

**22 APR 1993**

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

Name of Registrant

Registration No. **2578**

**HEFLAN ASSOCIATES, INC.**

Business Address of Registrant

**488 Madison Avenue  
New York, N.Y. 10022**

**I-REGISTRANT**

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

(a) If an individual:

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

(b) If an organization:

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

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

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

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 SECTION  
 REGISTRATION UNIT

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>
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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>
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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>
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II—FOREIGN PRINCIPAL

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

If yes, furnish the following information:

Name of foreign principal

Date of Termination

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

St. Lucia Tourist Board  
P.O. Box 221  
Castries  
St. Lucia, West Indies

January, 1993

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.

The Egyptian Tourist Authority

Austrian National Tourist Office

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:

The Egyptian Tourist Authority, Austrian National Tourist Office and St. Lucia Tourist Board: acted as an advertising agency for the purpose of promoting tourism from the United States to Egypt, Austria and St. Lucia. We prepare and place advertisements for these clients. The advertising is directed to the general public in an attempt to promote general tourism by American citizens to Egypt, Austria and St. Lucia. There is no political material of any kind associated with the program and the advertising campaign is typical of the industry in that it points out the attractive resort areas of historical and cultural interest to any tourist. Our work is completely non-political.

Our advertising agency creates advertising copy which is then approved by the respective client which is then placed in media selected by the client. All the advertisements relate to tourism.

<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.

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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>
	Austrian National Tourist Office	Advertising	\$6,759.75
	Egyptian Tourist Authority	Advertising	\$13,054.15
	St. Lucia Tourist Board	Advertising	\$10,271.91

SEE SCHEDULES ATTACHED

Total 30,085.81

## (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>
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<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>
	Austrian National Tourist Office	Advertising	\$ 39,773.15
	Egyptian Tourist Authority	"	75,510.19
	St. Lucia Tourist Board	"	75,406.08

**SEE SCHEDULES ATTACHED**

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Total      **190,689.42**

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>
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(c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

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

<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.

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)

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.

(Type or print name under each signature)

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

*Stuart Herman*

STUART HERMAN

Subscribed and sworn to before me at NASSAU COUNTY

this 29 day of April, 19 93

DOROTHY W. OKUN  
NOTARY PUBLIC, State of New York  
No. 4673312  
Qualified in Nassau County  
Commission Expires March 30, 1994

*Dorothy W. Okun*  
(Signature of notary or other officer)

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CRIMINAL DIVISION  
93 MAY -3 PM 4:00  
INTERNAL SECURITY  
SECTION  
REGISTRATION UNIT

<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.)

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

**NOTICE**

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form CRM-154, formerly Form OBD-64 - Supplemental Statement):


Yes \_\_\_\_\_ or No   x  

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

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

Yes \_\_\_\_\_ or No   x  

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

  
\_\_\_\_\_  
Signature

STUART HERMAN

Please type or print name of signatory on the line above

CEO  
\_\_\_\_\_  
Title

4/20/80  
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CRIMINAL DIVISION  
90 MAY -3 PM 4:09  
INTERNAL SECURITY  
REGISTRATION UNIT

Brooklyn Public Radio - WKED 89.3 FM  
 50 Park Place  
 New York, New York 10002

DATE
March 24, 1993
ACCOUNT NUMBER
1000000000

Enclosed

Lynette Galli  
 Norman Associates  
 488 Madison Avenue  
 New York, New York 10022

1993  
 OK  
 OK  
 4/1

AMOUNT ENCLOSED \$ \_\_\_\_\_

PLEASE RETURN THIS PORTION WITH PAYMENT

DATE	CHARGES AND CREDITS	AMOUNT
03/24/93	12 hours of underwriting for The St. Lucia Jazz Festival 1993	
	<u>Schedule</u> 12 hours @ \$125.00 =	\$1500.00
	Mar. 22, Sun                      Apr. 02, Sun	
	Mar. 23, Sun                      Apr. 03, Sun	
	Mar. 24, Sun                      Apr. 04, Sun	
	Mar. 25, Sun	
	Mar. 26, Sun	
	Mar. 27, Sun	
	Mar. 28, Sun	
	Mar. 29, Sun	
	Mar. 31, Sun	
	TOTAL:	\$1500.00

PAY LAST AMOUNT  
 IN THIS COLUMN

RECEIVED  
 DEPT. OF JUSTICE  
 GENERAL DIVISION  
 53 MAY - 2 PM 4:00  
 INTERNAL SECURITY  
 SECURITY  
 REGISTRARS UNIT



# United Broadcasting Company

4733 Bethesda Avenue — Suite 808  
Bethesda, Maryland 20814

COMMERCIAL  
TIME ORDER

CTO #715B

Order Date 03/16/93

Station: WJZE-FM  
Advertiser: ST. LUCIA TOURIST BOARD  
Cust. #: 3810  
Product:  
Pro/Ser: 1

HERMAN ASSOCIATES  
488 MADISON AVENUE  
NEW YORK, NY.

Acct. Exec: HOUSE (AA)

Start Date: 03/22/93  
End Date: 04/02/93

Attn: EVELYN GALLI  
Phone: (212)935-1730 Ext 000

Dates	Times	# Weeks	Class	Len	Rate	# per Week	Broadcasts per Day							
							Mo	Tu	We	Th	Fr	Sa	Su	
03/22/93 03/26/93	6:00A 10:00A	1	AAA/AA	60	1	100.00	3	1	1			1		
	10:00A 3:00P	1	AAA/AA	60	1	100.00	4		1	1	1	1		
	3:00P 8:00P	1	AAA/AA	60	1	100.00	3	1		1		1		
03/29/93 04/02/93	6:00A 10:00A	1	AAA/AA	60	1	100.00	2		1			1		
	10:00A 3:00P	1	AAA/AA	60	1	100.00	3	1		1		1		

TOTAL SPOTS: 15

CONTRACT TOTAL: 1,500.00

Additional Instructions:

Co-Op     Script     Merchandis     New     Renew     Std Billin  
 Political     National     Trade     Notarized     Cut #     Agency

The undersigned advertiser or its authorized agent and/or representative acknowledges that it has read the Terms and Conditions on the back of this contract for advertising and agrees to be bound by same.

Accepted for  
Agency/  
Advertiser: \_\_\_\_\_

Date: \_\_\_\_\_

Accepted  
for Station: \_\_\_\_\_

*St. Lucian*

Date: 3/26

# WQCD - FM 101.9

## CONTRACT

220 E 42 St., N.Y., NY 10017 212-210-2800

CONTRACT NO.

6298

DATE	3/15/93	13 MON-SUN WEEK
SALESMAN	TRISH DEMEULEMEESTE/LOCAL	STD MONTH BILLING
AGENCY	HERMAN ASSOCIATES	14
ACCOUNT	ST LUCIA TOURISM	36832
ADDRESS	488 MADISON AVENUE	55566
CONTACT	NEW YORK N Y 10022	START DATE: 3/29/93
		END DATE: 4/11/93
	ATTN: EVELYN GALLI(212) 935-1730	PRODUCT: JAZZ FESTIVAL

### SCHEDULES

LINE#	DATES	CLASS	TIMES	LEN	MO	TU	WE	TH	FR	SA	SU	RATE
1	3/29/93 4/ 4/93		10:00A 5:00P	50	1	1	1	0	1	0	0	325.00
2	3/29/93 4/ 4/93		10:00P 12:00M	60	1	0	0	1	1	0	0	200.00
3	3/29/93 4/ 4/93		9:00A 6:00P	60	0	0	0	0	0	1	0	300.00
4	3/29/93 4/ 4/93		12:00N 2:00P	60	0	0	0	0	0	0	2	250.00
5	4/ 5/93 4/11/93		10:00A 5:00P	60	1	0	0	0	0	0	0	325.00
6	4/ 5/93 4/11/93		10:00P 12:00M	50	0	1	0	0	1	0	0	200.00
7	4/ 5/93 4/11/93		9:00A 6:00P	60	0	0	0	0	0	1	0	-300.00
8	4/ 5/93 4/11/93		12:00N 9:00P	50	0	0	0	0	0	0	1	250.00

### ADDITIONAL INSTRUCTIONS

NOTARIZED AFFIDAVITS REQUIRED

TOTALS: 2 AIR WEEKS 15 SPOTS 3,975.00 TOTAL COST

LESS AGENCY COMMISSION UNLESS OTHERWISE NOTED. THE TERMS AND CONDITIONS APPEARING ON THE REVERSE SIDE HEREOF ARE AN INTEGRAL PART OF THIS CONTRACT. ACCEPTED FOR ADVERTISER OR AGENCY (and/or media buying service, if any), for itself and as agent for ADVERTISER:

Accepted for Station

Accepted for Agency (And Media Buying Service If Any) As Agent For The Advertiser

CLIENT COPY



GILMORE BROADCASTING CORPORATION  
 WLVE-FM • 194 N.W. 187th Street • Miami, Florida 33169  
 Date (305) 654-9494 • Broward (305) 426-4600  
 Fax (305) 654-9090

HERMAN ASSOCIATES  
 488 MADISON AVENUE  
 NEW YORK, NY

10022

AGENCY: HERMAN ASSOCIATES  
 ADVERTISER: ST LUCIA JAZZ FESTIVAL  
 ORDER DATE: 03/18/93  
 ORDER NUMBER: 6831  
 REVISION DATE: 03/19/93  
 REVISION NUMBER: 00  
 ORDER START: 03/29/93  
 ORDER END: 04/11/93  
 BILLING PERIOD: STANDARD  
 AGENCY - ADV #: 0471-0472  
 SALES PERSON: DUZE, N.  
 SALES OFFICE: LOCAL SALES/FM  
 RATE CARD  
 AGENCY ESTIMATE  
 TOTAL OCCASIONS: 28  
 BUYER NAME: EVELYN GALLI  
 BUYER PHONE #: 212-935-1730

ITEM	BROADCAST DATES	L <sup>1</sup> A <sup>2</sup> S <sup>3</sup> C <sup>4</sup> A <sup>5</sup> S <sup>6</sup>	LENGTH	SCHEDULE	BROADCAST PATTERN							WEEKLY OCC.	TOTAL OCC.	RATE/PLAN
					MON	TUE	WED	THU	FRI	SAT	SUN			
A	03/29/93-04/07/93	1	50	06:00A-10:00A	X	X	X	X	X	X	X	1	4	180.00
B	03/29/93-04/02/93	1	50	10A-3P M-SA	X	X	X	X	X	X	X	1	2	170.00
C	03/29/93-04/02/93	1	50	03:00P-07:00P	X	X	X	X	X	X	X	1	2	190.00
D	03/29/93-04/04/93	7	60	07:00P-11:59P	X	X	X	X	X	X	X	7	2	40.00
E	04/03/93	4	60	09:00A-06:00P							1	1	130.00	
F	04/04/93	4	50	08:00A-05:00P							1	1	120.00	
G	03/29/93-04/04/93	8	60	12A-5A M-SU	X	X	X	X	X	X	X	8	5	.00
H	04/05/93-04/09/93	1	60	05:00A-10:00A	X	X	X	X	X	X	X	1	1	180.00
I	04/05/93-04/09/93	1	60	10A-3P M-SA	X	X	X	X	X	X	X	1	1	170.00
J	04/05/93-04/09/93	1	60	03:00P-07:00P	X	X	X	X	X	X	X	1	2	190.00
K	04/05/93-04/09/93	7	50	07:00P-11:59P	X	X	X	X	X	X	X	7	2	40.00
L	04/10/93	4	50	09:00A-06:00P							2	2	130.00	
M	04/11/93	4	60	08:00A-05:00P							1	1	120.00	
N	04/05/93-04/11/93	8	60	12A-5A M-SU	X	X	X	X	X	X	X	8	5	.00

*Handwritten notes:*  
 10022  
 10022  
 10022

MONTH	OCC.	RATE	EXTENSION
APR	3	180.00	540.00
	3	170.00	510.00
	3	190.00	570.00
	4	40.00	160.00
	3	130.00	390.00
	2	120.00	240.00
	10	.00	.00
			2,410.00
			2,048.50

GRAND TOTAL: 2,410.00  
 AGENCY CUMM: 2,048.50  
 DISCOUNT TOTAL: 2,048.50  
 CONTRACT TOTAL: 2,048.50

TERMS AND CONDITIONS ON REVERSE SIDE