

SEP 23 1988

For Six Month Period Ending \_\_\_\_\_  
(Insert date)

Name of Registrant

Registration No.

Business Address of Registrant

Burson-Marsteller 2469  
1850 M Street, N.W., Suite 900 I-REGISTRANT  
Washington, D.C. 20036

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

(a) If an individual:

- (1) Residence address Yes  No
- (2) Citizenship Yes  No
- (3) Occupation Yes  No

(b) If an organization:

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

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

Closed Brisbane, Australia office -- 2/90

Please see Attachment I for a discussion of a change in status of Burson-Marsteller with respect to its parent company.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes  No

If yes, furnish the following information:

Name	Position	Date Connection Ended
See Attachment II		

RECEIVED  
SEP 21 1988  
FBI

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?  
 Yes  No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
-------------	------------------------------	--------------------	-----------------	-------------------------

See Attachment III

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?  
 Yes  No

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

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes  No

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
-------------	-------------------------------	------------------------

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes  No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
Sally Glass	2022 Columbia Rd., N.W. Wash. D.C. 20009	Sr. Public Relations Counsel	11/89

## II—FOREIGN PRINCIPAL

(PAGE 3)

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

If yes, furnish the following information:

*Name of foreign principal*

*Date of Termination*

9. Have you acquired any new foreign principal<sup>1</sup> during this 6 month reporting period? Yes  No

If yes, furnish following information:

*Name and address of foreign principal*

*Date acquired*

CEMEX -- Ave. Constitucion 444 PTE, 64000 Monterrey N.L. Mexico	12/89
Govm't of Mexico -- Colonica San Miguel, Chapultapec Mexico DF	01/90
Camara Nacional Del Cemento -- Leibnitz No. 77 Col., Anzures 11590 Mexico	04/90

10. In addition to those named in Items 8 and 9, if any, list the foreign principals<sup>1</sup> whom you continued to represent during the 6 month reporting period.

Victoria, Australia; Govm't of Norway; IDB of Northern Ireland; SABIC; Saudi Refining; Thompson CSF.

## III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes  No

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

See Attachment IV

<sup>1</sup>The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>2</sup> as defined below?  
 Yes  No

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

SABIC -- Burson-Marsteller, in its role as a public relations agency, occasionally disseminates press releases to trade magazines, business publications and general interest media on behalf of SABIC. These deal with the petrochemical market.

Govm't of Mexico -- As part of our media relations plan for the Govm't of Mexico to present its commitment to the war on drugs, Burson helped develop, produce and implement an ad campaign, including a commercial and press kit. The campaign utilizing these materials was launched on March 15, 1990. (See Attachment IV -- Government of Mexico.)

Camara Nacional del Cemento -- Burson-Marsteller, in its role as a public relations agency, helped draft, revise and complete press materials for the Mexican Chamber of Cement Producers in response to Commerce Department preliminary decision re: cement dumping. The materials were distributed by the Chamber on April 6, 1990.

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

If yes, describe fully.

<sup>2</sup>The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes  No

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.<sup>3</sup>

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
-------------	------------------	----------------	---------------

See Attachment V

<u>\$2,995,911</u>
Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value<sup>4</sup> other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes  No

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
--------------------------------------	--------------------------	--	----------------

<sup>3</sup>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)  
<sup>4</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS—MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement?      Yes       No

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

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

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
-------------	----------------	----------------	---------------

See Attachment VI

Total \$858,282

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value<sup>5</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?  
Yes  No

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
----------------------	-------------------------------------	--	--------------------------------------	----------------

(c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>5</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?  
Yes  No

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
-------------	---------------------------------	---------------------------------------	--------------------------

See Attachment VII

V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes  No

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

17. Identify each such foreign principal.

~~SABIC, Govm't of Mexico, Camara Nacional del Cemento~~

<sup>5</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

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

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

Except as noted below, monies used for this purpose are part of general budget.

Government of Mexico allocated a budget for development of a media relations plan -- \$978,000 -- that covered the period 1/90 through 4/90.

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

- Radio or TV broadcasts
- Magazine or newspaper articles
- Motion picture films
- Letters or telegrams
- Advertising campaigns
- Press releases
- Pamphlets or other publications
- Lectures or speeches

Other (specify) \_\_\_\_\_

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

- Public Officials
- Newspapers
- Libraries
- Legislators
- Editors
- Educational institutions
- Government agencies
- Civic groups or associations
- Nationality groups
- Other (specify) \_\_\_\_\_

21. What language was used in this political propaganda:

- English
- Other (specify) and Spanish

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes  No

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes  No

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes  No

### VI-EXHIBITS AND ATTACHMENTS

#### 25. EXHIBITS A AND B

(a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

- Exhibit A<sup>6</sup> Yes  No
- Exhibit B<sup>7</sup> Yes  No

If no, please attach the required exhibit.

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

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

If no, please attach the required amendment.

<sup>6</sup>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.

<sup>7</sup>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.

26. EXHIBIT C

If you have previously filed an Exhibit C<sup>8</sup>, state whether any changes therein have occurred during this 6 month reporting period. Yes  No

If yes, have you filed an amendment to the Exhibit C? Yes  No

If no, please attach the required amendment.

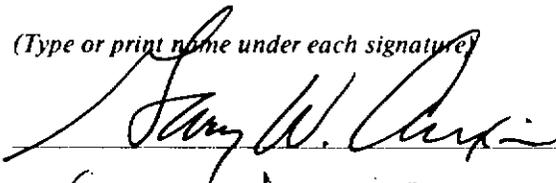
27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes  No

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

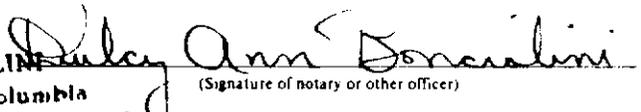
The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their)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

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

(Type or print name under each signature)  
  
\_\_\_\_\_  
Gary Auxier  
\_\_\_\_\_  
\_\_\_\_\_

Subscribed and sworn to before me at Washington, D.C.

this 24<sup>th</sup> day of May, 19 90

**DULCY ANN BONCIOLINI**   
Notary Public, District of Columbia  
My Commission Expires January 31, 1992  
(Signature of notary or other officer)

<sup>8</sup>The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

Effective January 1, 1989, Burson-Marsteller became a division of Young & Rubicam L.P. as part of a plan to change the legal form in which the company's business is conducted from a corporation to a limited partnership. Prior to this date, Burson-Marsteller was a wholly owned subsidiary of Young & Rubicam Inc. Effective January 1, 1989, Young & Rubicam Inc. became the sole general partner of Young & Rubicam L.P. There was no change in the management of Burson-Marsteller, nor any alteration in the conduct of its business.

**Burson-Marsteller  
Board of Directors**

**Harold Burson, Chairman of the Board**

**James H. Dowling, President and Chief Executive Officer**

**Thomas Bell, Jr., Vice chairman**

**Joseph C. Benway, Executive Vice President/Chief Financial Officer**

**William E. Brock, Senior Consultant**

**Elias Buchwald, Vice Chairman, Chief Creative Officer**

**Andrew Cooper, Executive Vice President, General Manager/New York**

**John D. LaSage, Executive Vice President, Central Region, U.S.A.**

**Robert S. Leaf, Chairman, International**

**James B. Lindheim, Executive Vice President, Managing Director, Corporate Services, Europe**

**Michael Morris, President, Asia/Pacific**

**Thomas J. Mosser, President, U.S.A.**

**James E. Murphy, Vice Chairman, Corporate Practice**

**William F. Noonan, Vice Chairman, Client Service and President, International**

**Stan Sauerhaft, Vice Chairman, Mergers & Acquisitions**

**Alan Sheldon, Executive Vice President, Young & Rubicam**

**Barbara M. Smith, Executive Vice President, Creative Director, New York**

**Larry E. Snoddon, President, Europe**

**Albert J. Tortorella, Executive Vice President, Western Region, U.S.A.**

**Europe**

**Canada**

**Asia/Pacific**

47

# Burson-Marsteller

DEPARTMENT OF JUSTICE REPORT  
BURSON-MARSTELLER  
October 24, 1989 - April 23, 1990

Attachment II

DELETIONS

<u>Name</u>	<u>Title</u>	<u>Termination Date</u>
Alexander, Eric	V.P.	4/30/90
Capron, Andrew	V.P.	12/29/89
Eppsteiner, Cheryl	V.P.	2/23/90
Gagnon, Raymond	V.P.	9/22/89
Green, Constance	V.P.	12/31/89
Halkias, Rebecca	V.P.	4/16/90
Huckfeld, James	V.P.	4/16/90
Kalb, Ronald	V.P.	2/28/90
Leaf, Andrew	V.P.	3/31/90
McGowan, Timothy	V.P.	3/02/90
McNulty, Dermot	E.V.P.	11/30/89
Morrison, William	V.P.	4/03/90
O'Neill, Abby	V.P.	2/02/90
Robinson, Ellen	V.P.	1/26/90
Vos, Nancy	V.P.	11/30/89
Wagner, Richard	E.V.P.	1/05/90

# Burson-Marsteller

DEPARTMENT OF JUSTICE REPORT  
BURSON-MARSTELLER  
October 24, 1989 to April 23, 1990

Attachment III

ADDITIONS

<u>Name &amp; Address</u>	<u>Title</u>	<u>Date Assumed</u>	<u>Citizenship</u>
Balkam, Sharon 12501 Plaza Place Rockville, MD 20853	V.P.	12/13/89	U.S.
Benjamin, Robert 335 Ridge Rd Kenilworth, IL 60043	V.P.	12/13/89	U.S.
Brady, Ruth Ann 60 Orchard Pl. Maywood, NJ 07607	V.P.	12/13/89	U.S.
Carozza, Mary Louise 27 Langley Rd. Kendall Park, NJ 08824	V.P.	12/13/89	U.S.
Cordia, Louis 6908 Baylor Drive Alexandria, VA 22307	V.P.	12/13/89	U.S.
Echter, Michael 1455 Maplewood Terrace Plainfield, NJ 07060	V.P.	12/13/89	U.S.
Einhorn, Steven 6529 Farmingdale Ct. Rockville, MD 20855	V.P.	3/15/90	U.S.
Green, Franklin J. 2462 W Estes Chicago, IL 60645	V.P.	3/15/90	U.S.
Jordan-Adams, Vickee 276 First Avenue N.Y., NY 10009	V.P.	3/15/90	U.S.

<u>Name &amp; Address</u>	<u>Title</u>	<u>Date Assumed</u>	<u>Citizenship</u>
Joyner, David 5428 Wycklow Ct. Alexandria, VA 22304	V.P.	12/13/89	U.S.
Kennedy, Susan 6300 Joslyn Pl. Cheverly, MD 20785	V.P.	3/15/90	U.S.
Kilgore, Fay 952 Sutter St. San Francisco, CA 94109	V.P.	3/15/90	U.S.
Lawrence, Susan 4822 North Hermitage Chicago, IL 60640	V.P.	3/15/90	U.S.
Letellier, Lauren 205 Second Avenue N.Y., NY 10003	V.P.	12/13/89	U.S.
LoPresti, Lisa 32-28 150th St. Flushing, NY 11354	V.P.	12/13/89	U.S.
LoVarco, Deborah 1 Mansfield Lane E Northport. NY 11731	V.P.	12/13/89	U.S.
Maitland, Elizabeth 198 Old Kings Hgwy S Darien, CT 06820	V.P.	12/13/89	U.S.
Maloley, Nancy 1353 28th St. NW Washington, D.C. 20007	Sr.V.P.	3/15/90	U.S.
Millstone, Samuel 2000 Linwood Ave. Fort Lee, NJ 07024	V.P.	12/13/89	U.S.
Singer, Alan R. 31 Kelly Circle Katonah, NY 10536	SR.V.P.	3/15/89	U.S.

<u>Name &amp; Address</u>	<u>Title</u>	<u>Date Assumed</u>	<u>Citizenship</u>
Slusar, Ellen 109-14 Ascan Ave. Forest Hills, NY 11375	V.P.	3/15/90	U.S.
Smith, Philip 61-20 Grand Central Pkwy. Forest Hills, NY 11375	V.P.	3/15/90	U.S.
Venancio, Charles 28 Kirby Lane Franklin Park, NJ 08823	V.P.	3/15/90	U.S.
Wagner, Lida 630 S Cuyler Oak Park, IL 60304	V.P.	3/15/90	U.S.
Waldron, Gregory B. 15 Eve Lane Rye, NY 10580	Sr.V.P.	3/01/90	U.S.
Yanagi, Laura 210 Thompson St. N.Y., NY 10012	V.P.	3/15/90	U.S.

Saudi Basic Industries Corporation  
Activities Report  
October 24, 1989 - April 23, 1990

October 24 - November 23, 1989

- o Sent memos to client regarding recent newspaper/magazine articles.
- o Agency supplied global offices with additional press kit materials.
- o Distribution of two press releases.
- o Agency drafted two press releases and forwarded to client for approval.
- o Agency forwarded two feature-story ideas to client.
- o Agency reviewed drafts of editorial products developed in Riyadh, returned to client with agency input.
- o Agency worked with several trade editors to provide additional information for articles they are developing and/or passed on journalists' questions to client.
- o Agency passed along information regarding legislation to ban plastics in New York.
- o Agency's New York and London offices advised client on handling of FINANCIAL TIMES Saudi Arabia supplement.
- o Agency submitted ideas for the 1989 Annual Report and a promotional book to client.
- o Agency began production of corporate video.
- o Agency began creating photo library and reproducing executive portraits.
- o Agency coordinated German trade show support, including organization of press conference, scheduling of interviews and distribution of press kit.
- o Agency placed a SABIC advertisement in a London trade journal and confirmed ad buys for two other trade publications.
- o Agency continued to produce advertisements for corporate ad campaign and forwarded new visuals to client for approval.

November 24 - December 23, 1989

- o Sent memos to client regarding recent newspaper/magazine articles.
- o Agency forwarded 1989 SABIC press kits from all B-M offices to client.
- o Agency worked with several trade editors to provide additional information for articles they are developing and/or passed on journalists' questions to client.
- o Agency contacted trade editors to discuss 1990 story ideas and issues and began developing SABIC 1990 editorial calendar based on discussions.
- o Agency reviewed drafts of editorial products developed in Riyadh, returned to client with agency input.
- o Distribution of two press releases.
- o Photo library catalogued and sent to client along with executive portraits.
- o Agency developed 1990 program proposals.
- o Agency informed client of magazine-sponsored technical training seminars.
- o Agency continued work on corporate video.
- o Agency produced match prints for final three SABIC advertisements in ad campaign and forwarded to client.
- o Agency placed a SABIC advertisement in a European trade journal and recommended placing another in a special Saudi Arabia advertising supplement.
- o Agency began work on 1990 Stewardship report and presentation.

December 24, 1989 - January 23, 1990

- o Sent memos to client regarding recent newspaper/magazine articles, information on trade listings and advertising opportunities.
- o Agency worked with several trade editors to provide additional information and/or slides for articles they are developing and/or passed on journalists' questions to client.

- o Agency reviewed drafts of editorial products developed in Riyadh, returned to client with agency input.
- o Agency updated and compiled worldwide media list and forwarded to client.
- o Agency supplied client with list of account teams from all eight global offices.
- o Distribution of one press release.
- o Agency continued work on 1990 program materials, including a global editorial calendar, product ideas and press tour list.
- o Agency continued work on 1990 Stewardship report and presentation.
- o Agency proposed that new photo library be used to host a slide presentation for New-York-area editors and recommended similar presentations to editors in other countries.
- o Agency supplied global offices with additional press kit materials.
- o Agency continued work on corporate video.
- o Agency placed a SABIC advertisement in a European industry directory.

January 24 - February 23, 1990

- o Agency forwarded 1990 media list, worldwide editorial calendar and press tour list to client.
- o Agency compiled list of publications that reproduce earnings information and rank petrochemical companies and forwarded to client.
- o Sent memos to client regarding recent newspaper/magazine articles and trade-show/conference opportunities.
- o Agency worked with several trade editors to provide additional information and/or slides for articles they are developing and/or passed on journalists' questions to client.
- o Agency reviewed drafts of editorial products developed in Riyadh, returned to client with agency input.
- o Distribution of one press release.
- o Agency continued work on corporate video.

- o Agency continued work on 1990 Stewardship report and presentation.
- o Agency developed and forwarded 1990 press kit recommendations to client.

February 24 - March 23, 1990

- o Sent memos to client regarding recent newspaper/magazine articles.
- o Agency worked with several trade editors to provide additional information and/or slides for articles they are developing and/or passed on journalists' questions to client.
- o Agency reviewed drafts of editorial products developed in Riyadh, returned to client with agency input.
- o Agency continued work on corporate video.
- o Agency continued to discuss 1990 press kit recommendations with client.
- o Agency developed and forwarded recommendations for '90s trade-show and speaking opportunities to client.
- o Agency made addendum to press-visit recommendations of London journalists.
- o Distribution of four press releases with slides.

March 24 - April 23, 1990

- o Sent memos to client regarding recent newspaper/magazine articles, trade-show and advertising opportunities.
- o Agency worked with several trade editors to provide additional information and/or slides for articles they are developing and/or passed on journalists' questions to client.
- o Agency reviewed drafts of editorial products developed in Riyadh, returned to client with agency input.
- o Agency continued work on corporate video.
- o Agency passed on information regarding Eastern-European conference to client.
- o Distribution of two press releases with slides.

- o Agency met with SABIC representatives in Washington, D.C. for "Sand, Sea & Sky" video preview and reception.
- o Agency account team viewed Saudi Arabia exhibition in New York.
- o Agency forwarded photo library to client's Toyko office.
- o Agency began work on corporate-ad-campaign media buy and ad placements.
- o Agency began production of ads.
- o Agency placed a SABIC advertisement in a European trade publication and sent another ad to the American-Arab Affairs Council.

# Burson-Marsteller

Victoria  
Monthly Activities Report  
October 16, 1989 - March 15, 1990

October 16 - November 15, 1989

- o LKirban and CMcGrath presented research findings from global survey conducted in August/September 1989 to RSpence and AReiher (full report to be completed in December), and provided recommendations for 1990 research activities.
- o Forwarded Circadian Technologies annual report to inflight magazines. Both magazines interested in the jet-lag pill story, as a result of press mailing.
- o Forwarded VIP press kit and photographs of Melbourne and Premier Cain to trade publication for placement in the December issue, resulting from press mailing.
- o Obtained color transparency of ceramic components from Nilcra Ceramics Inc. (U.S.A.) and forwarded to ceramic trade publication to accompany December feature about Victoria's ceramic industry, resulting from coordination with editor.
- o Forwarded information to trade publication regarding ASTA's rudder system for Boeing and photo of rudder for placement in January/February issue, resulting from press mailing.
- o Forwarded color transparency of AMSKAN's managing director, Chris Thomas, to trade publication to accompany article about AMSKAN'S BARTAG system in the January issue.
- o Forwarded color transparency of Melbourne's skyline to management publication to accompany article on VIP in January/February issue.
- o Met with editors prior to press tour to brief them on itinerary, discuss special interests in Victoria's biotechnology industry and gain intelligence about the needs of the U.S. biotechnology industry.
- o Recommended VIP participation in the IDRC's annual congress to communicate VIP investment messages directly to corporate site selection executives. RSpence gave slide presentation on VIP and Victoria's investment climate during IDRC workshop.
- o Coordinated press interviews via B-M/San Francisco for RSpence and AReiher during their attendance at the IDRC Congress, resulting in an article in major daily.

- o Met with hotel executives at trade show.
- o Reviewed the 1989 U.S. program.

November 16 - December 15, 1989

- o Provided recommendations and budget for 1990 tracking study and establishment of PC inquiry-monitoring system.
- o Prepared editorial input for trade publication special report on 1989 new facilities/expansions. Forwarded information for index on new hotels and World Congress Center. Requested additional input from Melbourne on largest facility investments in 1989. Also provided information on the Docklands project and multifunction polis for a special feature on "super projects," highlighting activity in new facilities in Victoria.
- o Provided extensive package for special Pacific Rim report in Jan/Feb issue of management publication including press kit and ten color slides.
- o Forwarded press kit and World Congress brochure to meetings publication for editorial placement in February issue.
- o Follow-up with U.S. biotech editors from biology trade press regarding impressions of press trip to Melbourne.
- o Met with representative of a silicon technology firm.
- o Completed U.S. 1990 communications program recommendations with activity schedule and budget and forwarded to Melbourne on December 8.

December 16, 1989 - January 15, 1990

- o Finalized global research report and prepared cost estimates for 1990.
- o Prepared editorial calendars for tourism, advanced materials, mineral processing and site selection industry sectors.
- o Sent story about recreational facilities in Melbourne, along with color slides of Anglesea Golf Course and Flemington Racecourse, to meeting trade publication.
- o Prepared list of inquiries B-M NY has received to date from U.S. companies and individuals who have requested additional information about VIP. Forwarded list on to B-M Melbourne.

- o Requested B-M Melbourne's help in arranging interviews with DITR officials for two U.S. mining industry consultants visiting Victoria.
- o Developed preliminary recommendations for VIP activity at the Industrial Development Research Council Congress (IDRC).
- o Revised 1990 program on approved budget figures. Forwarded revised program and budget to B-M Melbourne.

January 16 - February 15, 1990

- o Updated story about hotel/convention facility developments in Melbourne.
- o Sent story, brochure, and color transparency of the World Congress Center and a story about hotel development in Victoria to the editors at travel publications.
- o Updated background information about advanced composite applications in Victoria's aerospace industry and forwarded to the editor of trade publication for placement in the April issue.
- o Ongoing contact with biotech editors.
- o Ongoing contact with World Congress Center's U.S. sales representative regarding the April opening of the World Congress Center and coordination of press visits.
- o Coordinated seminars/events.
- o Received request from B-M/Melbourne to review original recommendations to support Melbourne's bid for the 1996 Olympics in preparation for upcoming meeting with Minister White and Peter Wilson.

February 16 - March 15, 1990

- o Sent story regarding advanced composite applications in Victoria's aerospace industry to editor at plastics trade magazine for placement in the May issue.
- o Prepared VIP information kit and forwarded to meeting trade publication for placement in the June issue.
- o Forwarded story to editor at trade publication for placement in the April issue.
- o Arranged telephone interviews with VTC representatives for writer at hotel trade publication.

- o Ongoing contact with U.S. minerals processing and advanced materials editors in preparation for press tour to Victoria in March.
- o Initiated preparation for U.S. tourism press tour to Victoria in April.
- o Organized meeting with VIP/DITR minerals expert for two metals consultants.
- o Coordinated seminars/events.
- o Drafted cover letter for Biotech mailing to biotech companies.
- o Drafted nine articles for the first issue of VIP's U.S. newsletter.
- o Attended meetings in Melbourne with Victorian Government and Olympic-bid city personnel.
- o Attended meetings in Melbourne arranged by Victorian Government to promote Victoria internationally by using Melbourne's Olympic candidature.
- o Discussed possibilities for media efforts for Premier of Melbourne in London and Paris with Premier's staff.
- o Attended Belgrade ASOIF meetings on behalf of Victorian Government.

CEMEX  
Activities Report  
December 16, 1989 - April 15, 1990

December 16, 1989 - January 15, 1990

- o Prepared ally development program for Cemex.
- o Developed plan for launching public affairs program to coincide with Business Week Symposium.
- o Began planning production of video/slide show.
- o Prepared first draft of Cemex materials.

January 16, 1990 - February 15, 1990

- o Researched, drafted and revised Mexican cement backgrounder.
- o Researched, drafted and revised speech. Coordinated press release with clients and produced press release.
- o Selected producer, drafted treatment and script, discussed arrangements with Cemex for video.
- o Researched and drafted Cemex brochure and prepared preliminary design.

February 16, 1990 - March 15, 1990

- o Created U.S. media list.
- o Wrote, edited and revised Cemex brochure and sent materials to clients for approval.
- o Handled video arrangements and revised video script.

March 16, 1990 - April 15, 1990

- o Monitored press following Commerce Department decision.

Camara Nacional del Cemento  
Activities Report  
December 16, 1990 - April 15, 1990

March 16 - April 15, 1990

- o Draft, revise and complete press materials for Mexican Chamber of Cement Producers in response to Commerce Department preliminary decision.

# Burson-Marsteller

Industrial Development of Northern Ireland  
Activities Report  
October 24, 1989 - April 23, 1990

## October 24 - November 15, 1989

- o Wrote release on Data Design Laboratories expansion in Northern Ireland; distributed release.
- o Secured freelance writer for story in special section on Northern Ireland in international weekly.
- o Arranged speaking platform at HIMA conference for IDB spokespeople; prepared materials and remarks.
- o Contacted editors in business and trade media for Young Exporters Trade Mission to set up interviews for Northern Irish entrepreneurs.
  
- o Wrote bylined article for IDB for SO-CAL TEN publication.
- o Organized IDB-sponsored seminar on Europe, 1992 and the medical manufacturing sector.
- o Discussions with Minnesota Chamber of Commerce and various trade organizations to discuss possibility of IDB-sponsored seminar.
- o Discussions with San Jose Metropolitan Chamber of Commerce about IDB speaking platforms with area trade associations.
- o Monitored U.S. media coverage of Northern Ireland.

## November 16 - December 15, 1989

- o Wrote news release and coordinated with B-M/Belfast on flat screen technology at University of Ulster. Release distributed to electronic trade press.
- o Provided information on IDB and photos for reporter visit to Northern Ireland.
- o On-going contact with London correspondents of major U.S. dailies and business magazines to discuss story possibilities.
- o Monitored U.S. media coverage of Northern Ireland.
- o Worked with B-M/Belfast and IDB/NY to coordinate visit of IDB Deputy CEO Frank Hewitt. Arranged and attended broadcast interviews.

- o Followed up Boston Planning Forum Event with telemarketing to attendees to generate leads for IDB.
- o Attended AHA Convention and coordinated IDB-sponsored Europe 1992 seminar; drafted press release on seminar which was sent out to medical trade publications.
- o Followed up with Minnesota Chamber of Commerce to discuss possibility of 1992 seminars; also held discussions with the Minnesota Hi-Technology Council and the Minnesota World Trade Association.

December 16, 1989 - January 15, 1990

- o Continued discussions with medical trades about release on IDB-sponsored seminar on 1992 and medical manufacturing.
- o Continued contact with Minnesota Chamber of Commerce and Minnesota Hi-Technology Council to discuss possibility of IDB-sponsored seminar.
- o Coordinated materials for IDB participation in SO-CAL Ten.
- o Monitored U.S. media coverage of Northern Ireland.

January 16 - February 15, 1990

- o Wrote article on IDB November Trade Mission for trade magazine.
- o Wrote release on Harris Laboratories investment in Northern Ireland; release distributed to business and trade publications.
- o Followed up on Harris Laboratories release; responded to editorial requests.
- o Arranged interviews for IDB and Harris Laboratories with major weekly.
- o Attended AAOS convention to look for opportunities in orthopedics sector for IDB; met with orthopedic trade editors and companies.
- o Continued follow-up with Minnesota Chamber of Commerce and Minnesota Hi-Tech Council.
- o Monitored U.S. media coverage of Northern Ireland.

February 16 - March 15, 1990

- o Researched and wrote press release on Fruit of the Loom investment; coordinated with Fruit of the Loom and Farley Industries; pitched story to major dailies and textile trades.
- o Followed-up with contacts from AAOS convention to discuss editorial opportunities with medical trades.
- o Secured interviews for Richard Needham, Minister for the Economy with business news networks.
- o Monitored U.S. media coverage of Northern Ireland.

March 16 - April 23, 1990

- o Developed media plan for period to cover Fruit of the Loom release, Minister Needham visit and transfer of IDB headquarters from New York to Chicago.
- o Drafted and pitched release on new IDB headquarters.
- o Drafted release for Ryobi Ltd. (Japan) investment in Northern Ireland.
- o Coordinated visit to Northern Ireland of trade publication for story on factory automation and technology.
- o Interviewed executives from Lummus Corporation in anticipation of announcement of Lummus investment.
- o Monitored U.S. media coverage of Northern Ireland.

Government of Mexico  
Office of Communications  
Office of the President

Activities Report  
January 12, 1990 - April 23, 1990

January 12 - Feb. 15, 1990

- o ~~Designed communications program for issue advertising and media relations in the U.S. to present Mexican Government's commitment to war on drugs.~~
- o Analyzed current media environment for ad campaign.
- o Met with clients and produced TV commercial in Mexico City, Jan. 16 - 20.
- o Filmed Mexico City press conference for Mexican Attorney General on Jan. 16 for possible use in TV spot.
- o Presented four versions of script and rough edits for TV commercial to client.
- o Developed concept for newspaper print ad to accompany TV advertising campaign.
- o Handled network clearance negotiations for TV spot; designed three alternate media plans for TV spot.
- o Met with client in Washington on January 30.
- o Meetings and phone consultations with J. Trevino, Minister for Press and Public Affairs, Embassy of Mexico, Washington.
- o Counsel on best timing of ad campaign launch; continued media monitoring and analysis of media climate.
- o Advised Embassy of Mexico on dissemination of Feb. 12 ABC WORLD NEWS TONIGHT story to U.S. government contacts.
- o Research, coordination and drafting of press kit materials to support advertising campaign.
- o Media relations planning and counsel; media list creation.

Feb. 16 - March 15, 1990

- o Research, review, translate materials for press kit.
- o Draft press kit materials.
- o Produced final TV spot and media plan, distributed spot to TV stations.
- o Develop several versions of English language newspaper print ad for client selection.
- o Review and coordinate editing of Spanish language version of print ad.
- o Placed print ad in major English and Spanish dailies.
- o Continue to review all media coverage of Government of Mexico.
- o Supervised production and distribution of final press kits in English and Spanish.
- o Drafted cover letter for advance copies of TV spot and press kit for distribution by Embassy of Mexico to key government contacts and third party experts. Messengered materials to these contacts (see attached list).
- o Arranged two press briefings at Embassy of Mexico on 3/15, day of ad campaign launch; call print and broadcast media to encourage coverage of ad campaign.
- o Launched TV spots on March 15.
- o Filed full report with Department of Justice including copies of TV spot, print ad, press kit.

March 16 - April 23, 1990

- o Continued to provide media relations counseling to Embassy of Mexico during two-week period of advertising campaign.
- o Provided media coverage report for advertising campaign.
- o Monitored broadcast and print coverage of ad campaign.

G O V E R N M E N T

ROBIN ROSS.....  
Dept. of Justice  
Room 511  
10th and Constitution Ave.NW  
Washington D.C., 20530  
Tel: 663.3892  
Fax: 633.4371/72

Executive Assistant to Attorney  
General

Richard Howard.....  
State Departemnt  
21st and C Street, NW  
Washington, D.C., 20520  
Tel: 647-8529  
Fax: 647-5752

Director of Mexican Affairs  
Mexican Desk

BERNARD ARONSON.....  
State Department  
Bureau of Interamerican Affais  
Room 6263  
2201 C Street, NW  
Washington DC, 20520  
Tel: 647.9211  
Fax: 647.0791

Undersecretary Interamerican  
Affairs

SALLY GROOMS COWAL.....  
State Department  
ARA  
Room 6263  
21st and C Street NW  
Washington DC, 20520  
Tel: 647.8387  
Fax: 647.0791

Deputy Assistant Secretary  
of Interamerican Affairs

MELVIN LEVITSKY.....  
State Department  
Bureau of I.N.M.  
21st and C Street NW  
Washington, D.C., 20520  
Tel: 647.8464  
Fax 647.4912

Assistant Secretary of  
International Narcotic  
Matters

GOVERNMENT (cont.)

WILLIAM BENNETT..... Director  
National Drug Control Policy  
Executive Office of the President  
Washington D.C., 20500  
Tel: 673.2520  
Fax: 673.2511

TERRY BURKE..... Acting Deputy  
Drug Enforcement Administration Administrator- DEA  
Room 2057 West  
700 Army-Navy Drive  
Arlington, VA 22202  
Tel: 307.7345  
Fax: 307.7334

JOHN C. LAWN..... Administrator  
Drug Enforcement Administration  
Address: NA  
Washington D.C., 20537  
Tel: 307-8000  
Fax: 307.7335

C O N G R E S S

SEN. LLOYD BENTSON  
Senate Office Building  
703 Hart  
Washington, DC., 20510  
Tel: 224-5922  
Fax: NA

SEN. JOSEPH R. BIDEN, JR.  
US Senate  
221 Russel  
Washington, DC., 20510  
Tel: NA  
Fax: NA

SEN. BILL BRADLEY  
US Senate Building  
731 Hart  
Washington, DC., 20510  
Tel: 224-6542  
Fax: 224-5871

SEN. CHRISTOPHER DODD  
US Senate Building  
315 Russell  
Washington, DC., 20510  
Tel: 224-4543  
Fax: 224-2417

SEN. JOHN KERRY  
US Senate Building  
421 Russell  
Washington, DC., 20510  
Tel: 224-2742  
Fax: 224-8525

SEN. CLAIBORNE PELL  
US Senate Building  
335 Russell  
Washington, DC., 20510  
Tel: 224-4642  
Fax: 224-4680

SEN. PETE WILSON  
US Senate Building  
720 Hart  
Washington, DC 20510  
Tel: 224-3841  
Fax: NA

CONGRESS (continued)

REP. ALBERTO BUSTAMANTE  
1116 Longworth HOB  
Washington, DC., 20515  
Tel: 225-4511  
Fax: 225-3849

REP. GEORGE CROCKET  
2235 Rayburn HOB  
Washington, DC., 20515  
Tel: 225-4511  
Fax: NA

REP. E. (KIKA) de la GARZA  
1401 Longworth HOB  
Washington, DC., 20515  
Tel: 225-2531  
Fax: 225-2533

REP. LEE HAMILTON  
2187 Rayburn HOB  
Washington, DC., 20515  
Tel: 225-5315  
Fax: 225-1101

REP. SOLOMON ORTIZ  
1524 Longworth HOB  
Washington, DC., 20515  
Tel: 225-7742  
Fax: 225-1134

REP. CHARLES B. RANGEL  
2252 Rayburn Building  
Washington, DC., 20515  
Tel: 225-4365  
Fax: 225-0816

REP. LARRY SMITH  
113 Cannon House Office Building  
Washington, DC., 20515  
Tel: 225-7931  
Fax: 225-9816

# Burson-Marsteller

---

1850 M Street, N.W.  
Suite 900  
Washington, D.C. 20036  
202.833.8550

**Government of Norway  
Activities Report  
October 24, 1989 - April 23, 1990**

October 24, 1989 - April 23, 1990

o      No Activity

# Burson-Marsteller

---

1850 M Street, N.W.  
Suite 900  
Washington, D.C. 20036  
202.833.8550

**Saudi Refining  
Activities Report  
October 24, 1989 - April 23, 1990**

October 24, 1989 - April 23, 1990

o No Activity

# Burson-Marsteller

Thomson-CSF, Inc.  
Activities Report  
October 24, 1989 - April 23, 1990

- o Advised client on the status of Department of Defense appropriation and authorization measures.
- o Advised client on requirements for foreign arms sale.
- o Other general activities including monitoring federal budget, activities, monitoring other defense-related Congressional activity, supporting Thomson's general marketing activities, and providing advice as requested.

<u>DATE</u>	<u>CONTACT (OFFICE)</u>	<u>MODE</u>
10/26/89	Kirk Robertson (Senate Governmental Affairs Committee)	Visit
11/14/89	Keith Kennedy (Senate Appropriations Committee)	Visit
11/14/89	Kris Kolesnik (Sen. Grassley's Staff)	Visit
11/14/89	Ken Johnson (Senate Armed Services Committee)	Telephone
11/20/89	Ken Johnson (Senate Armed Services Committee)	Telephone
11/21/89	Dick D'Amato (Senate Appropriations Cmte-Defense Sub-Cmte.)	Visit
12/7/89	Dick Doyle (Senate Budget Committee)	Visit
12/7/89	Ann Sauer (Senate Armed Services Committee)	Visit
12/7/89	Pat Tucker (Senate Armed Services Committee)	Visit
12/7/89	Les Brownlee (Senate Armed Services Committee)	Visit

12/15/89	Jack Conway (Senate Appropriations Committee)	Visit
12/15/89	Bill Hoagland (Senate Budget Cmte.)	Visit
12/15/89	Stephen Kohashi (Senate Appropriations Cmte. - HUD)	Visit
12/20/89	Mike Mitchell (Senate Governmental Affairs Committee)	Visit
12/20/89	Marvin Doyal (Senate Governmental Affairs Committee)	Visit
12/27/89	Pat Bogenberger (House Budget Cmte.)	Telephone
1/3/90	Mike Mitchell (Senate Governmental Affairs Committee)	Visit
1/3/90	Pat Bogenberger (House Budget Cmte.)	Visit
1/5/90	Mike Mitchell (Senate Governmental Affairs Committee)	Telephone
1/12/90	Kirk Robertson (Senate Governmental Affairs Committee)	Visit
1/16/90	Mike Mitchell (Senate Governmental Affairs Committee)	Telephone
1/17/90	Ann Sauer (Senate Armed Svcs. Committee)	Visit
1/17/90	Nora Slatkin (House Armed Svcs Cmte.)	Visit
2/9/90	J.R. Reskovic (Con. McCurdy's Staff)	Visit

2/13/90	John Rice (House Budget Committee)	Visit
2/13/90	Pat Bogenberger (House Budget Committee)	Visit
2/13/90	Rebecca Schmidt (House Budget Committee)	Visit
2/14/90	Morris Ruffin (Sen. Specter's Staff)	Visit
2/15/90	Del Davis (Senate Appropriations Cmte.-Defense Sub-Cmte.)	Visit
3/2/90	Dan Stanley (Sen. Dole's Staff)	Visit
3/7/90	Randy DeValk (Senate Budget Committee)	Visit
3/12/90	Jay Kimmitt (Senate Appropriations Cmte.-Defense Sub-Cmte.)	Telephone
3/26/90	Del Davis (House Appropriations Cmte.-Defense Sub-Cmte.)	Telephone
3/27/90	Randy DeValk (Senate Budget Committee)	Telephone
3/28/90	Paul Cambon (Con. Livingston's Staff)	Telephone
3/28/90	Randy DeValk (Senate Budget Committee)	Telephone/ Visit
3/28/90	Bruce McDonald (Sen. Bumpers Staff)	Visit
3/28/90	Steve Cortese (Senate Appropriations Committee)	Visit
3/28/90	Arnold Punaro (Senate Armed Services Committee)	Visit
3/28/90	John Hamre (Senate Armed Services Committee)	Visit

3/28/90	Les Brownlee (Senate Armed Services Committee)	Visit
3/28/90	Pat Tucker (Senate Armed Services Committee)	Visit
3/28/90	Ann Sauer (Senate Armed Services Committee)	Visit
3/28/90	Keith Kennedy (Senate Appropriations Committee)	Telephone
3/28/90	Dan Stanley (Sen. Dole's Staff)	Visit
3/28/90	Roy Phillips (Senate Budget Committee)	Visit
3/29/90	Del Davis (House Appropriations Cmte.-Defense Sub-Cmte.)	Telephone
3/30/90	Paul Cambon (Con. Livingston's Staff)	Visit
4/5/90	Del Davis (House Appropriations Cmte.-Defense Sub-Cmte.)	Telephone
4/6/90	Pat Tucker (Senate Armed Services Committee)	Telephone
4/9/90	Roy Phillips (Senate Budget Committee)	Visit
4/12/90	Paul Cambon (Con. Livingston's Staff)	Telephone

# Burson-Marsteller

## Attachment V

### SAUDI BASIC INDUSTRIES CORP. -- 00744

<u>CHECK #</u>	<u>DATE BANKED</u>	<u>INVOICE # PAID</u>	<u>AMOUNT</u>
WIRE01646	12/21/89	NY051481	\$ 15,747.50
		NY051482	9,707.32
		NY051483	46,260.58
		NY051485	20,547.94
		NY051486	9,598.94
		NY051487	234.75
		NY051488	585.00
		NY051489	16,553.41
		NY051490	55,748.96
		NY051491	36,020.74
			<b>Subtotal</b>
WIRE23478	12/07/89	NY049956	11,880.45
		NY049957	8,510.43
		NY049958	24,699.42
		NY049959	17,287.34
		NY049960	6,078.02
		NY049962	4,370.00
		NY049965	4,500.00
		NY049966	30,711.37
		NY049968	22,037.73
			<b>Subtotal</b>
WIRE60738	04/18/90	NY057091	34,500.00
		NY057092	7,664.85
		NY057093	56,688.72
		NY057093	1,127.36
		NY057094	36,783.15
		NY057096	13,357.04
		NY057097	550.94
		NY057098	7,944.33
		NY057099	11,369.28
	<b>Subtotal</b>	<u>169,996.85</u>	
WIRE61407	02/26/90	NY054076	10,283.50
		NY054511	2,661.00
		NY054512	25.00
		NY054079	83,276.25
		NY054083	5,116.12
		NY054086	990.00
		NY054088	14,753.22
		NY054516	3,250.00
		NY054094	21,763.96
			<b>Subtotal</b>
WIRE91310	12/29/89	NY049956	10,053.10

NY049958	18,588.27
NY049959	10,849.94
NY049961	41.40
<b>Subtotal</b>	<u>39,532.71</u>

WIRE94249

12/29/89

NY052762	13,870.00
NY049966	12,802.01
NY049967	56,766.46
NY049968	34,056.11
NY049970	9,993.93
NY049971	142.05
NY049972	58,480.89
NY049973	128,764.71
NY049974	173.00
NY049975	21,818.41
<b>Subtotal</b>	<u>336,867.57</u>
<b>TOTAL</b>	<b>\$1,029,596.08</b>

THOMPSON CSF, INC -- 01277

48671	12/27/89	WA050837	Subtotal	\$ 9,427.50 <u>9,427.50</u>
48762	01/03/90	WA050837		4,287.91
		WA052764		13,287.20
		WA054360	Subtotal	9,427.50 <u>27,002.61</u>
48991	01/29/90	WA054360	Subtotal	3,976.33 <u>3,976.33</u>
			<b>TOTAL</b>	<b>\$40,406.44</b>

IDB NORTHERN IRELAND -- 01930

WIRE04708	01/23/90	NY049915	\$ 15,102.20
		NY049917	18,160.61
		NY049918	2,145.33
		NY049919	2,178.53
		NY049921	6,487.94
		NY049923	18,481.96
		NY049924	9,960.89
		Subtotal	<u>72,517.46</u>
WIRE22444	02/08/90	NY0052615	14,573.13
		NY052616	197.10
		NY052617	9,403.18
		NY052618	4,769.75
		NY052620	3,208.63
		NY052622	29,211.99
		NY052623	16,479.73
		Subtotal	<u>77,843.51</u>
WIRE38449	02/23/90	NY053485	16,086.77
		NY053486	5,190.93
		NY053487	15,070.93
		NY053488	178.51
		NY053489	6,595.82
		NY053490	12,792.90
		NY053491	12,267.28
		Subtotal	<u>68,183.14</u>
WIRE53131	11/01/89	NY046939	17,059.38
		NY046940	679.38
		NY046941	29,045.57
		NY046942	3,311.96
		NY046943	7,164.46
		NY046944	6,353.61
		NY046945	11,429.90
		NY046946	11,799.94
Subtotal	<u>86,844.04</u>		
WIRE71083	03/21/90	NY055486	13,899.49
		NY056699	5,253.07
		NY055487	308.14
		NY656700	319.01
		NY055488	9,535.56
		NY056701	368.19
		NY055489	4.05
		NY055490	6,895.62
		NY056702	1,518.45
		NY055492	51.91
		NY056703	250.16
		NY055494	2,563.40
		NY056704	1,143.68
		NY055562	12,321.42
		NY056706	<u>7,911.91</u>

			Subtotal	<u>62,344.06</u>
WIRE77508	01/08/90	NY050881		15,274.48
		NY050882		1,570.00
		NY050883		11,000.38
		NY050884		61.05
		NY050885		4,366.33
		NY050886		7,946.36
		NY050887		15,684.28
		NY050888		17,672.68
			Subtotal	<u>73,575.56</u>
WIRE88042	12/06/89	NY048591		14,638.57
		NY048592		20.00
		NY048593		4,517.43
		NY048594		3,964.14
		NY048595		6,759.52
		NY048596		7,522.31
		NY048597		6,524.96
		NY048598		15,514.68
			Subtotal	<u>59,461.61</u>
			TOTAL	<u>\$500,769.38</u>

VICTORIA -- 00663

WIRE05739	01/25/90	NY051452	\$ 10,550.08
		NY051453	23,963.75
		NY050459	575.68
		NY051454	28.40
		NY051456	2,347.17
		NY051458	4,264.87
		Subtotal	<u>41,729.95</u>
WIRE22186	03/07/90	NY053145	7,819.31
		NY052677	12,495.74
		NY052678	1,117.62
		NY052679	8,643.03
		Subtotal	<u>30,075.70</u>
WIRE68897	12/11/89	NY049944	12,196.02
		NY049946	33,681.06
		NY049949	35,643.95
		NY049950	14,793.45
		Subtotal	<u>96,314.48</u>
WIRE98333	10/30/89	NY047150	12,194.85
		NY048484	15,964.85
		NY047151	35.18
		NY048485	660.33
		NY047152	20,918.03
		NY048488	41,476.79
		NY047153	30,939.39
		NY048490	11,354.23
		NY047154	10,607.97
		NY048491	7,983.67
		Subtotal	<u>152,146.29</u>
		TOTAL	<u>\$320,266.42</u>

GOVERNMENT OF NORWAY -- 08675

4991	02/16/90	WA055585	Subtotal	\$ 1,500.00
				<u>1,500.00</u>
4796	11/21/89	WA049395		750.00
		WA051581	Subtotal	16,834.97
				<u>17,834.97</u>
			TOTAL	\$19,084.97

GOVERNMENT OF MEXICO -- 08718

WIRE03214	01/26/90	D1011222	Subtotal	\$120,000.00 <u>120,000.00</u>
WIRE41219	03/14/90	D1011333 WA057413	Subtotal	85,000.00 148,000.00 <u>233,000.00</u>
WIRE61540	03/06/90	WA057415	Subtotal	550,000.00 <u>550,000.00</u>
1148886	01/22/90	WA055895	Subtotal	75,000.00
			TOTAL	<u>75,000.00</u> <u>\$978,000.00</u>

CEMEX -- 02588

0654	01/18/90	NY052815	Subtotal	\$ 30,403.50 <u>30,403.50</u>
1119	02/22/90	NY054319	Subtotal	37,776.25 <u>37,776.25</u>
0738	04/10/90	NY054319		19,015.42
		NY055220		6,591.64
		NY056362		14,001.18
			Subtotal	<u>39,608.24</u>
			TOTAL	\$107,787.99

# Burton-Marsteller

SAUDI BASIC INDUSTRIES CORP.  
10/16/89-04/15/90

Attachment VI

<u>CATEGORY</u>	<u>AMOUNT</u>
AIR FREIGHT	3,883.28
ART MATERIAL	265.74
AUDIO VISUAL EQUIPMENT	186.00
AUDIO VISUAL SUPPLIES	270.00
AV EQUIPMENT/SUPPLIES	419.82
BOOKS	0.00
CLIPPING SERVICE	740.80
COMPREHENSIVE	844.75
CONSULTATION FEE	855.75
COPY & CREATIVE SVCS BM-PURCH	306,207.05
CREATIVE PUBLISHING	0.00
DECMATE	24,130.00
EDITORIAL CONTACT	1,297.35
EMPLOYEE DUES	0.00
ENGRAVING	0.00
EQUIPMENT PURCHASE	34.20
EQUIPMENT RENTAL	3,114.89
FAX TRANSMISSION	1,765.50
FILM & PROCESSING	2,127.43
ILLUSTRATION & DESIGN	4,922.00
INFO. BANK SEARCHES	306.18
LOCAL TRANSPORTATION	1,524.30
MAGAZINE & SUBSCRIPTION	5,640.43
MECHANICAL ART	12.50
MEDIA PLACEMENTS	15,487.68
MEETING EXPENSES	173.77
MESSENGER	440.70
MISCELLANEOUS EXPENSES	6,864.43
NY ONLY SLIDES - EXTERNAL	0.00
NY STATE SALES TAX- ART	657.46
PHOTOGRAPHIC PRINTS	0.00
PHOTOGRAPHIC PRINTS - B/W	2,162.84
PHOTOGRAPHIC PRINTS - COLOR	3,445.60
PHOTOGRAPHY	28,975.76
PHOTOSTATS	627.06
POSTAGE	834.80

SUBTOTAL:

\$418,218.07

SAUDI BASIC INDUSTRIES CORP.  
10/16/89-04/15/90

<u>CATEGORY</u>	<u>AMOUNT</u>
PRINTING	6,081.32
PRODUCTION	33,983.50
PRODUCTION ESTIMATING SVCS	0.00
PRODUCTION TECHNICIAN	3,420.42
PROPS	0.00
REFERENCE MATERIAL	0.00
RELEASES, MIMEO & MAIL	972.90
REPRODUCTION CHARGES	13,467.00
RESEARCH	3,319.70
SCRIPTING	1,623.75
SCRIPT RESEARCH	0.00
SHIPPING	13,353.59
SLIDES	13,526.52
SPACE PURCHASED	0.00
STATIONERY & SUPPLIES	29.22
STOCK PHOTOS	710.00
STORAGE	717.70
TELEMEDIA PRODUCTION	6,658.58
TELEPHONE	14,766.91
TRANSPARENCIES	64.95
TRAVEL EXPENSES	0.00
TRAVEL EXPENSES- AIR & CAR	18,558.94
TRAVEL EXPENSES- OTHER	16,614.35
TYPOGRAPHY	2,297.14
VIDEO EDITING	20,541.95
VIDEO TAPE PRODUCTION	86.49
WORD PROCESSING	<u>2,632.87</u>
 SUBTOTAL:	 \$173,427.80
 GRAND TOTAL:	 <u>\$591,645.87</u>

INDUSTRIAL DEVELOPMENT BOARD OF  
 NORTHERN IRELAND 10/16/89 - 04/15/90

CATEGORY		AMOUNT
ADMIN. SURCHARGE	\$	6,464.81
AIR FREIGHT		40.00
ATR METATERIALS		42.53
AUDIO VISUAL SUPPLIES		100.00
CLERICAL SERVICES		174.00
CLIPPING SERVICE		3,436.79
CREATIVE PUBLISHING		1,239.69
DECMATE PROCESSING		8,450.00
DINING FACILITIES		291.50
ENTERTAINMENT		955.70
EQUIPMENT RENTAL		503.64
FAX TRANSMISSION		1,417.50
FILM & PROCESSING		489.34
FOOD		777.94
FREELANCE/MISC.		2,000.00
INFO BANK SEARCHES		3,597.30
INFO BANK SERVICES		376.25
LOCAL TRANSPORTATION		1,662.40
MAGAZINES & SUBS.		1,920.02
MEALS		174.76
MEDIA MONITORING		185.00
MEDIA PLACEMENTS		3,595.39
MESSENGER		1,019.15
MEETING EXPENSES		1,000.00
MISCELLANEOUS EXPENSES		11,837.19
NY ONLY SLIDES - EXTERNAL		2,015.37
NY STATE SALES TAX - ART		57.12
NEWSWIRE SERVICE		223.54
PHOTOGRAPHER TRAVEL		135.31
PHOTOGRAPHIC PRINTS - COLOR		3,433.73
PHOTOGRAPHY		229.39
PHOTOSTATS		43.12
POSTAGE		592.64
PRINTING		2,846.20
PRODUCTION		1,404.55
PRODUCTION TECHNICIAN		21.87
PUBLICATION PRODUCTION		5,463.80
RELEASES,MIMEO & MAIL		879.25
REPRINTS		2,555.77
REPRODUCTION CHARGES		4,171.10
SECRETARIAL SERVICES		495.00
SHIPPING		4,063.99
SPACE PURCHASED		24,488.90

INDUSTRIAL DEVELOPMENT BOARD OF  
NORTHERN IRELAND 10/16/89 - 04/15/90 (CONT'D)

CATEGORY	AMOUNT
TELEMEDIA PRODUCTION	396.05
TELEPHONE	9,945.21
TELEPHONE - TYPE - GRAPH	133.00
TRAVEL EXPENSES	18.00
TRAVEL EXPENSES - AIR & CAR	4,912.92
TRAVEL EXPENSES - OTHER	1,241.48
TYPOGRAPHY	1,206.06
WORD PROCESSING	3,094.40
VIDEO	239.22
VTR DUBS	168.09
TOTALS:	\$126,225.98

STATE OF VICTORIA, AUSTRALIA  
10/16/89 - 04/15/89

CATEGORY -----	AMOUNT -----
ADMINISTRATIVE SURCHARGE	\$ 7,912.06
ART MATERIALS	8.00
AUDIO VISUAL EQUIPMENT	85.00
AUDIO VISUAL SUPPLIES	8.00
CLIENT MEETING	94.88
CLIPPING SERVICES	2,123.33
DECMATE PROCESSING	10,400.00
DINING FACILITIES	34.50
ENTERTAINMENT	373.65
FAX	2,001.00
FOOD	6.00
INFORMATION BANK SEARCH	288.49
LOCAL TRANSPORTATION	855.91
MAGAZINES & SUBSCRIPTIONS	599.11
MEALS	52.00
MEDIA COMMISSION	10,915.62
MEDIA MONITORING	6.78
MESSENGER	19.00
MISCELLANEOUS EXPENSES	14,174.06
NY SLIDES ONLY	531.72
POSTAGE	110.30
RECLASS, MIMEO, MAIL	266.00
REPRODUCTION	4,662.00
SHIPPING	829.35
TELEPHONE	6,575.40
TELEPHONE - LONG DISTANCE	193.80
TRAVEL EXPENSES	153.20
TRAVEL EXPENSES - AIR AND CAR	10,055.80
WORD PROCESSING	783.78
	-----
<b>TOTAL</b>	<b>\$ 74,118.74</b> =====

STATE OF VICTORIA, AUSTRALIA MELBOURNE  
03/16/90 - 04/15/90

FAX TRANSMISSION	\$	39.00
MISCELLANEOUS EXPENSES		4,932.44
TRAVEL EXPENSES		1,843.25
TRAVEL EXPENSES - AIR AND CAR		1,887.11
		-----
<b>TOTAL</b>	<b>\$</b>	<b>8,701.80</b>
		-----

CEMEX  
02588-005  
10/16/89-04/15/90

CATEGORY -----	AMOUNT -----
ADMIN. SURCHARGE	\$ 8,118.47
DECMATE PROCESSING	3,060.00
DINING FACILITIES	11.00
ENTERTAINMENT	769.87
FAX TRANSMISSION	451.00
FREELANCE/MISC.	1,050.00
INFO. BANK SEARCHES	524.16
INFO. BANK SEARCHES - WASHINGTON	1,504.56
INFO. BANK SERVICES	467.50
LOCAL TRANSPORTATION	1,765.50
LODGING	908.95
MAGAZINES & SUBSCRIPTIONS	365.10
MEALS	91.36
MEDIA INFO. NEWSWIRE FEE	615.00
MEDIA MONITORING	725.00
MESSENGER	364.40
MISCELLANEOUS EXPENSES	159.57
NEWSWIRE SERVICE	600.02
POSTAGE	66.35
PHOTOGRAPHIC PRINTS B/W	645.68
PHOTOGRAPHER'S TRAVEL	58.92
PRINTING	1,113.47
PRODUCTION	157.37
REFERENCE MATERIAL	175.39
RELEASES, MIMEO & MAIL	261.00
REPRODUCTION CHARGES	2,683.67
RESEARCH	76.41
SHIPPING	384.25
TELEPHONE	2,144.07
TELEPHONE - LONG DISTANCE	2,658.48
TRAVEL EXPENSES - AIR & CAR	4,435.80
TRAVEL EXPENSES - OTHER	419.04
VIDEO	14,195.69
TOTAL	\$51,036.05

GOVERNMENT OF NORWAY  
10/16/89 - 04/15/90

CATEGORY

AMOUNT

REPRODUCTION CHARGES  
MESSENGER  
SHIPPING

\$1,500.00  
12.90  
246.90

TOTAL: \$1,759.80

THOMPSON - CSF  
10/16/89 - 04/15/90

<u>CATEGORY</u>	<u>AMOUNT</u>
INFORMATION SURCHARGE	\$1,599.31
INFORMATION BANK-WASHINGTON	565.76
MESSENGER	176.70
POSTAGE	6.95
REPRODUCTION CHARGES	375.02
TELEPHONE-LONG DISTANCE	317.67
ENTERTAINMENT	831.68
LOCAL TRANSPORTATION	364.30
LUNCHEONS	464.18
MEALS	23.83
SHIPPING	15.00
REFERENCE MATERIAL	87.72
	<hr/>
TOTAL:	\$4,828.12

SAUDI REFINING  
10/16/89 - 04/15/90

CATEGORY -----	AMOUNT -----
ADMIN. SURCHARGE	\$ -123.63
ENTERTAINMENT	69.54
MESSENGER	9.50
TELEPHONE	10.17
TOTAL	\$ - 34.42

10/25/89 Lynn Martin for U. S. Senate, \$1,000.  
11/29/89 Democratic Congressional Campaign Committee,  
\$2,500.  
1/16/90 Committee to Re-elect Thomas Foglietta, \$250.  
1/23/90 Democratic Congressional Campaign Committee,  
\$2,500.  
1/23/90 Nahigian for Congress (CA-17th), \$200.  
1/25/90 Exxon for Senate Committee, \$1,000.  
2/16/90 Republican Majority Fund (U.S. Senate), \$1,000.  
2/22/90 Bill Gray '90 Committee, \$1,000.  
2/22/90 Eckart for Congress Committee, \$500.  
3/12/90 Committee to Re-elect Jack Brooks, \$1,000.  
3/12/90 Serrano for Congress, \$250.  
3/12/90 Committee to Re-elect Nita Lowey, \$250.  
3/21/90 Committee to Re-elect Frank Annunzio, \$1,000.  
3/22/90 Internal Revenue Service, 1989 Taxes, \$137.  
3/27/90 McCurdy for Congress, \$500.  
3/29/90 Glenn English for Congress, \$500.

