**U.S. Department of Justice**
Washington, DC 20530

Amendment to Registration Statement
Pursuant to the Foreign Agents Registration Act of 1938, as amended

OMB NO. 1105-0004

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials or other document or information filed with the Attorney General under this Act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the Administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public. Finally, the Attorney General intends, at the earliest possible opportunity, to make these public documents available on the Internet on the Department of Justice World Wide Web site.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average 1.5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

| 1. Name of Registrant | 2. Registration No. |
|---|---|
| Hill and Knowlton, Inc. | 3301 |

3. This amendment is filed to accomplish the following indicated purpose or purposes:

☐ To correct a deficiency in

☐ To give a 10-day notice of change in information as required by Section 2(b) of the Act.

☐ Initial Statement

☒ Supplemental Statement for the period ending November, 1996

☐ Other purpose *(specify)* _____

☐ To give notice of change in an exhibit previously filed.

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4. If this amendment requires the filing of a document or documents, please list-

Amended Supplemental Statement

5. Each item checked above must be explained below in full detail together with, where appropriate, specific reference to and identity of the item in the registration statement to which it pertains. *(If space is insufficient, a full insert page must be used.)*

This amendment is to correct a deficiency in the Supplemental Statement for the period ending November 10, 1996 of which the details will be provided in the attached amended Supplemental Statement.

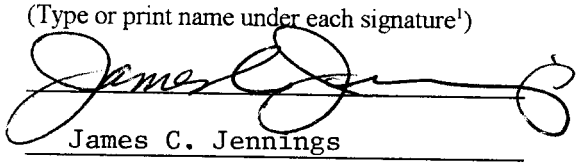
## EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

Dec. 23, 1997

(Type or print name under each signature[1])



James C. Jennings

1 This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

U.S. Department of Justice
Washington, DC 20530

Supplemental Statement **(Amended)**
Pursuant to Section 2 of the Foreign Agents Registration Act of 1938, as amended

OMB NO. 1105-0002

For Six Month Period Ending November 10, 1996
(Insert date)

## I-REGISTRANT

1.(a) Name of Registrant Hill and Knowlton, Inc. (b) Registration No. 3301

(c) Business Address(es) of Registrant
600 New Hampshire Avenue, Suite 601
Washington, DC 20037

2. Has there been a change in information previously furnished in connection with the following:

| | | | | |
|---|---|---|---|---|
| (a) | If an individual: | | | |
| | (1) Residence address | Yes ☐ | No ☐ | |
| | (2) Citizenship | Yes ☐ | No ☐ | |
| | (3) Occupation | Yes ☐ | No ☐ | N/A |
| (b) | If an organization: | | | |
| | (1) Name | Yes ☐ | No x | |
| | (2) Ownership or control | Yes ☐ | No x | |
| | (3) Branch Offices | Yes x | No ☐ | |

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

Attachment I (2C)

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

3. If you have previously filed Exhibit C[1], state whether any changes therein have occurred during this 6 month reporting period. Yes ☐ No x

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐ N/A

If no, please attached the required amendment.

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

4.(a) Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes x No ☐

If yes, furnish the following information:

| Name | Position | Date Connection Ended |
|---|---|---|

Attachment I (4a)

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

If yes, furnish the following information

| Name | Residence Address | Citizenship | Position | Date Assumed |
|---|---|---|---|---|

Attachment I (4b)

5.(a) Has any person named in item 4(b) rendered services directly in furtherance of the interests of any foreign principal?
Yes ☐ No x

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

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

If yes, furnish the following information:

| Name | Position or connection | Date terminated |
|---|---|---|

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

If yes, furnish the following information:

| Name | Residence Address | Citizenship | Position | Date Assumed |
|---|---|---|---|---|

6. Have short form registration statements been filed by all of the persons named in Item 5(a) and 5(c) of the supplemental statement?
Yes ☐ No ☐ N/A

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

## II-FOREIGN PRINCIPAL

7. Has your connection with any foreign principal ended during this 6 month reporting period?
Yes X No ☐

If yes, furnish the following information:

*Name of foreign principal* *Date of termination*

Refer to Attachment II(7)

8. Have you acquired any new foreign principal[2] during this 6 month reporting period?
Yes x No ☐

If yes, furnish the following information:

*Name and address of foreign principal* *Date acquired*

Attachment II (8)

9. In addition to those named in Items 7 and 8, if any, list foreign principals[2] whom you continued to represent during the 6 month reporting period.

Attachment II (9)

10. EXHIBITS A AND B

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

Exhibit A[3] Yes x No ☐
Exhibit B[4] Yes x No ☐

If no, please attach the required exhibit.

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

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐ N/A

If no, please attached the required amendment.

[2] The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)
[3] The Exhibit A, which is filed on form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.
[4] The Exhibit B, which is filed on form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

## III-ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, and 9 of this statement? Yes x No ☐

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

Attachment III (11)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity[5] as defined below?

Yes ☐ No x

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places, of delivery, names of speakers and subject matter.

N/A

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes ☐ No x

If yes, describe fully.

[5] The term "political activities" means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to political or public interests, policies, or relations of a government a foreign country or a foreign political party.

## IV-FINANCIAL INFORMATION

14.(a) RECEIPTS-MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes x No ☐

If no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies[6]

| Date | From Whom | Purpose | Amount |
|---|---|---|---|

Attachment 14 (a)

Total

(b) RECEIPTS-FUND RAISING CAMPAIGN

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

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

If yes, indicate the date Exhibit D was filed. Date_____.

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value[9] other than money from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes ☐ No x

If yes, furnish the following information:

| Name of foreign principal | Date received | Description of things of value | Purpose |
|---|---|---|---|

N/A

[6,7] A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. (See Rule 201(e)).
[8] An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fund raising campaign and transmitted for a foreign principal.
[9] Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15.(a) DISBURSEMENTS-MONIES

During the 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign named in Items 7, 8, and 9 of this statement? Yes x No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No x

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

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

| Date | To Whom | Purpose | Amount |
|---|---|---|---|

Attachment 15 (a)

Total

(b) DISBURSEMENTS-THINGS OF VALUE

During the 6 month reporting period, have you disposed of anything of value[10] other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, and 9 of this statement?

Yes ☐ No x

If yes, furnish the following information:

| Date disposed | Name of person to whom given | On behalf of what foreign principal | Description of thing of value | Purpose |
|---|---|---|---|---|

N/A

(c) DISBURSEMENTS-POLITICAL CONTRIBUTIONS

During the 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value[11] in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐ No x

If yes, furnish the following information:

| Date | Amount or thing of value | Name of political organization | Name of candidate |
|---|---|---|---|

N/A

[10, 11] Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks" and the like.

## V-INFORMATIONAL MATERIALS

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials?[12] Yes x No ☐

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

17. Identify each such foreign principal.
**Welsh Development Agency**

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating informational materials?
Yes ☐ No ☒

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

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

☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams

☐ Advertising campaigns ☒ Press releases ☒ Pamphlets or other publications ☐ Lectures or speeches

☐ Other (specify)_____

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

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

21. What language was used in the informational materials:

X English ☐ Other (specify)_____

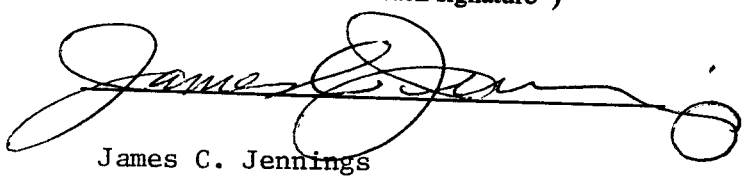
22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes ☐ No ☐
Copies are filed as a part of this amended Supplemental Statement (attachment V (22))

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act?
Press release by Welsh Development was disseminated with cover letter established by Hill and Knowlton, Inc.
Yes ☐ No ☐ Attachment V (22)

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

## VI--EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to truth or accuracy of the information contained in the attached Short Form Registration Statements), of any, insofar as such information is not within his/her (their) personal knowledge.

| (Date of signature) | (Type or print name under each signature[13]) |
|---|---|
| Dec. 23, 1997 |  James C. Jennings |
| | |
| | |
| | |

13 This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

## ATTACHMENT I (2c)

**1. Has there been a change in the information previously furnished in connection with the following**

**(b) (3) Branch Offices** **Yes ☒** **No ☐**

**2. Explain fully all changes, if any indicated in item 1.**

| New Offices | Address Changes | Offices Closed |
|---|---|---|
| Hill and Knowlton Brazil<br>Rua Andre Ampere, 34/8° andar<br>04562-080, Brooklin Novo<br>Sao Paulo, S.P.<br>BRAZIL | Hill and Knowlton Italy<br>Corso Europa 13<br>20122 Milano<br>ITALY | Hill and Knowlton Vienna<br>Pubre/Hill and Knowlton<br>Public Relations Ges.m.b.H.<br>Neulinggasse 29<br>1020 Vienna<br>AUSTRIA |
| Hill and Knowlton Latvia<br>Vecpilsetas iela 12<br>Riga LV-1050<br>LATIVIA | Hill and Knowlton Hungary Kft.<br>Madach ter 3<br>1075 Budapest<br>HUNGARY | Hill and Knowlton Canada Ltd.<br>407 2nd Street S.W.<br>Suite 420<br>Calgary,Alberta<br>CANADA |
| Hill and Knowlton Sweden AB<br>Skeppsbron 44, Box 2200<br>S-103 15 Stockholm<br>SWEDEN | Hill and Knowlton (SEA) Pte. Ltd.<br>International Public Relations/public Affairs<br>5 Temasek Boulevard<br>#06-03 Suntec City Tower<br>SINGAPORE 038985 | |
| | Hill and Knowlton Kuala Lampur<br>2nd Floor<br>No. 45E Jalan Maarof<br>Bangsar Baru<br>59100 Kuala Lumpur<br>WEST MALAYSIA | |

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## ATTACHMENT I (4a)

**Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this six-month reporting period? Yes ☒ No ☐**

| Name | Position | Date Connection Ended |
|---|---|---|
| Donna C. Peterman | Executive Managing Director | 5-24-95 |
| B. J. McCabe | Senior Managing Director | 6-28-96 |
| Daniel Bloom | Managing Director | 6-10-96 |
| Janet Cabot | Senior Managing Director | 6-28-96 |
| William K. Ris | Senior Managing Director | 7-2-96 |
| Gustav Carlson | Managing Director | 7-8-96 |
| Robert Barber | Managing Director | 7-9-96 |
| Cynthia Williams | Managing Director | 7-22-96 |
| Stephen Russell | Managing Director | 7-31-96 |
| Jack Svahn | Senior Managing Director | 7-31-96 |
| Brian Hujdich | Senior Managing Director | 8-7-96 |
| Linda Shuman | Managing Director | 8-22-96 |
| Richard Frostig | Managing Director | 8-29-96 |
| Edward Hersh | Senior Managing Director | 9-12-96 |
| David Harrower | Managing Director | 9-13-96 |
| Elliot Fischoff | Senior Managing Director | 9-18-96 |
| Marvin Friedman | Senior Managing Director | 9-27-96 |
| Tom F. Gibson | Managing Director | 10-1-96 |
| George Paris | Managing Director | 10-4-96 |
| Thomas E. Eidson | Executive Managing Director | 10-10-96 |
| Peter Zambelli | Managing Director | 10-16-96 |
| Arthur Kent, Jr. | Managing Director | 11-1-96 |
| Elizabeth Rich | Managing Director | 11-8-96 |

## ATTACHMENT I (4b)

**Have any persons become partners, officers, directors of similar officials during this six-month reporting period?** Yes ☒ No ☐

| Name & Address | Citizenship | Position | Date Assumed |
|---|---|---|---|
| Arthur Forster<br>122 Pittsford Way<br>Providence, NJ 07974 | USA | Senior Managing Director | 5-20-96 |
| Elizabeth Laphan<br>585 N. Rossmore<br>Los Angeles, CA 90004 | USA | Managing Director | 5-13-96 |
| James Friedman<br>9504 Starmont Road<br>Bethesda, MD 20817 | USA | Senior Managing Director | 5-10-96 |
| Ovidio Torres<br>238 West 4th Street<br>New York, NY 10014 | USA | Managing Director | 6-10-96 |
| Thomas Buckmaster<br>256 8th Street, NE<br>Washington, DC 20003 | USA | Chairman/Executive Managing Director | 6-1-96 |
| James Cox III<br>20 Britten Road<br>Green Village, NJ 07935 | USA | Senior Managing Director | 7-8-96 |
| S. Keith Burton<br>2697 Fox River<br>Naperville, IL 60565 | USA | Executive Managing Director | 7-24-96 |
| Robert Owens<br>11525 Hemingway Drive<br>Reston, VA 22094 | USA | Managing Director | 7-24-96 |
| Melvyn Ehrlich<br>30 Waterside Place<br>New York, NY 10010 | USA | Senior Managing Director | 7-29-96 |
| Richard Bonsall<br>3 Ormond Place<br>Rye, NY 10580 | USA | Senior Managing Director | 8-1-96 |
| Troy Taylor<br>3278 Wilshire<br>Los Angeles, CA 80010 | USA | Managing Director | 8-13-96 |
| Harlan Teller<br>2148 Lincolnwood<br>Evanston, IL 60201 | USA | Executive Managing Director | 8-15-96 |
| Geoffrey Smith<br>94 Main Street<br>Ridgefield, CT 06877 | USA | Managing Director | 8-26-96 |

| Name & Address | Citizenship | Position | Date Assumed |
|---|---|---|---|
| Patrick McCann<br>9717 Days Farm Drive<br>Vienna, VA 22182 | US | Senior Managing Director | 9-3-96 |
| John Forehand<br>12216 Fleming Lane<br>Bowie, MD 20715 | USA | Managing Director | 9-3-96 |
| Jan Norton<br>1917 Coldwater Canyon<br>Beverly Hills, CA 90210 | USA | Senior Managing Director | 9-16-96 |
| Lawrence Hayes<br>131 E. 23rd Street<br>New York, NY 10010 | USA | Managing Director | 9-18-96 |
| *Gareth Edmondson-Jones<br>99 Battery Place<br>New York, NY 10280 | Australia | Managing Director | 10-1-96 |
| 8Maria Papa<br>333 E 45th Street<br>New York, NY 10017 | USA | Managing Director | 10-1-96 |
| *Ben Boyd<br>10 W. 15th Street<br>New York, NY 10011 | USA | Managing Director | 10-1-96 |
| *Susan Cuscela<br>200 E. 71st Street<br>New York, NY 10021 | USA | Managing Director | 10-1-96 |
| *Paul Graves<br>204 W. 10th Street<br>New York, NY 10014 | USA | Managing Director | 10-9-96 |
| Kathryn Bushkin<br>6030 Oakdale<br>McLean, VA 22101 | USA | Senior Managing Director | 10-15-96 |

***Denotes promotion to become partners, officers, directors or similar officials***

# ATTACHMENT II (7)

8. Has your connection with any foreign principal ended during this six month reporting period.

| PRINCIPAL | DATE TERMINATED |
|---|---|
| ChinaChem | 6/96 |
| Fujisawa | 6/96 |
| Democratic party of Romania | 10/96 |
| Bombadier | 9/96 |
| Foothills Pipeline | 7/96 |
| Czech Electric | 7/96 |

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## ATTACHMENT II (8)

9. Have you acquired any new foreign principal during this 6 month period.

| | |
|---|---|
| Bombardier<br>PO Box 6087<br>Station Centre-Ville<br>Montreal Quebec #3C369 | 6/96 |
| Democratic Party of Romania<br>70024 Bucuresti, Sector 1<br>Aleea Modrogan nr. 1 | 8/96 |
| State of Qatar<br>4200 Wisconsin Avenue, NW<br>Washington DC 20016 | 6/96 |

## ATTACHMENT II (9)

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

Hitachi, Ltd
Chief Odogwu
Trentino Tourism Board
Marubeni America Corporation
KLM
Mazda Motor Corporation
Welsh Development Agency

## ATTACHMENT III (11)

During this 6 month period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8,9, and 10 of this statement?

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

**KLM**

On Behalf of the foreign principal, registrant provided general public relations counsel with respect to relations with airlines, foreign and domestic. Registrant monitored news reports concerning client.

**Mazda Motor Corporation**

On behalf of the foreign principal, registrant provided public relations counsel for product and corporate image support, and assisted in the distribution of new product information.

**Fujisawa Pharmaceutical Company, Ltd**

On behalf of the foreign principal, registrant provided counsel regarding certain legislative and regulatory initiatives and developments of interest to foreign principal.

**Marubeni America Corporation**

On behalf of the foreign principal, registrant provided counsel as to possible business investment opportunities, marketing and health care delivery and financing trends in the US that might have implications for the foreign principal's home market.

**Hitachi, Ltd.**

Registrant monitored legislative, trade and regulatory issues of importance to the foreign principal.

**Trentino Tourist Board**

On behalf of foreign principal, registrant provided counsel in the area of media relations and travel industry relations. The registrant conducted press visits and provided representation at travel media conferences and events.

**S.I. Odogwu**

On behalf of foreign principal, registrant arranged meetings with the media and monitored and researched World Wide Web developments.

**Democratic Party of Romania**

On behalf of foreign principal, registrant arranged visits and accompanied Petre Roman, to meet U.S. Representatives Gilman, Hamilton, Rose and US Senator Dodd on 9-12-96 to discuss Political and Economic developments in Romania.

**State of Qatar**

On behalf of foreign principal, registrant advised Sheik Hamad bin Jasser bin Jabar al-Thani on legislative and policy issues, media outreach and accompanied him on US media visits. Visits included: Stuart Varney (9/27/96 **CNN**) regarding natural gas reserves, Tom Brokaw (9/27/96 **NBC**) regarding natural gas reserves, Arthur Sulzberger, Jr. ( 9/30/96 **The New York Times**) regarding attempts to recover assets from former Emir and **The Wall Street Journal** (9/30/96) regarding natural gas reserves.

**Bombardier**

On behalf of foreign principal, registrant provided counsel regarding potential US markets for principal's product. The registrant counseled principal on media outreach and arranged press briefings.

**Welsh Development Agency**

Registrant provided counsel and assistance regarding media relations.

# Attachment IV (14(a))
# Receipts -- Monies

During this six month period, have your received from any foreign principal named below, any contributions, income or money either as compensation or otherwise?

| | |
|---|---|
| Marubeni America Corporation | 27,410.71 |
| Hitachi, Ltd | 58,193.89 |
| Konimklijke Luchtvaart Maatschappij, N.V. (KLM) | 181,237.89 |
| Toyo Kogyo, Ltd. (Mazda Motor Corporation) | 1,086,125.89 |
| Foothills Pipe Lines, Ltd. | 0.00 |
| Fujisawa Pharmaceutical Company, Ltd | 17,039.73 |
| Chief (Dr.) S.I. Odgwu | 0.00 |
| Czech Electric | 0.00 |
| Trentino Tourism Board | 30,423.59 |
| Chinachem Group | 0.00 |
| NEC USA | 0.00 |
| Groupo Domos | 0.00 |
| Bombardier | 0.00 |
| Qatar | 0.00 |
| Democractic Party of Romania | 0.00 |
| ***Welsh Development Agency*** | ***262,119.55*** |
| Total | 1,662,551.25 |

# Attachment IV (15(a))
# Disbursements -- Monies

During this six month reporting period, have you disbursed or expended monies in connection with activity on behalf of any foreign principal named below?

| | Marubeni America Corp. | Hitachi, Ltd. | Konimklijke Luchtvaart Maatschappij | Chinachem Group | S.I. Odogwu | Toyo Kogyo, Ltd (Mazda) | Foothills Pipe Lines, Ltd. | Fujisawa Pharma. Co | Chech Electric | Trentino Tourist Board |
|---|---|---|---|---|---|---|---|---|---|---|
| Printing | | | | | | 2,801.13 | | | | |
| Advertising | | | | | | 136.67 | | | | |
| Professional Services | | | | | | | | | | |
| Press Clippings | | | | | | 6,351.84 | | | | |
| Photography | | | | | | 12,087.12 | | | | |
| Production Costs | | | | | | 2,913.81 | | | | |
| Professional Services | | | | | 1,500.00 | 4,026.76 | | | 750.00 | |
| Publicity & Promotion | | | | | | 1,563.13 | | | | |
| Newswire | | | | | | 1,985.33 | | | | |
| Gifts | | | | | | 61.85 | | | | |
| Supplies | | | | | 85.08 | 6,936.32 | | | | |
| Subscriptions, Reference Books | | | 17.00 | | 46.00 | 2,631.56 | | 403.34 | | 84.20 |
| Video Production | | | | | | 31,006.14 | | | | |
| Graphics | | | | | | | | | | |
| Manuscripts | | | | | | 676.36 | | | | |
| Publications | | | | | | | | | | 10.00 |
| Miscellaneous | | | | | | 166.28 | | | | 100.00 |
| News Retrival | | 147.34 | 1,395.89 | | 299.79 | | | 63.75 | | |
| Telephone/Fax | | 8.52 | 300.25 | | 157.59 | 31,569.51 | | 27.02 | | 922.98 |
| Messenger | | 21.94 | 15.86 | | | 1,200.00 | | | | 58.40 |
| Postage/Freight | 5.29 | 30.80 | 9.05 | | 81.38 | 4,853.07 | | 7.05 | | 316.54 |
| Copy/Collate | | 36.20 | 95.00 | | 48.60 | 9,857.03 | | 13.70 | | 411.16 |
| Vehicles | | | | | | 80.99 | | | | |
| Travel | | 1,905.00 | 90.50 | | 25.00 | 44,295.61 | | | | 1,029.52 |
| Meals & Entertainment | | 68.31 | 140.02 | | | 75,610.17 | | | | 41.14 |
| Social Fees | 305.00 | 305.00 | 305.00 | | | 2,051.25 | | 355.00 | | |
| Fees | | | | | | | | | | |
| Cash Refund | | | | | | (283.98) | | | | |
| Creative Services | | | | | | 6,414.07 | | | | |
| Other | | | | | | | | | | 29.20 |
| Total | 310.29 | 2,523.11 | 2,368.57 | 0.00 | 2,243.44 | 248,992.02 | 0.00 | 869.86 | 750.00 | 3,003.14 |

# Attachment IV (15(a))
# Disbursements -- Monies

Continued
Page 2

| | NEC USA | Groupo Domos | Bombardier | Qatar | ***Welsh Development Agency*** |
|---|---|---|---|---|---|
| Printing | | | | | 31.63 |
| Professional Services | | | | | |
| Press Clippings | | | | | 3,380.83 |
| Photography | | | | | 784.65 |
| Production Costs | | | | | 7,782.54 |
| Professional Services | | | | 1319.49 | 9,925.00 |
| Publicity & Promotion | | | | | |
| Newswire | | | | | 1,314.00 |
| Supplies | | | | | 12.22 |
| Subscriptions, Reference Books | | | | | 48.00 |
| Video Production | | | | | 24.00 |
| Graphics | | | | | 14,635.77 |
| Manuscripts | | | | | |
| Publications | | | 4.91 | | |
| Miscellaneous | | | | | 3,025.45 |
| News Retrival | 177.53 | | 184.08 | 143.79 | 5,655.35 |
| Telephone/Fax | 2.56 | | 38.24 | 298.32 | 3,169.73 |
| Messenger | | | 19.5 | 15.86 | 139.12 |
| Postage/Freight | 7.75 | | 44.52 | 43.05 | 1,933.95 |
| Copy/Collate | 1.20 | | 20.64 | 171.86 | 1,835.60 |
| Travel | | | | 8795.68 | 2,016.51 |
| Meals & Entertainment | | | 2921.29 | 469.01 | 686.96 |
| Social Fees | | | 22.97 | 1830.00 | |
| Fees | | | | | 3,187.50 |
| Other | | | | 14.00 | 15,096.20 |
| Total | 189.04 | 0.00 | 3,256.15 | 13101.06 | 74,685.01 |