if you are not afraid of failure." He serves on the Board of Directors of the M-DCC Foundation and was the recipient of the College's first "Outstanding Alumnus of the Year Award" in 1986.



COMMUNITY, TECHNICAL, AND JUNIOR COLLEGE
Journal

APRIL/MAY 1989

VOLUME 59 NUMBER 5

MIAMI-DADE COMMUNITY COLLEGE

The Presidential Blue Ribbon
Committee for
The Endowed Teaching Chair Program



Patricia Cross
on Classroom
Researchers

Teaching and
the Futures
Commission
Report

Measuring
the Community
College's
Effectiveness

The Humanities
Debate

SPECIAL AACJC
CONVENTION
ISSUE

Foundation

Distinguished M-DCC Graduate Supports "Margin of Excellence" Endowment Campaign

Anastasios Kyriakides, a graduate of Miami-Dade Community College, has made a contribution in excess of \$200,000.00 to the College's "Margin of Excellence" campaign.

An immigrant from Greece, Mr. Kyriakides arrived in the United States at the age of 15. Through determination, sacrifice, and personal tenacity, he has become one of the outstanding young entrepreneurs in America.

He is the founder and Chairman of the Board of Regency Cruise Lines, Inc.; and is the inventor of the Lexicon, a language translating device, and founder and Chairman of the Board of the Hialeah-based Mylex Corporation.

In a recent interview Mr. Kyriakides said the following about his education at Miami-Dade Community College:

"Miami-Dade Community College was a lifeline to me. If the institution's program of studies had not been available to me, as I struggled to break the barriers of language and culture, my life would be quite different today."

A member of the Miami-Dade Community College Foundation Board of Directors, he believes that his service on the Board "not only repays the College for my own educational beginning, but allows me a forum through which to help build the future of our great community."

Mr. Kyriakides is married to the former Maria Spilos of Palm Beach.

Mrs. Kyriakides is also very talented. She received degrees in Interior Design from both Palm Beach Junior College and Florida State University. Her considerable abilities created the beautiful ambience found on the Regent Sea.

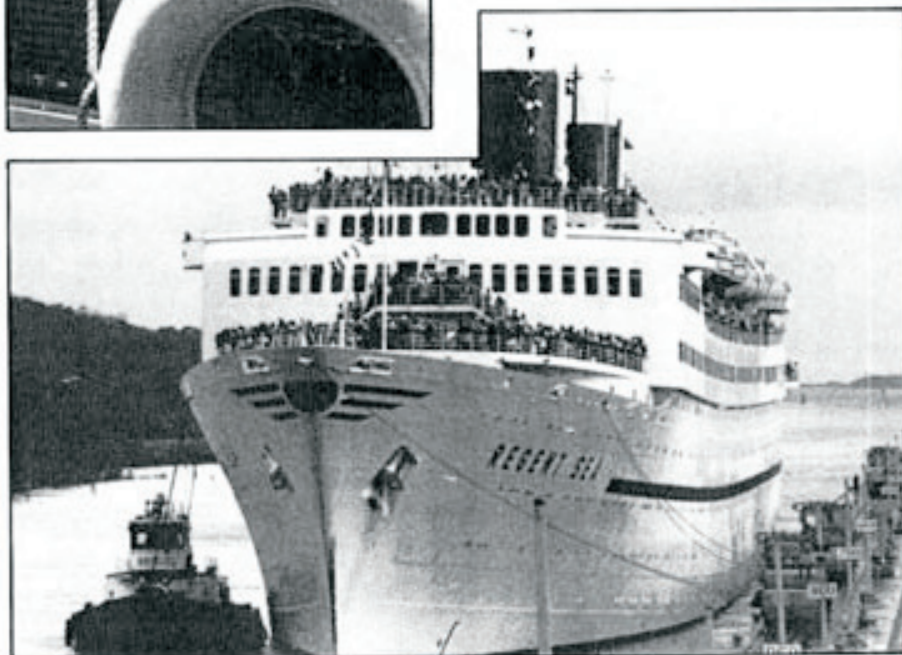
Mr. and Mrs. Kyriakides are the parents of two children; Nicholas age five, and Stephanie, age two.

Miami-Dade Community College takes great pride in this most distinguished graduate.

He serves not only as a role model for Alumni, as well as for current students, but also demonstrates to this community, in particular its business sector, the value of lending support to Miami-Dade Community College.



Mr. and Mrs. Anastasios Kyriakides



The M/V Regent Sea

Vice President for
Institutional Advancement
300 N.E. 2nd Avenue
Miami, Florida 33132
(305) 347-3240



June 26, 1986

Mr. Anastasios N. Kyriakides
1620 S.W. 96 Avenue
Miami, FL 33165

Dear Tyki:

I am very pleased to inform you that the District Board of Trustees of Miami-Dade Community College, after discussion, unanimously agreed to name the 4th Street area between Building One and Building Two on the Wolfson Campus in honor of Anastasios Kyriakides.

I am enclosing a copy of the actual Board item which now sets forth the rationale and recommendation that the Board approved.

We consider this outstanding contribution by you and your wife to the \$5 Million "Margin of Excellence" Endowment Campaign particularly significant in that you were also the recipient of the College's first "Outstanding Alumnus of the Year Award." We know that this honor is well deserved because you exemplify those qualities of entrepreneurial leadership, self-reliance, and hard work that are so representative of the ideals of the College.

Your success in business and leadership in corporate citizenship reminds me of the late Colonel Mitchell Wolfson's axiom: "You should go into business for yourself, achieve success in the free-enterprise system, and put a little something back." I believe this is what you are doing.

We at Miami-Dade Community College are very proud of you.

Sincerely,

Horace Jerome Traylor
Vice President

HJT:re
Enclosure
cc: Dr. Herrmann
Mr. Previdi

DANIEL K. GILL, CHAIRMAN
THE DISTRICT BOARD OF TRUSTEES
ROBERT H. McCABE, PRESIDENT
MARTIN FINE, CHAIRMAN
THE FOUNDATION BOARD OF DIRECTORS
OF
MIAMI-DADE COMMUNITY COLLEGE
CORDIALLY INVITE YOU
TO THE
CEREMONY DEDICATING THE
KYRIAKIDES PLAZA
IN HONOR OF
ANASTASIOS KYRIAKIDES



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You are cordially invited to attend the opening
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October 1, 1987

Miami-Dade Community College
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N.E. 4th Street and 2nd Avenue

A cooperative venture of Dade County Public Schools,
Miami Dade Community College and Florida International University.

RICHARD A. KLEIN, PROVOST

4:30-5:30 p.m. – Open House – Refreshments

5:30-6:00 p.m. – Ceremonies

Sponsored by Terremark Restaurant Division and Entenmann's Inc.



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Sponsored by the South Dade Council of B'nai B'rith Lodges
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801 South Bayshore Drive
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October 26, 1984



South Dade Council of B'nai B'rith Lodges

NOMINEES

SETH GORDON — Sponsor — GREATER MIAMI CHAMBER OF COMMERCE. Directed government, political and community relations for the 1,400-member Metropolitan Chamber of Commerce; served as policy advisor to Attorney General on Education, Natural Resources, Revenue, Highway Safety, etc. He has served on eight boards of art, education, development, health counseling, jury selection, planning Committee Florida Center for Children and Youth; and as legislative analyst for Florida Senate Committee on Health and Rehabilitation Services.

RENEE GRUTMAN — Sponsor — TZEDAKAH LODGE #2959. Helped establish Life Unlimited Chapter of National Children's Cardiac Hospital and for ten years has been active in fund raising, plus advising other groups to form chapters. She gives many volunteer hours to Very Interested Parents group at Temple Adath Yeshurun in North Miami Beach.

PHYLLIS K. HARTE — Sponsor — GREATER MIAMI JEW'ISH FEDERATION. She is an attorney committed to improving the community by recruiting new workers and volunteers for Suburban League for Diabetic Research, Center for Fine Arts, Mid-Life Service Foundation, Douglas Gardens Home and Hospital for the Aged, University of Miami, United Jewish Appeal and the Zachor Institute of Holocaust Studies. She accepts the responsibility for getting the job done, whatever it may be.

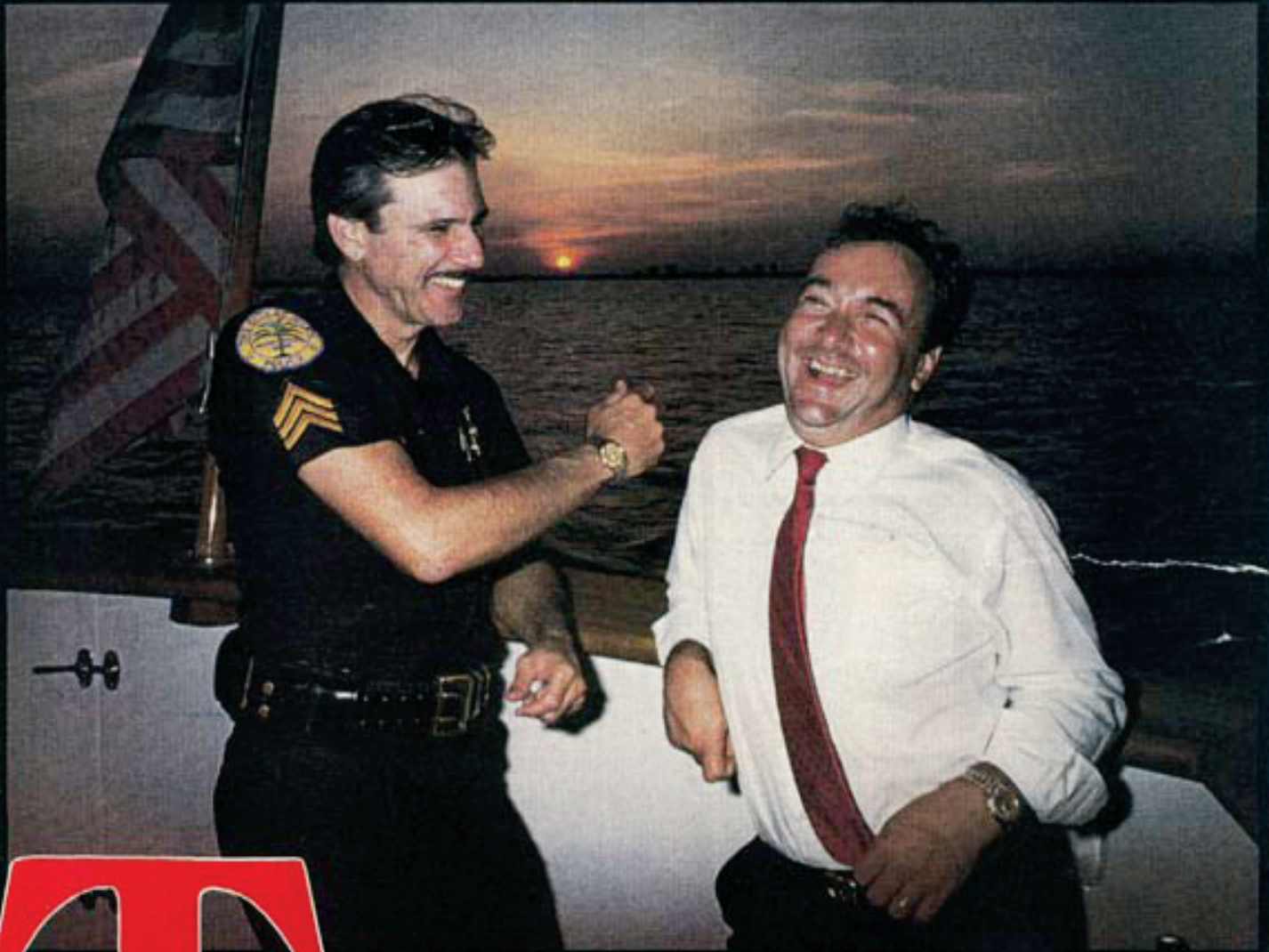
ANASTASIOS KYRIAKIDES — Sponsor — MIAMI DADE COMMUNITY COLLEGE. A greek immigrant, he graduated from F.I.U. and Miami Dade Community College. A highly successful inventor of unusual computers, he has founded several successful business organizations, speaks on career opportunities in the '80s and contributes very generously to Miami Dade College Alumni Foundation. His unusual expertise in computer creativity, his successful business leadership developed by his own energy and efforts, benefits the community and sets an example for young people.

CAROLE MASINGTON — Sponsor — INFORMED FAMILIES OF DADE COUNTY, INC. A life-member of the Suburban League, she provided volunteer service for patients at Children's Hospital and fund raising; organized local groups of parents and children to participate in educational programs about drug abuse and worked with Dade County School Board to implement curricula in grades K through 9 for drug education; worked five years with Spectrum Drug Rehabilitation programs and Youth Crime Watch programs with schools; organized Adopt-A-Cop program for state highway patrolmen assigned to Dade County. Recruited volunteers as paralegal aides to prosecutors in State Attorney's Office and founded Floridians Speak to Washington about Crime.

TROPIC

JULY 8, 1984

THE MIAMI HERALD



T

HE COP AND THE GREEK TYCOON

A story about friendship money can't buy.

FROM THE EDITOR

RICH MAN, POOR MAN



KEVIN HALL

When we first met Harvey Bach he was trying to help us figure out how to conduct a public event without making a public nuisance of ourselves. That's one of the things Harvey is good at, and that's what he does for a living as a cop for the City of Miami, where he concentrates on making rock concerts and football games and other big-crowd events go smoothly.

He helped us a lot. But as my associate, Gene Weingarten, learned, Harvey is also good at talking. As he guided Gene through the ins and outs of running the public lunacy last month that we called *The Hunt*, Harvey would talk genially away about lots of stuff, just being friendly. But there was one thing he talked about more than any other.

It was about this friend of his, see; guy named Tyki. What a guy, this Tyki. Amazing. Millionaire. A *real* millionaire. Banks. Businesses. Wacky Greek. Started with nothing. Always got a wild scheme going. The boat. Geez, you should see that boat. A real rich guy, but you'd never know it from talking to him, you know? Buys an ice cream shop. Sells it when he runs out of ice cream. What a guy, my friend Tyki. Friends since high school days, when we were both broke, before he knew English, when we were kids. What a brain. Inventor. Invented electronic language translator, pocket-sized. Made millions on that. Never stops. Always something new going.

Well, Harvey wouldn't stop. On and on about his friend Tyki, until Gene began to think that Tyki might be a story for *Tropic*.

So Gene asked Miami freelance writer Mike Clary to take a look. And Mike right away saw something more here, something better than a story about an amazing guy whose brains and energy practically manufacture money. There was a story here about a remarkable friendship between two people who, in the normal way of things, probably should have had nothing at all in common, probably would have been just a little wary, each of the other.

No question, Tyki is rich, one of the richest guys around. And maybe you can't call Harvey Bach exactly poor. He's a sergeant, after all; makes enough money to live at least decently, works a second job now and then for the extras. But compared to Tyki he sure is poor. And friendship usually doesn't stand up well under that kind of financial difference.

So Mike spent some time with each of them, separately, and with the two of them together. He went to their homes, to the yacht, to dinner with them both, and he learned a lot about their special relationship.

He learned: They fight about everything, right down to the ketchup. Each clearly thinks the other's way of life is outright crazy. They're on each other's case about something or other all the time. Neither can come even vaguely close to explaining what they, and their families, could possibly have in common any longer, now that one has grown up to be rich, and the other not.

But despite all this they are, they just are, great friends.

JULY 8, 1984



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By Mike Clary So your best friend is a multimillionaire and you still crack up over the time you broke into the men's room as kids and it was occupied. So your best friend is a cop and you give him a whole business and he sticks a sign on the door that says "By appointment only" and never goes there. So what do you talk about? What kind of friendship is this anyway? Cover photograph by Carol Guzy.

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THE COP AND THE GREEK TYCOON

They are best friends. But the money separates them, sits between them like a barrier mountain, casting strange shadows.

Harry and Tyki go back a long way together. They go back to Southwest Miami High School, to those cliché-olimpic days when Tyki put two four-barecks on a 1952 Plymouth Valiant and they roared with laughter as they blew ruts away on Galloway Road.

They go back to drive-in double dates and a crazy trip to Kjusasa, and that time in the L.A. airport when Tyki decided to swear a thimbe by eliminating ever-the-dear of a guy toilet, only to find the most occupied. "Busy here," shared the startled man in the stall, and Harry and Tyki still crack up when either says those two words. "Busy here."

They go back to Tyki's First Impossible business deal, in 1967, when for \$2,000 he bought a four-unit apartment building, condemned because it was in the way of Interstate 95 through Little Havana, and then paid \$22,000 to move the whole thing to Open-Book. "I wanted it. That's why I did it," says Tyki. "I think I made almost \$5,000 on that."

Harry Barch is a sergeant with the City of Miami Police Department and Tyki — Anastasio N. Kyriakides — is a very rich man. They met in

BY MIKE CLARY

THE COP AND THE GREEK TYCOON

teen-agers. Both pumped gas then, Tyki at the Sunoco station on SW Eighth Street, and Bach at the Standard on Coral Way. They hit it off. Tyki, who had come over from Greece when he was 14 and spoke English with a thick accent, liked Bach's smoothness, the glib, funny way he had of telling stories. Bach admired Tyki's energy, his determination to make something of himself, his madcap mania to find a cheap jaijoly, fix it up, and sell it for a profit.

After two decades of nerdy entrepreneurship, Tyki now owns banks, computer manufacturing firms, and a \$2 million yacht that he paid for in cash. After 18 years of police work, Harvey earns \$17.50 an hour. Each man calls the other his best friend.

Best friends are a phenomenon of youth, and usually such friendships don't last. People move away, get older, change. Ex-best friends are the people on Christmas card lists. A best friendship that endures is rare.

Rarer still is one that endures after being suddenly clobbered by a force as powerful as money. Money usually becomes divisive. It piles up as a measure of unequal achievement, of unequal value. Of unequal self-worth.

Tyki and Harvey don't try to analyze their friendship, as if to examine the tie is to weaken the knot. But they know their partnership has been tilted by the money, and their friendship endangered. They seem more improbable every day. Approaching middle age, they have almost nothing in common but a past. There is no reason why they should remain best friends. But they do.

"He is the only one I can trust 100 percent," says Tyki of Harvey. "He never asks me for anything."

"In a way, I guess I live through him," says Harvey of Tyki. "It's neat to have a friend who can just go out and buy anything he wants. I have security in his success...."

They meet for a quick bite of dinner after work.

Tyki begins to complain about the plastic-wrapped packets of ketchup the restaurant serves with an otherwise classy meal of steak and French fries. "So what?" says Bach, slouched down in his chair. He has just come from softball practice, and is wearing a gray T-shirt. He is tired from having worked a late shift the previous night as a security guard, an extra off-duty job that pays him \$112 per gig.

"So what? So this is crap," says Tyki, flicking the ketchup packet

with disgust. He has just presided over a board of directors meeting at his bank. He is dressed in a pale blue shirt and striped tie, neatly knotted. "They serve a nice meal and then ruin it with crap like this. I've told the owner he should serve ketchup in a bottle."

Harvey shrugs. He doesn't care about ketchup, and would prefer that his friend not make a fuss.

"It's like with that part-time job of yours. One hundred twelve dollars." Tyki shakes his head. "You're my buddy. What am I supposed to think of you working a job like that? It's demeaning."

Harvey sits up suddenly, and with a flourish of mock anger, grabs an empty bottle from the table. Holding it by the neck, he asks, "What would you think if I hit you on the head?"

They both laugh. "You're my bad example," says Tyki. "Maybe that's why we're still friends. You remind me of what happens if I stop working."

"Yeah," says Harvey. "I guess you're an example for me, too. If I make a mistake, I might get rich."

In fact, for years Tyki has been trying to make his friend at least prosperous, if not rich, and for years Bach has resisted. When Tyki's first corporation went public, in January 1978, the stock sold for \$1.50 a share. Tyki urged Bach to buy. "I didn't buy it," said Bach. "I'm superstitious. I didn't want to jinx it. I was also afraid of the risk." The stock went to \$18 a share in six months.

A year ago, Tyki gave Bach a sporting-goods store. Just like that, Bach regarded the store, at the corner of SW Eighth Street and 87th Ave., as a convenient means of supplying the sports uniforms, promotional T-shirts and balls and bats that he is asked to round up for the police department teams. With a retailer's license, he figured, he could buy athletic equipment easily and cheaply. "To me," says Bach, "the store is a hobby."

For Tyki, it has been nothing but an irritation.

In the window of Bach's sporting-goods store, called The Connection, is a sign that reads, "For appointment, call 552-5000." The store is never open; there are no regular hours of business. In theory, anyone who wants to buy softball uniforms, or a cap or two, can call that number, leave a message with an answering service, and Bach will arrange to meet that customer at the store in the evening. But Bach rarely returns any calls.

It drives Tyki wild. "That sign: 'Appointment only,'" says the millionaire with exasperation. "that bothers me. I'd have 50 salesmen in there. He's not doing the store justice. He could have a thriving business."

"You know what Harvey's problem is? He's an honest cop. I have seriously tried to get him into a business, a legal business. But he feels it would be a crime not to collect his

pension. I don't blame him for that. But I do blame him for not working hard on the store, or with me. What's he going to have when he retires? I'll probably have to pick him up by the back of his neck."

Says Bach: "I know he's disappointed. He expected the business to be successful. But this is a hobby. He doesn't have any hobbies. It aggravates him. It aggravates him when I do things like wash the dishes, or sit in the sun to relax. He wants me to go to dinner with him on a Friday night, and I tell him I've got bowling Friday nights. It's a commitment: I'm in a league. He can't understand that. To him, if it doesn't put money in your pocket, it's a waste of time."

"This is a strange relationship we have, psychologically speaking. There has got to be something I derive from it, but I really don't know what. But then, I didn't know what made it work in the first place. Maybe an ability to communicate...."

Bach is frankly fascinated by his old friend's wealth, and with the same delight that he once described Tyki driving through a downpour in an orange Pinto with no windshield wipers he now regales listeners with yarns about the gold-plated banisters on Tyki's yacht, or how his friend once bought an ice cream parlor and tried to give it away when the ice cream ran out.

Because of Tyki's riches, Bach carries around with him a hidden power, a delicious secret. In January, for example, when the inaugural "Pig Bowl" football games between Miami and Metro-Dade police was about to be canceled for lack of \$2,000, Bach set up a meeting and casually volunteered to provide the money. Tyki's money. "I have unlimited credit," Bach deadpanned.

Tyki's money gives his old friend — always a magnetic, effervescent character — an extra sparkle. How many cops have a millionaire for a best friend?

Still, the money separates them like a barrier mountain, casting strange shadows. Somehow, differences that once made teen-age buddies perfect complements to each other now seem irritations. Bach is sometimes embarrassed by what he sees as fits of imperiousness and impatience from Tyki, who has become accustomed to the quick, attentive service money commands.

"With his wealth, a lot of fun has gone out of what we had," says Bach. "When we talk, he talks about business. And that gets boring."

Tyki, on the other hand, is increasingly bothered by what he views as Bach's lack of initiative: "He hasn't done all he could for himself, with the store or his career. We're different. He goes bowling, for example. I went bowling with him once. I split my shirt. I didn't enjoy it. I don't enjoy any sport, really. I guess my only sport is to see how many chips I can gather before I leave."

Tyki has been rich for about five years now, since a lifelong drive to be more successful than others around him paid off big in an idea for a hand-held computer that would translate one language into another. The translator, called the Lexicon LK-3000, was a sensation when it came on the market in 1978. In 12 months, Lexicon Corporation sold 30,000 translators, the company's stock rocketed upward, and big-name competitors were rushing out their own models. By 1980, the boom was over, and Tyki was forced out of his own company by people he had brought in to run it. But he took about \$2.5 million worth of stock with him.

Tyki is now a banker, the founder, chief executive officer and president of Tower Bank in Hialeah Gardens, with two branches in Southwest Dade County, and the president of Mylex Corporation, a firm he set up to develop and produce another of his inventions, a portable computer which will scan and record any printed matter through a "magic wand." The company is scheduled to go public in August with an offering of 2 million shares. Tyki expects the Mylex wand to revolutionize the field of optical scanners.

Tyki also owns a manufacturing plant in Hollywood, several shopping centers, land all over Florida, two vintage sports cars, and property across from the Brickell Avenue Metrorail station on which he plans to build this year a \$3.5 million condominium-cum-shops complex, including another bank branch. He also intends to put up two more shopping centers, found an airline, buy a freighter, buy a house on Biscayne Bay and buy a private island.

Tyki is a genuine American success story, the stuff of myth, and he is deservedly proud of what he has accomplished. He left his home in Piraeus, a port city near Athens, in 1961 with no money and speaking only a few words of English, to join his father in Los Angeles. His father had deserted him and his mother — a concert violinist who now lives in Miami — when Tyki was a year old. In Los Angeles, Tyki did not get along with his father's wife or stepchildren, and at 15 he moved to Miami to stay with an aunt.

"He was always very ingenious, a very smart boy," said Tyki's mother, Philomela Pepelos. She recalled that at the age of 13, Tyki wired up a kids-only telephone system so he could talk to his friends after they were made to go to bed. "He was always worked up, never sleeping, always thinking," she said. "The people at his school told me he was going to grow up to be a big shot."

He is a big shot now, when he visits his hometown in Greece in the summer, and in South Florida. And like a man with a new identity, Tyki is still learning how to live with his wealth. He is not always comfortable. Each day, for example, he has to fend off an assortment of people who show

THE COP AND THE GREEK TYCOON

up with their hands out. They are distant relatives, high-school classmates he never really knew, the presidents of universities, the chairmen of foundations, Greek-Americans touting ethnic kinship, country club officers, inventors with crude drawings on cocktail napkins. Every time he returns to his office from business elsewhere, he is handed a stack of telephone messages. "They say, 'Let's get together for lunch,'" he says, riffling through the notes. "You bring the yacht and crew and I'll bring the chicken."

Tyki's dilemma is that of the newly rich: Do would-be friends value his friendship, or covet his money? Bach tries to help. "I remind him, I say, 'Ask yourself, why does this person like you? You are a nice person, but how do they know? You have to be cautious.' Tyki has seen so many people come with their hand out. He has groupies now, just like rock stars."

Tyki is not likely to generate sympathy with lamentations about the problems of being visibly wealthy, and indeed, he is not bemoaning his fate. On the contrary, he often seems hungry for publicity, desperate for recognition, as if only one more feature story on the self-made tycoon can validate his accomplishments. He acknowledges the gascherie of basking for acclaim, and then, with a boyish grin, admits his addiction. "I wouldn't mind seeing a list of the richest people in Dade County, or South Florida," he says. "I'm in the top 10, definitely. It's a way of being proud of myself, of being counted in the group of hard-working people who have succeeded."

Tyki is keenly aware of the symbols of success, they, too, are important as a measure of what he has done. He drives a new Jaguar. He wears a gold Rolex Presidential watch. Even the yacht — all 84 feet of it — is more for symbolism than for sailing. Tyki admits he doesn't particularly enjoy being at sea.

Tyki — a nickname he inherited from a favorite uncle in Greece — is 37 years old, short, round-cheeked. His dough-boy body evidence of his dislike of physical exercise. He has a stationary bicycle in his bedroom, and a \$4,000 treadmill in his garage, but he ignores them.

Despite the money, Tyki and his wife Maria have not adopted a lavish style. They live in the same Westchester house that Tyki built when he was single. There have been changes. The house has been enlarged and remodeled. There are two maids. There are expensive gadgets here and there.

But Tyki and Maria are not living a fantasy existence, the buy-anything-because-we-can life that lottery players dream about. Maria cooks some. They limit themselves to going out just one night a week without the children. They could spend more. "I don't think the money is going to change us that much," said Maria. "That nouveau riche

staff is not our style. I think the money just makes our life a little easier."

Tyki likes to say that he became rich because he had an idea, and pursued it when everyone told him it wouldn't work.

"I really believe that anyone can do it. Anyone can do what I did. You have to really want to, and have tenacity. I am not afraid of failure. I am fearless. I worry a lot, yes, but by then I have already jumped."

He came up with the idea for the language translator on Sept. 16, 1973, a date engraved on various plaques in Tyki's home and office and central to his personal mythology. He recounts the actual moment: While reading the newspaper, Tyki came across a word he didn't know and absentmindedly reached for a pocket calculator instead of a dictionary. The calculator couldn't provide a translation, of course, but it did provide the germ of an idea.

Beginning with \$500, he found someone to make drawings for him, and then a bulky prototype. Using his salary as a bank collection officer to finance work on his invention, he drove repossessed cars, and showed up frequently at Connie and Harvey Bach's apartment for dinner. The Bachs lent him money in those days. Eventually, he triumphed.

Last year Tyki was featured in a Miami-Dade Community College advertising campaign. On the sides of dozens of county buses was a picture of Tyki, in a business suit, at his desk, looking out over the slogan, "Where successful careers begin." On his face is a proud smile, and in his eyes a merry twinkle, as if he is thinking, "Can you believe this? Twenty years ago I couldn't speak English. And now I'm a model of achievement." And of course, it's true.

Tyki is naturally gregarious, friendly, a likeable man who emits a high-pitched giggle when recalling some silliness from the early days. He seems immediately candid and honest. Although he has learned a cynical defensiveness to deal with those who clumsily seek his financial favor, he remains generous. He gives to the Greek church to which he belongs but rarely attends, he supports the Masons and the American Cancer Society, and even helps out his ex-wife, a former high-school classmate to whom he was married for about two years when both were in their 20s.

Tyki is not a naturally reflective man, or an intellectual. He does not read books, and spends no time trying to understand his drive to prosper. "Why think about that when I could be thinking about how to buy an airplane?" he asks. "Tyki Airlines. How does that sound?"

Harvey Bach, the son of a Jewish delicatessen owner, had graduated from South-west in 1963, but two years later often hung around the school because Connie, then his girlfriend, was still a student. One day

Connie introduced Harvey to the new Greek kid in her homeroom. "He could hardly speak any English then," remembered Connie, "but he was so friendly..."

Said Bach: "It's hard to remember the exact attraction, but I guess we liked to do the same things."

Harvey always wanted to be a cop. After attending Miami-Dade Community College, where Tyki later joined him, he entered the police academy. He graduated on Dec. 9, 1966, and the next day he and Connie were married. Now, at the age of 38, he is the police department's director of special events, in which he coordinates police assignments at parades, demonstrations and concerts. Within the department he has

"You're my bad example," says Tyki. "You remind me of what happens if I stop working."
"Yeah," says Harvey. "I guess you're an example for me, too. If I make a mistake, I might get rich."

attained a certain stature that transcends his rank: It is Bach who dispenses the patronage, assigning lucrative off-duty details.

Bach looks good in uniform. Tall and trim, his black hair edged in gray, he lends the official navy blue and polished leather a sharp stylishness that most cops can't offer. He has never fired his weapon in the line of duty, and now, off the street and in an administrative job, will probably never have to. Twice, when he was on the street, he was named courteous officer of the month. He is proud of his record, and says he has no regrets about the life he chose.

Bach is going for his pension. In eight years, he can retire and collect 60 percent of his highest annual salary, which should come out to be about \$24,000 a year for life.

Getting that pension is important to Bach, the mark of completion. But for years now, Tyki has been urging his friend to forget the police department, forget the pension, and come to work for him, in any capacity he wants. To Tyki, the value of Bach's pension is almost laughable. Why, in one year, a year when he was divorced from his first wife and Lexicon was making money, Tyki spent twice Bach's prospective pension running an open tab at Daphne's, a singles bar in the Sheraton River House.

"That's the way I am," said Bach. "I'm not a mover, not a shaker. I don't like taking risks, especially with other people's money. I think I could talk

Tyki into anything. But I haven't because I don't want the responsibility. I won't let him do these things to make money for me. Maybe down the road, when I have more time. If I had a legitimate idea for a business venture that I thought would make him money along with me, I'd ask him to loan me the money. But I don't want to fail, not with his money."

Bach has been learning to relax. A few years ago, when he briefly held the Lexicon security director's job, he had a telephone in his car, as Tyki does. He worked in the police records department then, and felt harassed in the office. He saw a doctor for stress. "Now, I can sit by the pool on a Saturday for four or five hours, and really relax," he said. "I'm getting tan for the first time in my life."

Tyki has a pool at his house, a two-story home that is deceptively roomy and comfortable behind a nondescript duplex look to the front. Tyki has never lounged by the pool, and in fact has not been in the water at all in more than two years.

Tyki never really relaxes. Even away from the office, he wears his urgent ambition like a lead red coat. It is not just the jumpy impatience, the habitual hand-wringing, that gives him away. There is something else, maybe a look of barely-restrained frenzy in his brown eyes, that makes even a casual acquaintance want to put a hand on his arm and say, "Show down, Tyki. Take it easy."

Recently, in the middle of a long evening in a Greek restaurant — a new Coral Gables restaurant that he has financed and where he is treated like royalty — Tyki came back from stuffing a few bills between the breasts of the belly dancer and grew suddenly melancholy. "Would you want your daughter to have to do that for tips?" he said, indicating the dancer, whose hips and upper torso were shaking wildly in time to a feverish bouzouki. He shook his head. "Or what about that old man?"

The old man is someone he had noticed a few days earlier, scraping paint from the gunnels of his yacht in the Merrill-Stevens Dry Dock Co. shipyards on the Miami River. The man was about 60, and had the rheumy eyes and the slow-motion pace of a heavy drinker.

"I get scared when I see people like that," said Tyki. "They remind me of what could happen to me, if I lose everything. I don't want to end up like that." Tyki shakes his head, as if to dislodge the memory of the old man on his yacht. Then he adds, "I've got to do something to help that old man."

The chances of Tyki ending up like the old man working on his boat are slim. His bank is thriving, the Mylex Corp. prospectus predicts that a popular, portable text-reading computer will soon be on the market, and he has a fat portfolio of sound investments. Even more important, Tyki has an instinct for making money and an obsession to

continue making it. He won't stop; he can't.

"Oh, he's definitely a workaholic; I tell him that all the time," said Tyki's wife, Maria. Maria is 27, 10 years Tyki's junior. "He's at it 24 hours; even in his sleep he's thinking business. In his mind, maybe he feels he hasn't accomplished all he wants to."

Tyki is the classic workaholic. Once a goal is set, he is more interested in the pursuit than the accomplishment. Money and status are merely scorecards. He is rarely sick. He has rarely known failure.

He abhors the weekends, seeing them only as frustrating interruptions in the work week. Tyki does what he can, scheduling some meetings on Saturday morning, and working the telephones from home. And he worries. "If I'm not there, running the business, maybe something will happen, something to jeopardize my wealth," he said. Saturdays and Sundays are filled with time to kill, and for Tyki, the time does not die easily.

"It gets to be a bit much sometimes," Maria admitted.

Tyki and Maria met at his aunt's house in a set-up arranged by his mother, who thought that a 32-year-old man with a lot of money ought to settle down and start a family with a nice young lady, preferably a Greek lady. Maria Spiros, who took a degree in design from Florida State University, was raised in a middle class family in West Palm Beach.

The weekend after their first meeting, Tyki went to Palm Beach County to meet her family. On the next weekend, they went out to dinner, alone.

"We had a nice, long dinner, with wine, and we talked for hours about everything," Maria recalled. "Then, he just said, 'Would you like to marry me?'"

"And I said, 'Yes.' He was so charming, and we had the same goals. He wanted a family like I did. And he was Greek. That was important, because my ethnic heritage is important to me."

Maria and Tyki were married Dec. 2, 1979, just three months after they met. "That's the way he is," she said. "When he wants something, he goes for it."

Maria said she is used to her husband bringing business associates home for dinner at the last minute, and of his spending the entire evening talking on the telephone. She still occasionally threatens to rip all the telephones out. The threat is made only partly in jest. But she has also tempered her efforts to change him.

She, along with Bach, are concerned about his health. Bach has been urging Tyki to jog with him in the late afternoons, but Tyki says he has no time. "He has to start exercising," said Bach. "He will make a commitment and do it when he gets scared."

Although he says he has no major health problems now, Tyki has been scared before. During the most hectic days of Lexicon, when the firm was undercapitalized and overcommitted,

Tyki said he used to awaken in the night gasping for air. "I'd get up and take a shower, thinking that would relax me," she said. "But the steam made me feel claustrophobic. I thought it was my heart. One night I looked through the Yellow Pages, found the nearest doctor, and called him. The next day I went to the Miami Heart Institute. My heart was perfect. It was nerves."

"It is not all luck, what I have. It doesn't happen like that. A lot of thinking, planning and sleepless nights went into this. I still wake up sometimes with palpitations, especially if there is a deal I'm working on. But I'm not worried about failure. That is my formula: Don't be afraid of failure."

Tyki paused for a deep breath. He smiled, gave a slight shrug, and then added: "There is an old Greek saying: Drink and be happy. I guess I'm the biggest violator of that."

Getting a boat was mostly Maria's idea. Out at sea, away from the telephones, she thought, Tyki might learn to relax. Just contemplating the idea, however, sets Tyki to lightly rubbing the backs of his knuckles and a sheepish grin to cross his lips. "Maybe for the weekend," he says.

Getting a custom-built, \$2 million Burger, a yacht known for its seaworthiness and luxury, was Tyki's idea. He figured it would be a good investment.

The first thing Tyki did after buying the yacht was to change its name, to "Tyki." His next step was to hire a captain and crew, and sail it right into dry dock so that it could be made his own.

His first cruise on his boat proved to be an agonizing experience.

Motoring down to Miami from Palm Beach, in clear weather, the rocking of the "Tyki" in the choppy Gulf Stream made his 3-year-old son Nicholas seasick. "He was crying, 'Daddy, Daddy, no more, no more,'" Tyki remembered. "He felt so bad. And he thought I was doing it. I couldn't take it. I yelled at the captain, 'Beach it! Beach the boat! I don't care where, just get to land!'"

"At that point, I didn't care what happened to the boat. The boat could be fixed. But I couldn't stand the idea that Nicholas thought I was making him sick."

Fortunately, within minutes the yacht's captain spied an inlet to the Intracoastal Waterway, and both further torment and damage to the boat were avoided.

That incident is perhaps illustrative of Tyki's love — some would say indulgent love — for his children, and also of his peculiar relationship with money. "Making money is not hard," he said. "What's hard is keeping it. I am not frivolous. I tip a straight 20 percent. I get 10, 20 calls a day from people who want money, people who think, 'Here's a guy who has lots of money, what's \$1,000 to him?' But you multiply that by the population of Miami and you're in trouble."

"I have made loans like that. A while ago I gave \$500 to the guy who washed

my cars. He said he needed to fix up his truck. I liked the guy, but I also figured he wouldn't come back. I never saw him again."

"At the same time, I know that tomorrow I could lose everything — everything but my family — and I would come back. I am determined, aggressive. I never say no."

Bach and his wife Connie, an airlines reservation agent, have no children. Tyki and Maria have two, a son Nicholas, 3, and an infant daughter named Stephanie. Bach fears that as Tyki's business ventures grow, the strain on their friendship will also grow. But he feels Tyki's children will

help keep them together. Harvey will have the time that Tyki doesn't.

"I don't think our friendship will ever completely fade," says Bach. "There'll be peaks and valleys, when he gets involved in some business things. You can't compete with that."

"But I see myself taking his kids bowling and to ball games. That's the sort of thing he won't do."

Says Tyki, "I like my life. If you ask Harvey, I could be happier if I could relax and enjoy myself more. But I'm happy right where I am."

And Harvey, Harvey will always be my friend, because he's...well, he's Harvey."

MIKE CLARY is a freelance writer.



"Harvey will always be my friend, because he's...well, because he's Harvey." — Anastasios N. Kyriakides

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produce the world's first handheld optical scanner; the company stock soared from \$1 to \$15 in the first 12 months. A year after founding Mylex, on yet another burst of intuition, Kyriakides bought a sunken cruise ship for \$900,000 from Lloyds of London. He raised it from the ocean floor, refurbished it, and started Regency Cruise Line. Four years later, Regency was the sixth-largest cruise-ship line in the world. And Kyriakides again sold his interest — 4 million shares at \$4 per share. "You must trust your intuition," he says.

COVER YOUR, UM, ASSETS. What Kyriakides is saying is all well and good — for him. He clearly has the track record to prove that his instinct is golden. As for the rest of us, there's a small problem: How do you know that your "fabulous idea" isn't just a hare-brained disaster, a wild hunch? Answer: You research before you leap. Cynthia Ekberg Tsai did some hard library time after her intuition told her to launch HealthExpo in New York City. "I was reading the paper and saw that Comdex [the huge Las Vegas computer show] had been sold to a Japanese firm for \$800 million. A lightbulb went off in my head," she recalls. "Why not a similar show for the health-care industry?" At that point in her career, Tsai had little idea what it would take to mount such an endeavor. "The next day I started doing my homework," she says. First, she confirmed that nothing like HealthExpo existed; then she educated herself about the health-care industry, the world of big consumer shows, and what it would take to market a project like

THE INTUITION NETWORK

Care to dig deeper into the mysteries of intuition? The Intuition Network sponsors conferences, offers publications, and can put you in touch with others who yearn to cultivate their intuitive powers. For information, e-mail the words "send info" to info@intuition.org, call 415-256-1137, or write: Intuition Network, 369-B Third Street, #161, San Rafael, CA 94901.

HealthExpo. Tsai sought out counsel from experts like Candida Romanelli, director of the famous New York International Auto Show. She founded the business in 1995. It took two years for HealthExpo to take off — and take off it did. "We had more than 20,000 visitors — an extraordinary number for a first-time event," boasts a triumphant Tsai.

FIND YOUR ANCHOR. Most entrepreneurs are naturally intuitive people, but there's a hitch. It's quite possible for a business to go under, drowning in unattended details, while the captain of the ship is absentmindedly looking for new courses to chart. That's why you need to make Marv the Accountant your best friend.

"Think of the organization as a brain," says Agor. "Just as a brain needs both a left side and a right, a business needs both intuitives and analyticals. If you're an intuitive, make darned sure you have analytical people as part of your team." Analytical types are also the best kind of people to run your ideas by in the first place. "They often see things you don't," says Agor. "Listen to what they have to say."

If Spider-Man ever goes into business, he'd better find himself an analytical partner — Ledger-Man?

— Additional reporting by James Morrow

AS GOOD AS A GUESS? *Rate your intuitive powers*

Complete the following quiz as honestly — and quickly — as you can. It will give you a gauge of how strong your gut instinct is.

1. When working on a project, do you prefer to:

- a) Be told what the problem is but left free to decide how to solve it?
- b) Get very clear instructions about how to go about solving the problem before you start?

2. When working on a project, do you prefer to work with colleagues who are:

- a) Realistic?
- b) Imaginative?

3. Do you most admire people who are:

- a) Creative?
- b) Careful?

4. Do the friends you choose tend to be:

- a) Serious and hardworking?
- b) Exciting and often emotional?

5. When you ask a colleague for advice on a problem, do you:

- a) Seldom or never get upset if he questions your basic assumptions?
- b) Often get upset if he questions your basic assumptions?

6. When you start the day, do you:

- a) Seldom make or follow a specific plan?
- b) Usually make a plan to follow first?

7. When working with numbers, do you find that you:

- a) Seldom or never make factual errors?
- b) Often make factual errors?

8. Do you find that you:

- a) Seldom daydream during the day and really don't enjoy it when you do?
- b) Frequently daydream during the day and enjoy doing so?

9. When working on a problem, do you:

- a) Prefer to follow the instructions or rules when they are given to you?
- b) Often enjoy circumventing the instructions or rules when they are given to you?

10. When you are trying to put something together, do you prefer to have:

- a) Step-by-step written instructions for assembly?
- b) A picture of how the item is supposed to look once it's assembled?

11. Do you find the person who irritates you the most is the one who appears to be:

- a) Disorganized?
- b) Organized?

12. When a crisis that you have to deal with comes up unexpectedly, do you:

- a) Feel anxious about the situation?
- b) Feel excited by the challenge?

HOW TO SCORE

First, total the number of "a" responses you circled for questions 1, 3, 5, 6, and 11.

Second, total the number of "b" responses you circled for questions 2, 4, 7, 8, 9, 10, and 12. Add the totals.

If you scored above an 8, your intuition is humming. If you scored above 10, you are an intuition superstar, in the top 10 percent of all Americans.

By permission of Weston Agor, Ph.D., ENP Enterprises, 5525 North Stantec Street, #18-D, El Paso, TX 79912.

self what word or concept you associate with wrinkles. Old. What's the next word that comes to mind? Young. What does young signify? Health . . . innocence . . . fitness. What do you associate with fitness? Vigor . . . vitality . . . radiance. And so on. As you make these associations, write them down. "Wear yourself out," says Fisher. "Go for total brain dump." After you've finished the list, begin another, starting with the word *crash*. From these lists rearrange as many words as possible. "That," Fisher says, "is where you'll intuit your new product name, idea, or solution."

FLIP A COIN. Don't want to work so hard? Dig around in your pocket for loose change. Then, the next time you have a tough decision to make, flip a coin, and make a commitment to stick with the outcome. As the coin lands, heads or tails, observe your feelings about the results. Here's the magic: If you're pleased, the coin toss is reinforcement. And if you're not happy with the decision fate has thrust upon you, you've gained valuable insight into your Spider Sense. "Even something as simple as that can help bring your intuitive thoughts to the surface," says Richard Contino, author of *Trust Your Gut! Practical Ways to Develop and Use Your Intuition for Business Success* (Amacom Books, 1996). (P.S. You're allowed to break your promise.)

GET WIRED. "The intuitive process is almost visceral. I use my entire body as a decision making instrument. When I find the right answer, I get a surge of what feels like electricity," says Virginia Littlejohn.

LEGENDS OF INTUITION

Some giants of industry are known for their roughness (think: Albert Dunlap); others, for their cunning (think: Bill Gates). The four cited below are perhaps best known for their gut instinct.



CONRAD HILTON. He was buying the old Stevens Hotel in Chicago. "My first bid, hastily made, was \$165,000. Then somehow that didn't feel right. Another figure kept coming, \$180,000. It satisfied me. It seemed fair. I changed my bid on that hunch. When they were opened, the closest bid to mine was \$179,800." He got his hotel.



EDWIN LAND. The Polaroid camera is said to have been born on a beautiful day at the beach. Land's little girl reportedly turned to him and said, "Daddy, wouldn't it be nice if we had a picture right now?" That gave Daddy an interesting thought.



RAY KROC. The milkshake-mixer salesman came to deliver eight machines to the McDonald brothers' restaurant in 1952 and had a flash that fast-food hamburgers were America's future. So, he made the McDonalds a buyout offer, based on what he later called his "funny-bone instinct." Can you say "McBillions"?



AKITO MORITA. His sales experts predicted a big flop and warned him to drop the project, but the Sony chairman said he had a hunch the Walkman would make it big. Those same sales experts are now somewhere selling used Betamax VCRs.

BREAK A SWEAT. Is it possible that President Clinton's jogging is doing more than working off the morning's burgers? Yes; he might also be intuiting a way out of his next run-in with Congress. "Any sort of physical activity is good for quieting down your mind," says Contino. "If you run or exercise at a gym or even start drumming your fingers on your desk, you channel off that nervous energy that blocks your intuitive thought process."

PLAY THE MARKET. Veteran stock picker Bill Staton, chairman of the Charlotte, N.C.-based Staton Institute and Staton Investment Management and editor of the popular *Staton Institute Advisory* newsletter, agrees that tension disrupts the intuitive process. "Think of a snow globe," he says. "For the snow to settle you've got to be still. The way I get to my intuition is by sitting quietly and closing my eyes. If I do that, it never fails me. The answer I'm looking for will come to me. I'll see it like a bright neon sign that says very clearly, 'Yes — buy,' or 'No — don't buy.'"

To build your innate decision-making abilities, Staton recommends that you pick out a mock portfolio of securities. "Track them to see how they do over time. As you get better at this, you'll gain confidence."

TAKE A CHANCE. "It's essential to take small risks with your intuitive power," agrees Gary Lim, managing director of the entrepreneurship program at Syracuse University and former owner of various businesses, among them a travel company and a software-development firm. "That way you'll learn how good it is and when you can rely on it." Lim gained a good lesson in instinct a few years back when one of his clients made him an attractive offer to join the firm as part of the management team. "Everything looked great on paper, and the company was in a fast-growing market, but I just wasn't getting the right vibes about the thing. I declined the offer. Six months later the company went under."

GET STEAMED UP. A good, hot shower can make your mind blister with ideas, says Contino. "The body goes into a relaxed state under the warm water, and the mind becomes more relaxed as well, allowing intuitive feelings to come to the surface." So, rather than waste valuable tub time vacantly singing that refrain from "Papa's Got a Brand New Bag," use it to collect your own wit and wisdom. (We wouldn't feel like responsible citizens, however, if we didn't warn you: If no ideas are coming after about 45 minutes or so, get out.)

CONNECT THE DOTS. Everyone has flashes of insight. It's the ones who trust them enough to act who become fabulously rich. "I was reading the *Wall Street Journal* one day and came across a word I didn't know," says Kyriakides, who emigrated from Greece when he was 17. "I had a calculator with me, and I said to myself, 'Wouldn't it be something if this thing could translate words?'"

With that thought, he found a local engineer to create the first handheld electronic translator, and within six months his new company, Lexicon, had orders of \$12 million. At age 25, he sold his stake in Lexicon — 796,000 shares at \$14 each. A few years later, he founded Mylex Corp. to



GUESS GENES: On a hunch, Yaki Kyriakides bought a sunken cruise ship for \$300,000. He lifted it and refurbished it. Four years later, he cashed out for \$16 million.

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You're a new breed of investor, seeking your own ideas on investments and attempting to guide yourself accordingly. One of the main tools on your "Bat Belt" of investment gizmos is the internet. But where do you turn? Message boards where you can't identify the motives of the source of information? Investment firm web sites who are looking more to establish a new account than assist you? Large companies with high tech web sites designed to sell you more than inform you?

And when you do find a "credible" source, when do you re-evaluate their motives, or find a second opinion. The trick is, you don't, you don't have the resources of time, industry and efficiency, you just can't! But we do.

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How does the Internet Stock Market help public companies?

The service the Internet Stock Market provides to public companies is our "Listed Member" page. Investors who do their own research benefit strongly from our site by being able to find the "best" resources of the web at one location, no matter what their investment status or goal.

While here the investor has an option to view the dozens of "Listed Members" of the Internet Stock Market. The idea is simple. The Internet Stock Market receives investor traffic due to its free consolidated online service. These same investors are searching for introductions to public companies for investment constantly. Introductions that will begin their phase of research with the possibility of leading to investment. We provide that introduction for the investor.

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This page contains a few hundred words summarizing the companies activities and structure, a button to receive the latest 15 minute delayed quote, a button to reach the companies press releases, a button to reach the companies most recent SEC Edgar filing for financial insight, and often a button leading directly to the companies home page. The goal of such a site is to create a company introduction, one that the investor will use to consider investment interest.

All companies will agree that communication is the key to reaching the investment community. Everyday the internet becomes a larger portion of that communication. The benefits to a public company are evident, thousands of curious investor visits that may result in actual purchase. Not to mention the ability of currently involved investors coming to the site for information.

Individual web sites, although helpful in providing a source of information, have some inefficiencies. A single site doesnt allow for high volumes of traffic as an audience. www.Internetstockmarket.com provides that traffic for a company. One most important factor is that as a smaller firm your web site is invaluable, but the cost behind maintaining the site, and drawing attention to it lessen when you now appear with over 60 other companies mimicking the same efforts, increasing exponentially your ability to be in the right place for the curious investors inquiry.

Beyond that ISM offers discounts to "Listed Members" on services provided through Standard & Poors and Moody's, Edgar Filings, and television and radio exposure possibilities.

Contact C. L. (Corey Waltz) for more information at 813-896-9696
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INTERNET STOCK MARKET

The Internet Stock Market (ISM) is a site on the World Wide Web designed to provide Investors with a central location where they can access information about small to medium cap companies. Until now, information about these companies has been scattered across a vast number of exchanges and individual market makers.

"As the founder and then chairman of several public companies, I was always on the other side of the table — trying to raise capital through public offerings. It was a difficult task because most big brokerage houses do not want to deal with start ups or smaller revenue companies. So your stock doesn't reflect the actual value or potential of the company. The internetstockmarket.com will offer other companies what I didn't have access to before," said Taki Kyriakides, Chairman and CEO of Internet Stock Market.

Mr. Kyriakides said there were several key factors that made the timing just right for the development of the Internet Stock Market web site. First, maturation of traditional markets has increased investor interest in the higher risk, higher potential return offered by small cap companies. Also, growth of the Internet itself, and especially the financial information sector, has created a community of potential users that makes a small cap exchange economically viable. At the same time, Internet technology has reduced the cost of disseminating information about investments, which is certainly an issue for small cap stocks. Finally, the SEC's recent adoption of new rules and regulations making it possible to disseminate financial information over the Internet through the use of EDGAR online opened doors for small cap companies.

Mr. Kyriakides has long been a pioneer in the field of Investment Banking, Venture Capital and Initial Public offerings. Colleagues describe him as a rare combination of visionary and pragmatist who has, time and again, demonstrated a special talent for recognizing the potential in a business situation. As founder and CEO of several multi-million-dollar corporations, he has extensive experience in all aspects of product development, marketing and capitalization.

A Comprehensive Listing of Small Cap Companies

For many small cap stocks, a current quote unavailable from any other public online source. These companies may not have active market makers for their stock or may be forced to rely on pink sheets and over-the-counter market-makers. For other small cap stocks, quotes are available from diverse sources.

ISM's home page at its internetstockmarket.com web site displays various selections that direct investors to such topics as: ISM List Members, Insurance, Mutual Funds, Commodities, Stock Quotes, Stock Trading, Research, International Exchanges, Standard & Poor Going Public, Banking, Fixed Income, I Newswire, Financial News, Currency and Mortgage Financing.

The web site specializes in the exchange information between public companies and investors, provides direct links to companies and offers investors the opportunity to extract information by industry segment or individual stock. Once approved, the Company will offer investors the added convenience of off the g trading.

COMPANY PROFILES provide a basic overview of every company listed on the Internet Stock Market. More detailed information on many companies will also be available. Depending on what listing arrangement companies select, investors will be able to access information that includes: FINANCIALS, HISTORICAL PRODUCTS & SERVICES, NEWS & PRODUCT UPDATES, INDEPENDENT ANALYST REPORTS, and the EDGAR and SED, (Canada's equivalent to EDGAR) data base STANDARD & POOR'S, E-MAIL and E-ALERTS and PRESS RELEASES.

ISM also offers a dedicated research resource focused on small cap companies. The Comparative electronic **LIBRARY** is currently being developed with the goal of providing investors direct links to the best research sources for small investment information.

By providing a public forum in which emerging companies can present themselves, ISM gives investors access to early stage investing, that was often previously available only to the circle of company intimates and venture capitalists.

Free Quotes

There is no charge to investors for visiting the Internet Stock Market web site, Stock quotes are free and unlimited. Using **STOCK QUOTES**, the investor will be able to access quotes without leaving the site. Company profiles and other information are also provided at no charge. The Internet Stock Market generates revenues from listing fees charged to the companies for inclusion in its database.

The Internet Stock Market's goal is to increase its listed members' shareholder value and maximize their exposure directly to the financial and investment communities. This is achieved through the Company's networking resources of more than 4,000 financial professionals, including brokers, broker dealers and investment bankers.

There are a variety of ways for a company to seek financing and many factors to consider. The Internet Stock Market can help companies evaluate these factors, and assist in financing through established investment banking relationships and other resources.

At this point, the Internet Stock Market is an information exchange. The Company's goal is to create a place where crucial information trading can take place. In the case of small cap stocks, this has been missing.

Recent Developments

In August, the Internet Stock Market signed an affiliation agreement with Time Warner wherein ISM has become "Content Partners" through a program called Road Runner. This is an online information service which connects its customers' home PCs to their television. The service is super fast, cyber smart, and user friendly. It seamlessly integrates local programming with national and international content from the world-renowned resources of Time Inc. and Time Life. ISM's website can currently be viewed on "millions" of

televisions across the United States. This program has provided ISM tremendous exposure. ISM continually seeks avenues of exposure for the Company and its listed members.

ISM also recently entered an agreement with Standard & Poor's to offer a dynamic investor relations service to companies within the small cap marketplace. Any OTC Bulletin Board company can inquire about applying for a listing in Standard & Poor's popular MARKET ACCESS Program via ISM. This enables publicly traded companies in the Microcap category to receive virtually the same level of coverage traditionally afforded to only large companies. ISM is the first organization to offer Standard & Poor's MARKET ACCESS Program to the general public on the Internet. All companies that sign up through ISM and are approved for coverage within MARKET ACCESS are eligible to receive a 15% discount off the standard application fee.

The Company also entered an agreement with PRNewswire to be its official PR wire service. This affiliation is a sound strategy capturing the attention of top financial investors. PRNewswire will announce its endorsement of all new companies joining the Internet Stock Market through PRNewswire.

PRNewswire has been the industry leader in the amount of traffic and number of members for each of its 40 years in existence. PRNewswire's and ISM's combined "hits" are well over 8 million per month. PRNewswire believes this unique combination can deliver broader accessibility to the financial community.

If you're a trader or investor in small cap and micro cap stocks, you should become aware of this new investment information service and what it can do for you and your company.

"Over the years, I've seen many exceptionally good growth companies that just couldn't get their message to the investing public. Large brokerage houses promote their clients. That's where the large money is. So smaller companies lose out on access to investors. We're going to change that," explained Kyriakides.

ISM Features

- ISM introduces millions of investors worldwide to emerging growth companies
- Provides a public forum in which emerging companies can present themselves
- Gives investors access to early stage investing previously unavailable in small cap stocks
- Exposes small cap companies to some of the leading Newsletter Writers in the Investment World
- ISM's aggressive e-mail campaigns coupled with an aggressive Investor Relations program generates tremendous Broker & Investor interest in small cap companies
- Offers a dedicated research resource focused on small cap companies

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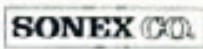


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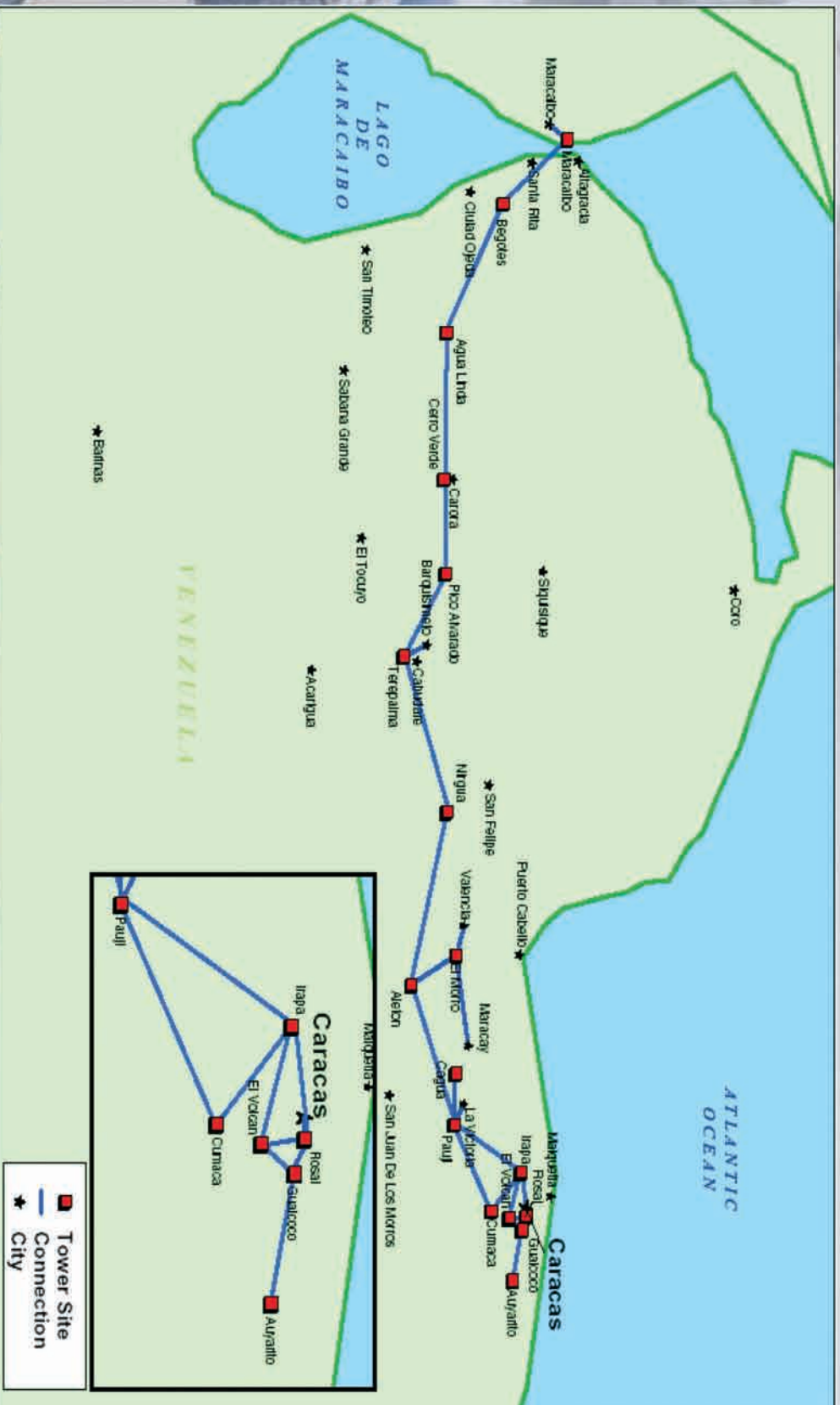
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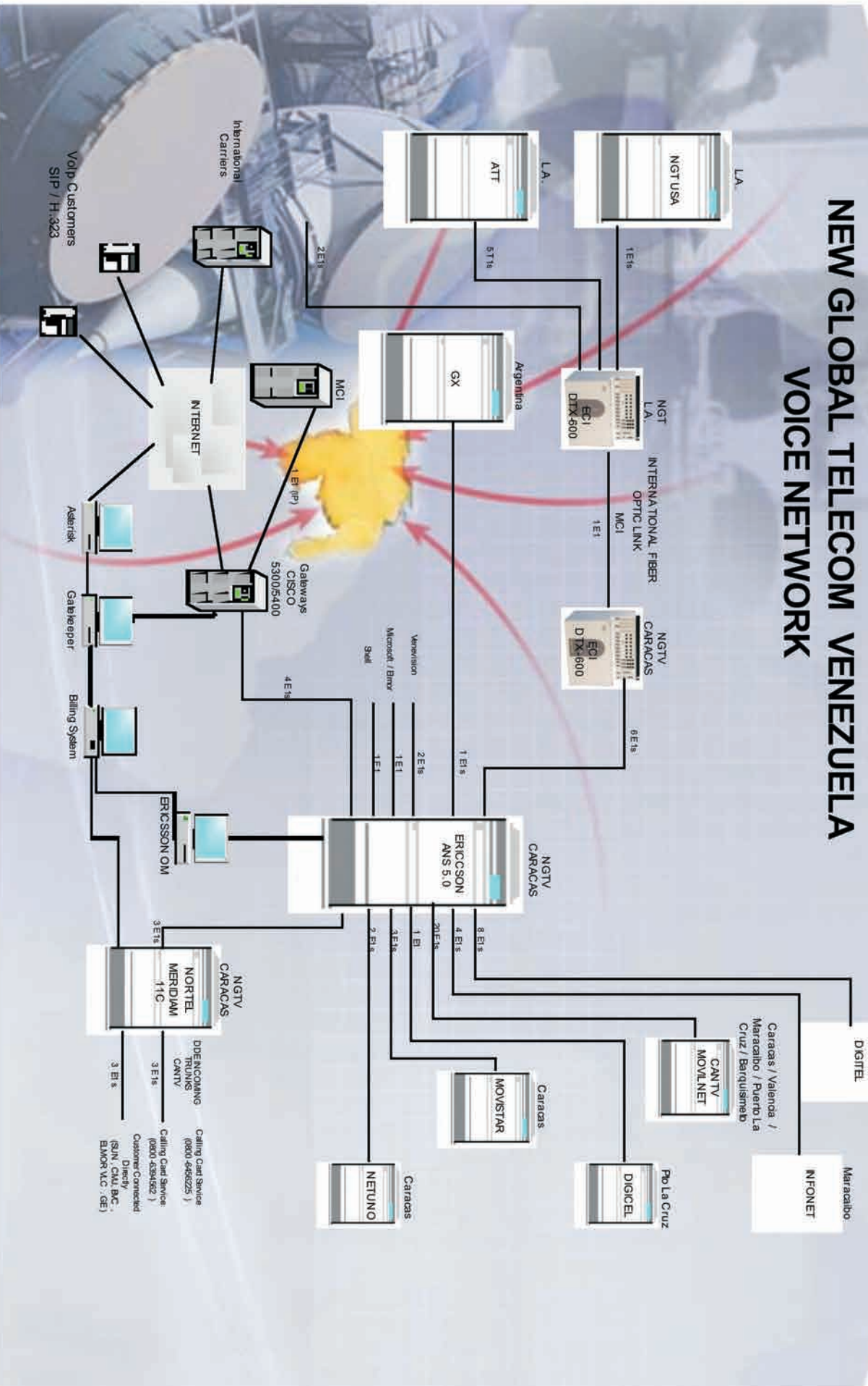
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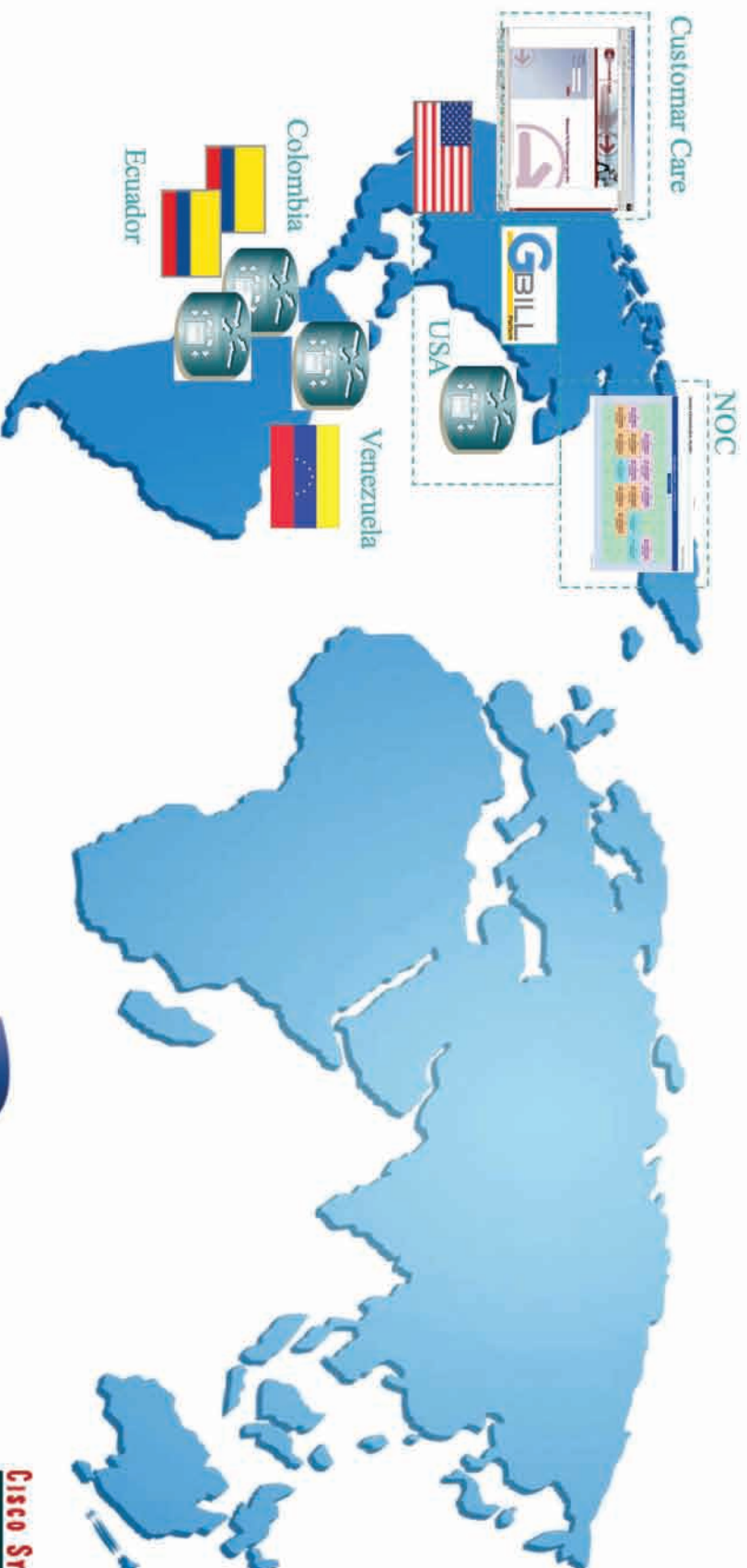


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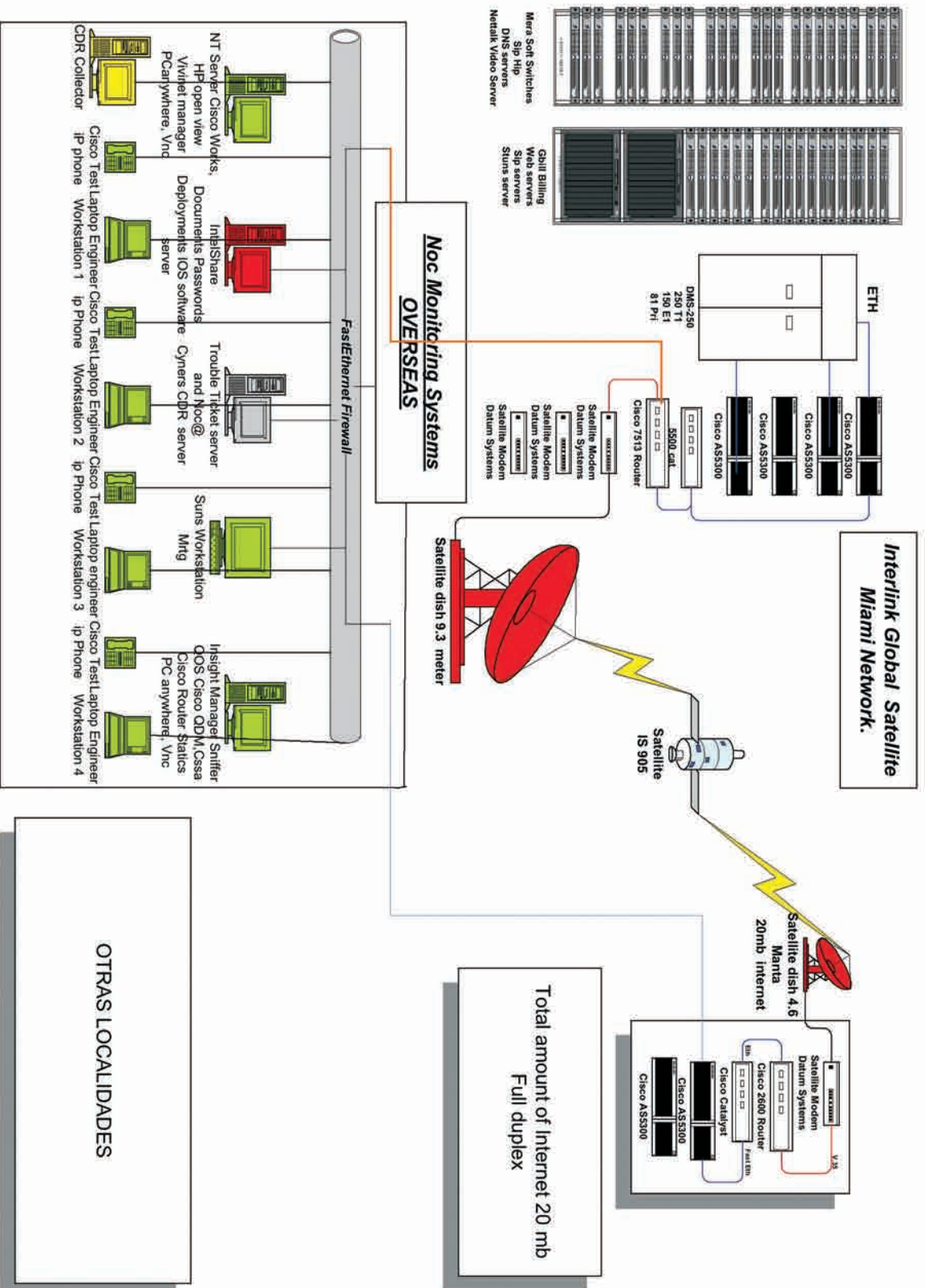
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December 05, 2006 09:03 AM Eastern Time 

Interlink Global Corp. Continues Expansion in Colombia Through Additional Services Offered by Its Subsidiary, Metro IP

Interlink to Sell Wireless Internet and Telephony to New Clients Throughout Colombia

MIAMI--(BUSINESS WIRE)--Interlink Global Corp. today announced that it has expanded its capabilities in Colombia, with its added capacity to offer the full range of Interlink's services to the existing client base of recently acquired Metro IP, and to greatly expand its operations and offerings to the major cities in Colombia. Interlink Global, having completed its purchase of Metro IP, with its established customer base, will now offer Wi-Fi solutions with state of the art high quality service to the existing clients of Metro IP, which is expanding rapidly throughout the country.

According to Severino Rivano, Vice President of Interlink Global Corp.: "This expansion in services was inevitable in Colombia. We are happy to keep adding to our growing list of clients in the business and private sectors of the country, as our ability to provide superior service and support continues to grow exponentially. Interlink Global Corp. has an established record of success as an enterprise level service provider, and we will insure that the existing and new client base is provided with the best service." Mr. Rivano further stated, "It is projected that gross yearly revenues should reach approximately \$600,000 in 2007, and we project yearly gross revenues of approximately \$4,000,000 by the end of 2008, as the Company continues its expansion across Colombia.

Mr. Anastasios Kyriakides, Chairman of Interlink added, "Interlink Global will provide the infrastructure from its point of presence located in Miami, Florida, to host all services required by our expansion plans. This, of course, includes: technical and engineering know-how and support, as well as testing and the supplying of hardware and software for the VoIP infrastructure. There are plans in place to add Wi-Max in the future to coastal areas of Colombia, and link those areas to the Venezuelan border through our subsidiary, NGT in Caracas. This would offer an alternative to expensive cell phone connections, and offer IP services at a fraction of the cost to consumers compared to what they are currently paying."

About Interlink Global

Interlink Global, founded in 2002, provides telecommunication solutions around the world. As a leader in hosted VoIP telephony services, Interlink Global is currently doing business in North America, South America, Asia, the Middle East, and, soon in the Pacific. Interlink Global provides SIP-based broadband telephony solutions, WiFi and WiMax applications, IV-PBX (Interlink Virtual PBX), Videophone, IPTV, (Internet Protocol Television), Marine Satellite Services, calling cards, and other enterprise services nationally and internationally. Interlink Global, using VoIP technology, provides long distance telephone services, with full features, at prices that are greatly reduced in comparison with traditional telephone companies. For more information about Interlink Global's products and services, please visit:<http://www.b2i.us/irpass.asp?BzID=1287&Nav=1&S=0&L=1>.

Forward Looking Statements

This press release includes "forward-looking statements" within the meaning of the federal securities laws, commonly identified by such terms as "believes", "looking ahead", "anticipates", "estimates" and other terms with similar meaning. Although the Company believes that the assumptions upon which its forward-looking statements are based are reasonable, it can give no assurance that these assumptions will prove to be correct. Important factors that could cause actual results to differ materially from the Company's projections and expectations are disclosed in the Company's filings with the Securities and Exchange Commission. All forward-looking statements in this press release are expressly qualified by such cautionary statements and by reference to the underlying assumptions.

Contacts

For Interlink Global Corp., Miami
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Jens Dalsgaard, Managing Director, 415-884-0348
www.redwoodconsultants.com





January 26, 2007 09:03 AM Eastern Time

Interlink Global Corp. Announces Expansion Plan for Latin American Network

Plan Adds Significant Telephone and Data Traffic to Interlink's International Infrastructure

MIAMI--(BUSINESS WIRE)--Interlink Global Corp. today announced the operational and expansion plans for 2007 of its Latin American Network which includes NGTV (New Global Telecom Venezuela), one of the largest fully licensed telecom network companies operating in Venezuela, which is a wholly owned subsidiary of ILKG. The entire network which includes holdings in several countries in Latin America and which will include up to five in total by year's end will, when fully expanded, insure Interlink its place in the forefront of major telephone service providers in South America. Interlink is in position to become one of the largest VoIP telecom and data services providers in the region.

According to Mr. Severino Rivano, Vice President of Interlink Global, and President of NGTV, "We are currently converting the entire network from TDM to IP. This will definitely increase the efficiency and capacity of the network as more and more services become available. We have the equipment in place to do this, and we expect that this conversion will be nearing completion by the end of the first quarter of 2007."

The substantial amounts of telephone and data traffic currently being generated by ILKG's other Latin American subsidiaries in Ecuador, Colombia, and also in Venezuela, will be routed through NGTV's existing infrastructure while using Interlink's US infrastructure as a back-up to maximize efficiency and to enhance profitability. The network conversion, already begun, will expand the system capacity even further, as Interlink will then be able to leverage its existing purchasing power and its extensive contacts in the region to further reduce prices while maintaining margins, resulting in lower telecom and data transmission charges to its customers.

NGTV presently has over 500 corporate clients in Venezuela for the different products and services it offers and many national and international carriers established in Venezuela currently use NGTV's transmission services for its high reliability and competitive prices. According to Mr. Rivano, "We are currently generating over \$750,000 a month of revenues and anticipate increasing our revenues to over \$1,000,000 per month in 2007 as the network expands."

Anastasios Kyriakides, Chairman of ILKG in describing the operating status of NGTV stated: "We are about to reach our first anniversary as the owners of NGTV. When we acquired the company it was laden with debt and had systems in disrepair and badly in need of upgraded equipment. In the first year, we reduced debt by \$2,500,000, increased capacity by over 50% and upgraded the system to handle the most sophisticated telecom and data services available. We are in the final stages of our upgrade plan that we implemented when we acquired the company. In 2007, we will reap the rewards of these substantial efforts as we become one of the largest providers in the region. The proposed nationalization of CANTV, the largest telecom provider in Venezuela, which is owned by Verizon, will not adversely affect our operations, but could actually work to our benefit. We believe that many corporations may switch to our network if the government does

actually attempt to run the largest telecom network in Venezuela, because of the perceived inability of government owned entities to provide the latest in products and services. However, if we were to be ever considered for nationalization, the return to our shareholders would be significant since NGTV today is worth many times the cost we paid for the company approximately a year ago."

About NGTV

NGTV, which has an eleven year Venezuelan telecom and data service provider operating history, is a provider of long distance and Internet services in Venezuela and has interconnection agreements with 30 national and international carriers. NGTV has developed alliances with national and international data carriers that permit the exchange of services through the use of national broadband and last mile connections in the cities where the network has coverage. NGTV has nodes in its offices serving Caracas, Valencia, Maracaibo plus other cities; MCI and Global Crossing serving Caracas; ProceDatos and Infonet serving the city of Maracaibo and the Occidental region; and Digitel for the entire country. The Company also has direct connections to Los Angeles and Miami.

About Interlink Global

Interlink Global, founded in 2002, provides telecommunication solutions around the world. As a leader in hosted VoIP telephony services, Interlink Global is currently doing business in North America, South America, Asia, the Middle East, and soon in the Pacific. Interlink Global provides SIP-based broadband telephony solutions, WiFi and WiMax applications, IV-PBX (Interlink Virtual PBX), Videophone, IPTV, (Internet Protocol Television), Marine Satellite Services, calling cards, and other enterprise services nationally and internationally. Interlink Global, using VoIP technology, provides long distance telephone services with full features at prices that are greatly reduced in comparison with traditional telephone companies.

Forward Looking Statements

This press release includes "forward-looking statements" within the meaning of the federal securities laws, commonly identified by such terms as "believes", "looking ahead", "anticipates", "estimates" and other terms with similar meaning. Although the Company believes that the assumptions upon which its forward-looking statements are based are reasonable, it can give no assurance that these assumptions will prove to be correct. Important factors that could cause actual results to differ materially from the Company's projections and expectations are disclosed in the Company's filings with the Securities and Exchange Commission. All forward-looking statements in this press release are expressly qualified by such cautionary statements and by reference to the underlying assumptions.

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G A L A A W A R D S P R O G R A M



ANASTASIOS "TAKIS" KYRIAKIDES
President and CEO
Interlink Global Corp.

Today, Anastasios Kyriakides is the chairman and CEO of Interlink Global Corp., which provides communications and satellite solutions to foreign governments as well as corporate and residential clients throughout South America. But he established himself as a business powerhouse in the 1970s, when the first in a string of business ventures resulted in monumental success.

ENTREPRENEURSHIP

In 1978, as the founder and chairman of the Lexicon Corp., Kyriakides introduced the world's first handheld language translator, the LK3000. Lexicon became a publicly traded company, later acquired by Nixdorf A.G. of Germany. Kyriakides went on to found Mylex Corp., served as the company's chairman and led the organization to success. Mylex, the producer of the world's first alpha-numeric optical scan reader, was acquired by IBM.

He went on to found Tower Bank N.A.; NowTrade Corp., an online brokerage firm; and Internet Stock Market Corp., which manages public relations and investor relations for public companies. And he was the founder of Regency Cruise Line, which, at its height, was the eighth-largest passenger cruise line in the world and the world's first publicly traded passenger cruise line company.

Because he believes strongly that his education at MDC prepared him for his career, he has been an active supporter of the College for many years. His generosity and support of the community has been widely recognized.

In 1986 he was named MDC Alumni of the Year and served as a member of the board of directors of the foundation. The City of Miami proclaimed April 10, 1987 as Kyriakides Day. Also, MDC named a courtyard at its Wolfson Campus in downtown Miami the Kyriakides Plaza, and an Endowed Teaching Chair for the 2008 school year bears his name.

“MDC was one of the biggest stepping stones of my life. It gave me the knowledge and direction to accomplish everything I did in my career.”

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Kaufman Rossin & Co., P.A.

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President and CEO
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University Dean
Indiana University School of Education

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Delray Beach Fire-Rescue Department

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Carlos Noriega
Chief of Police
Miami Beach

SPORTS

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and Former Player and Manager,
Major League Baseball

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Miami Dade
College

Eduardo J. Padrón

*President, Miami Dade College
and*

Sheldon T. Anderson

Chairman, MDC Foundation Inc.

cordially invite you to the



2008

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Awards Gala*

*Honoring Outstanding MDC
Alumni Achievers*



Thursday, April 3, 2008

6 p.m.

Cocktail Reception

7 p.m.

Dinner and Awards Program

Treetop Ballroom
Jungle Island
1111 Parrot Jungle Trail
Miami

Business Attire

R.S.V.P. by March 24, 2008

Miami Dade College 2008

Alumni Hall of Fame



*Mr. Kyriakides and Dr. Padron
(President of Miami Dade College)*



Dr. Padron Takis and The Kyriakides Family

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Ms. Cassandra Theramene, Founder
Essence of a Haitian Woman, Inc. (EHW)
Monday, November 16, 2009
10:00 a.m. – 10:50 a.m., Room 1206

Mr. Anatasios “Takis” Kyriakides, President
NET TALK.com
Wednesday, November 18, 2009
11:00 a.m. – 11:50 a.m., Room 2158

Mr. Lowell Hawthorne, President & CEO
Golden Krust Caribbean Bakery & Grill
Friday, November 20, 2009
9:00 a.m. – 9:50 a.m., Room 2158

For more information

Call: 305-237-1199

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- netTALK's TK6000 offers lifetime home phone service without a lifetime of bills. Plug your high-speed Internet and existing home phone into the TK6000 and call anywhere in the US and Canada for free. We provide free directory assistance (411) and many other features that your traditional phone company can provide but you only pay a one-time fee!



{ More reasons to get a TK6000 }

Versatile:

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- Take the TK6000 on-the-go. Its portability and small size is ideal for international travel. Call anywhere in the US and Canada for free from anywhere in the world.

Economical:

- Eliminate expensive phone bills using your own home phone. We even provide you with a three foot Ethernet cable (RJ-45) and AC adapter. Calls to any other TK6000 are always free from anywhere in the world.



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Can the netTALK Slay the Mighty magicJack?

January 19th, 2010 by Jeffrey L. Wilson

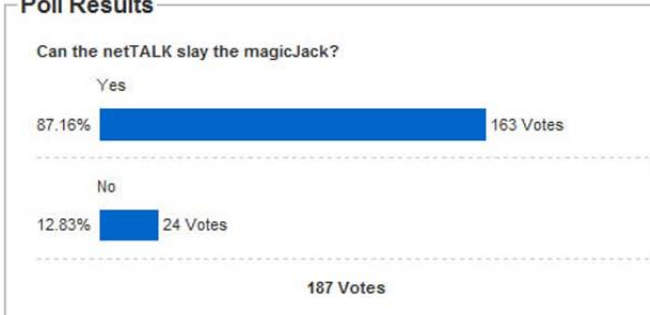
Could this innocuous device be the [magicJack](#) killer? netTALK is looking to muscle in on Dan Borislow's territory with the TK6000, its very own [low-cost](#) telephony device that plugs into your notebook via USB.



Like the magicJack, the \$99 device allows users to make and receive free calls to anywhere in the USA or Canada, but one-ups its rival by allowing customers to chat it up without a computer. How does this miracle occur? You simply plug your high-speed connection cable, the included AC power adapter, and your existing home [phone](#) (corded or cordless) into the TK6000. Once that's done, the phone should ring, signaling that that set-up is complete. Groovy. You also get the usual features you'd expect from a phone service such as caller ID, call waiting, directory assistance, and more.

Even better, there aren't any monthly fees, so if you're looking to dramatically slash [your phone](#) bill, the netTALK may make for a compelling alternative to your traditional landline. We're eagerly awaiting putting this bugger through its paces, but until then a poll: Do you think the netTALK can topple the magicJack?

Poll Results



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