

**MAY 16 2000**

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

**I - REGISTRANT**

1. (a) Name of Registrant Scottish Enterprise (b) Registration No. 3013  
(doing business as Locate in Scotland and Scottish Trade International)

(c) Business Address(es) of Registrant  
4 Landmark Square, Suite 500  
Stamford, CT 06901  
(see attachment for list of offices)

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

- (a) If an individual:
  - (1) Residence address Yes  No
  - (2) Citizenship Yes  No
  - (3) Occupation Yes  No

- (b) If an organization:
  - (1) Name Yes  No
  - (2) Ownership or control Yes  No
  - (3) Branch offices Yes  No

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

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REGISTRATION UNIT  
2000 JUN 29 AM 11:05

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

3. If you have previously filed Exhibit C<sup>1</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.

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

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

If yes, furnish the following information:

Name	Position	Date Connection Ended
Ma Rissa Rutherford	Vice-President	5/15/2000

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

If yes, furnish the following information:

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

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

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

If yes, furnish the following information:

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

If yes, furnish the following information:

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

If yes, furnish the following information:

Name of foreign principal

Date of termination

8. Have you acquired any new foreign principal<sup>2</sup> during this 6 month reporting period?  
Yes  No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

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

Scottish Enterprise  
120 Bothwell Street  
Glasgow, Scotland  
G27JP

10. EXHIBITS A AND B

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

Exhibit A<sup>3</sup> Yes  No  N / A  
Exhibit B<sup>4</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>2</sup> 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.)

<sup>3</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>4</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.

### III - ACTIVITIES

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

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

Scottish Enterprise carries out activities through two unincorporated divisions, Locate in Scotland and Scottish Trade International. The activities of Locate in Scotland have consist of publicizing Scotland as a region of U.S. commercial and industrial investment and development, seeking potential U.S. investors and developing links between Scottish Enterprise and such investors. The activities of Scottish Trade International have consisted of promoting Scotland's export and international trade through strategic alliances, joint ventures and partnerships as well as sales and distribution agreements. Focust industries are software and information technology, biotechnology and optoelectronics. These (con't

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>5</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.

Foreign Principal - Scottish Enterprise, 120 Bothwell Street, Glasgow  
 Political activity - promotion of business development in Scotland and exports and trade from Scotland on behalf of the British Government.

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

**IV - FINANCIAL INFORMATION**

**14. (a) RECEIPTS-MONIES**

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

If no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies<sup>6</sup>

Date	From Whom	Purpose	Amount
See schedules attached			

1,359,970.00  
Total

**(b) RECEIPTS - FUND RASING CAMPAIGN**

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

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

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

**(c) RECEIPTS-THINGS OF VALUE**

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

If yes, furnish the following information:

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

15. (a) **DISBURSEMENTS-MONIES**

During this 6 month reporting period, have you

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

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

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

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

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

See schedule attached

\$ 1,809,941.09  
Total

**(b) DISBURSEMENTS-THINGS OF VALUE**

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

Yes

No

If yes, furnish the following information:

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

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>11</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:

Date	Amount or thing of value	Name of political organization	Name of candidate
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10, 11 Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks" and the like

V - INFORMATIONAL MATERIALS

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials<sup>12</sup>?  
Yes  No

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

17. Identify each such foreign principal.

Scottish Enterprise, Glasgow, Scotland

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

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

See schedule of receipts as identified on page 5, question 14(a).

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) Electronic information on internet.

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) Industry group and executives

21. What language was used in the informational materials:

- English
- Other (specify) \_\_\_\_\_

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

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

<sup>12</sup> 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 Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

6/22/00

(Type or print name under each signature<sup>13</sup>)

*Kathleen Tepper*

Kathleen Tepper

ABEILLE M. STANNE  
NOTARY PUBLIC  
STATE OF CALIFORNIA

CRM/ISS  
REGISTRATION UNIT  
200 JUN 29 AM 11:05

<sup>13</sup> 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.

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

**NOTICE**

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

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

YES \_\_\_\_\_ YES \_\_\_\_\_ or NO \_\_\_\_\_

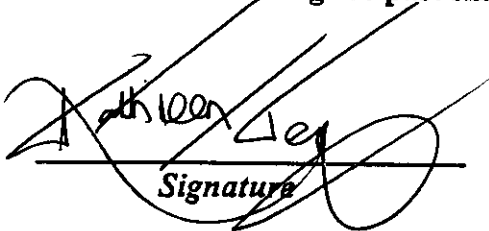
(If your answer to question 1 is "yes" do not answer question 2 of this form.)

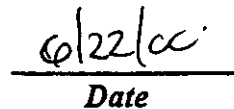
2. Do you disseminate any material in connection with your registration:

YES \_\_\_\_\_ or NO \_\_\_\_\_

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

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200 JUN 29 AM 11:05

  
\_\_\_\_\_  
Signature

  
\_\_\_\_\_  
Date

Kathleen Tepfer

**Please type or print name of  
signatory on the line above**

Vice President, North America

**Title**

SCOTTISH TRADE INTERNATIONAL  
AND  
LOCATE IN SCOTLAND

FARA Report - Financial Information - IV

October 16, 1999 to May 15, 2000

Registration No. 3013

Page 5, #14 (a) Receipts - Monies

<u>Date</u>	<u>From Whom</u>	<u>Purpose</u>	<u>Amount</u>	<u>Total</u>
<u>STAMFORD, CT</u>				
Nov. 15			\$ 99,985.00	
16	Scottish Enterprise	Expenditures	99,985.00	
Dec. 15		"	99,985.00	
23			99,985.00	
Jan. 20	"	"	100,000.00	
Feb. 11			100,045.00	
23			100,000.00	
28			100,000.00	
Mar. 29			<u>199,985.00</u>	\$999,970.00
<u>REDWOOD SHORES, CA</u>				
Oct. 22			\$ 20,000.00	
Dec. 22			20,000.00	
Jan. 21			20,000.00	
Mar. 15			25,000.00	
Mar. 22			20,000.00	
Apr. 19			<u>25,000.00</u>	130,000.00
<u>HOUSTON, TX</u>				
Nov. 8			\$ 15,000.00	
Dec. 14			15,000.00	
Jan. 25			25,000.00	
Mar. 8			25,000.00	
Apr. 28			<u>45,000.00</u>	125,000.00
<u>DOWNERS GROVE, IL</u>				
Nov. 2			\$ 30,000.00	
17			10,000.00	
Dec. 24			10,000.00	
Jan. 27			20,000.00	
Mar. 8			15,000.00	
Apr. 10			<u>20,000.00</u>	<u>105,000.00</u>
Total receipts				<u>\$ 1,359,970.00</u>

SCOTTISH TRADE INTERNATIONAL  
AND  
LOCATE IN SCOTLAND  
CASH DISBURSEMENTS  
OCTOBER 16, 1999 TO MAY 15, 2000  
REGISTRATION NO. 3013

ACCT #	DESCRIPTION	STI	LIS	TOTAL
1	U.K. TRAVEL	8,953.63	151.57	9,105.20
4	NON U.K. TRAVEL	22,822.10	12,227.22	35,049.32
10	U.K. SUBSISTENCE	1,539.53	35.18	1,574.71
11	NON U.K. SUBSISTENCE	20,561.00	6,591.04	27,152.04
21	RENT	43,393.43	128,188.98	171,582.41
23	INSURANCE	0.00	136,035.66	136,035.66
	OFFICE CLEANING	0.00	740.58	740.58
31	PRINTING & STATIONERY	22,035.73	22,612.55	44,648.28
32	BOOKS & PERIODICALS	521.85	785.95	1,307.80
34	TELEPHONE & TELEGRAPH	32,153.56	58,119.43	90,272.99
35	POSTAGE	9,828.86	18,769.67	28,598.53
40	GENERAL EXPENSE	38,064.78	35,409.26	73,474.04
41	SUBSCRIPTIONS	4,049.69	54,089.40	58,139.09
	STAFF TRAINING	67,298.08	4,337.85	71,635.93
	HOSPITALITY - U.K.	0.00	5.40	5.40
51	HOSPITALITY - NON U.K.	39,782.45	327.40	40,109.85
60	PROFESSIONAL FEES	30,416.47	62,911.82	93,328.29
61	LOCAL SALARIES	0.00	676,701.14	676,701.14
63	SEMINARS	8,231.56	0.00	8,231.56
	EQUIPMENT PURCHASE	97,620.95	55,006.79	152,627.74
	EXPATRIOT ALLOWANCE	0.00	680.13	680.13
	AUTO EXPENSE	0.00	80,064.06	80,064.06
	HOUSE EXPENSE	0.00	8,129.23	8,129.23
	UTILITIES	0.00	747.11	747.11
	<b>TOTAL</b>	<u>447,273.67</u>	<u>1,362,667.42</u>	<u>1,809,941.09</u>

Scottish Trade International  
and  
Locate in Scotland  
October 16, 1999 to May 15, 2000  
Registration No. 3013

Page 8- No. 19

One public relations consultant was employed:

Al Paul Lefton Company Inc.  
Rohm and Haas Building  
Independence Mall West  
Philadelphia, PA 19106

One advertising firm is employed:

Al Paul Lefton Company Inc.  
Rohm and Haas Building  
Independence Mall West  
Philadelphia, PA 19106

One direct marketing firm is employed:

Al Paul Lefton Company Inc.  
Rohm and Haas Building  
Independence Mall West  
Philadelphia, PA 19106

**Scottish Trade International  
and  
Locate in Scotland  
October 16, 1999 to May 15, 2000  
Registration No. 3013**

**Note to IV - Financial Information**

As indicated in this FARA report of May 15, 2000, the cash receipts and cash disbursements reported herein are for the period October 16, 1999 through May 15, 2000. The last two weeks of May were excluded in this report and the last two weeks of October were included due to cut-off requirements of the home office in Glasgow, Scotland. This report is for seven months to coincide with new reporting periods.

**Scottish Enterprise**  
**FARA Report, Supplement to Part III 11, Activities**  
**May 15, 2000**

**goals have been pursued by branches of Scottish Enterprise located in the United States by means of mail, telephone contacts, seminars, exhibitions, advertising in U.S. publications and electronic media and personal visits by officers of the registrant with representatives of U.S. business organizations.**





# **LIS/STAMFORD OFFICE INVENTORY OF BROCHURES**

**Aerospace Brochure**  
**Annual Review 99/98 Brochures**  
**Annual Review 98/99 Brochures**  
**Annual Review 97/98 Brochures**  
**Annual Review 96/97 Brochures**  
**Automotive Components**  
**Biotechnology Scotland Newsletter Spr.99'**  
**Biotechnology Scotland Source Book "99"**  
**Biotechnology Scotland Source Book "98"**  
**BRC Cards**  
**Business Advantages**  
**The Scottish Call Centre/Shred Service Centre 98-99**  
**Call Center Brochure**  
**Call Center CD-ROM**  
**Diskettes**  
**Distribution Brochures**  
**Electronic Brochures**  
**Electronic Support Companies In Scotland**  
**European Medical Device Manufacturer**  
**Food and Drink from Scotland 2000-2000 A Buyers' Guide**  
**Foundries, Pattern & Forgemakers**  
**Golf Brochures**  
**Global Semiconductor Booklets**  
**Inside Scotland Newsletter Autumn. 99**  
**Inside Scotland Newsletter Spr. 99**  
**Investment Assistance**  
**LIS General Information Packets**  
**Medical Device Brochures**  
**Oploelectronics Brochure**  
**Overseas Companies Apr 99**  
**Overseas Companies**  
**Pay & Conditions in Scotland/Results of 1995 Survey**  
**Plastic Supply Capability**  
**Regional Selective Assistance**  
**Relocate UK**  
**R&D Research & Development**  
**Scottish Business**  
**Scottish Call Centre & Supplier Directory**  
**Scottish Financial Enterprise Brochure**  
**Scottish Financial Enterprise Diskettes**  
**Scottish Financial Enterprise Yearbook**  
**Scotland Maps**  
**Scottish Software Federation**  
**SE Annual Report**  
**Semiconductor Brochures**  
**Software Echo March "98"**  
**Software Echo June "98"**  
**Software Echo Sept. "98"**

**Software Echo Mar 99**

**Software Echo June 99**

**Software Echo Sept 99**

**Technology Scotland**

**Technical Textiles**

**The Volvo Facility Irvine-Ayrshire-Scotland**

**World Class in Scotland CD's**

**World Class in Scotland**

LOCATE IN SCOTLAND

HOUSTON OFFICE

BROCHURE REPORT - June 2000

Annual Report.....	<u>24</u>
Calendars.....	<u>          </u>
Electronic Companies in Scotland .....	<u>12</u>
Electronics in Scotl. Subcontract Cap .....	<u>          </u>
Health Care & Bio. Companies in Scotland .....	<u>          </u>
Health Care in Scotland (Front Runner) .....	<u>          </u>
Info Systems Industry in Scotland .....	<u>          </u>
Key to Scotland .....	<u>          </u>
LIS, Centre of European Achievement .....	<u>          </u>
Manpower Excel. & Corp. Perform. in Scotland .....	<u>          </u>
N. American Cos. Manuf. in Scotland .....	<u>14</u>
Oil Directory .....	<u>          </u>
Pay & Conditions - Major Scotl. Manf. Cond .....	<u>10</u>
Scotland's Software Strengths .....	<u>          </u>
Software Companies in Scotland .....	<u>20</u>

**Redwood shores Literature Usage 2000**

Transferred to Dec 1999, change will be recorded in an Additional page to T Register.

DESCRIPTION	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Total
Biotechnology Scotland Sourcebook													0
LIS: Medical Devices													0
Directory of Medical Device in Scotland		2		1									3
LIS: Scotland Calling ...													0
Scottish Call Centre/Shared Svc Ctr Dir 98/99	2	2											4
LIS: Distribution													0
Electronic Manufacturing in Scotland			2	4									6
LIS: Electronics	2		1	4									7
Scotland: Positioned for Success in Optoelectronics													0
General Info Packs (includes below):	8												8
Non-Sectoral Inserts		7	9	6	3								25
Inside Scotland	1		3	1									5
LIS: Services and Key Facts													0
Who's in Scotland?			1		1								2
LIS: Annual Review	2	1				1							4
Overseas Companies Operating in Scotland	2												2
Regional Selective Assistance													0
LIS: Semiconductor													0
Scottish Software Federation (SSF) Directory of Member Cos 1999					1								1
Software Echo					1								1

Other Literature/Media:	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Total
Call Center CD ROM	24	8	12	4	5	1							54
Traverse Report													0
World Class in Scotland	3	3				2							8
Video Tour of Scotland's Silicon Glen													0
Digital Directory of Scottish Mfrg Capability													0

