

For Six Month Period Ending June 15, 1986
(Insert date)

Name of Registrant

Registration No.

Gavin Anderson & Company, Inc.
Business Address of Registrant

3378

261 Madison Ave.
New York, N.Y. 10016

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 <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

(b) If an organization:

- | | | |
|--------------------------|------------------------------|--|
| (1) Name | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (3) Branch offices | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |

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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	Date Connection Ended
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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

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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 principal¹ during this 6 month reporting period? Yes No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

-
10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

Netherlands Industrial Commission
(a section of the Ministry of Economic Affairs)

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 attached monthly Activity Reports

¹The 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 activity² 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.

See (11) above

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.

²The 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.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
12/26/85-1/7/86			38,500.00
2/13/86	Netherlands Ind. Comm.	Staff-time Fees	\$ 21,075.00
3/12/86	"	"	29,808.75
4/08/86	"	"	33,898.75
5/15/86	"	"	36,102.50
6/24/86	"	"	20,066.00
			\$ 140,951.00
			\$ 179,451.00
			\$ 140,951.00
			Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ 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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³A 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).

⁴Things 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>
Jan.	Various Vendors	Out-of-Pocket Expenses	
Feb.	Various Vendors	Out-of-Pocket Expenses	
March	Various Vendors	Out-of-Pocket Expenses	
April	Various Vendors	Out-of-Pocket Expenses	
May	Various Vendors	Out-of-Pocket Expenses	
June	Various Vendors	Out-of-Pocket Expenses	
1/3/86			2,155.38
2/13/86	Various Vendors	Out-of-Pocket	\$ 1,528.46
3/12/86	"	"	1,440.10
3/12/86	"	"	19,973.53
4/08/86	"	"	7,602.72
4/08/86	"	"	1,073.52
5/15/86	"	"	2,047.32
5/15/86	z"	"	18,054.19
5/15/86	"	"	1,949.05
6/24/86	"	"	12,674.25
6/24/86	"	"	1,475.10
			\$ 67,818.24
			\$ 69,973.62

~~\$ 67,818.24~~
 \$ 69,973.62

 Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ 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 value⁵ 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.

Netherlands Industrial Commission

⁵Things 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 A⁶ Yes No NA
- Exhibit B⁷ 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.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

⁷The 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 C⁸, 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

NA

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.)

Richard A. Russack

Richard Russack

Executive Vice President

Subscribed and sworn to before me at New York, N.Y.

this 30th day of June, 1986

MADELINE SCHNEIDER
Notary Public, State of New York
No. 44-4676668
Qualified in Rockland County
Commission Expires December 31, 1987

Madelaine Schneider
(Signature of notary or other officer)

⁸The 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.)

NIC ACTIVITY REPORT
DECEMBER 1985

- * Attended several client meetings.
- * Presented final version of the three-year Strategic Communications Plan to the NIC for submission to The Hague.
- * Reviewed and analyzed the Economic Affairs Ministry's proposed survey of Dutch facilities of U.S.-headquartered companies.
- * Notified European edition of the Journal of Commerce of its misidentified photo in article on NIC; arranged for corrected reprints of the article.
- * Provided the NIC with photos of P. Dobbelmann and T. van Heesch.
- * Supplied artwork of "Windmills" ad to John Wiley publishers for inclusion in college marketing textbook.
- * Based on 1985 issues of the newsletter, compiled list of foreign corporations announcing or carrying out investments/expansions in the Netherlands in 1985, along with relevant facts where known, for listing in Site Selection Handbook.
- * Forwarded requests for additional information stemming from ad in Dun's Business Month.
- * Obtained copy of "The United States-Japan Economic Problem" from Institute for International Economics and forwarded to P. Dobbelmann.

Newsletter

- * Held editorial meeting with the NIC; began work on first issue of 1986.

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ACTIVITY REPORT
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Advertising Creative -- Writing

- * Prepared copy for five possible ads for the 1986 campaign; developed two ads for final delivery.
- * Researched statistical and company information for the two ads.

Advertising Creative -- Design

- * Submitted several possible ad designs in the form of sketches, comps and mechanicals.

Advertising Production

- * Oversaw production of "Right in the Center" and "Not Only Windmills" ads from typesetting through mechanicals.

Advertising Scheduling

- * Proposed and refined national and regional advertising plans, schedules and budgets.
- * Obtained rates and other information on possible back-up publications for second-half 1986.
- * Investigated and arranged for concessionary ad rates based on KLM-NIC advertising with Forbes and The Economist.
- * Issued insertion orders for Site Selection Handbook, The Economist and Forbes through June 1986; reserved space in The Wall Street Journal through June 1986.

Annual Review

- * Conducted research for and wrote a draft of the proposed Annual Review of Foreign Investment in the Netherlands; submitted questions and other information requirements for the project to The Hague.
- * Presented a production schedule for completion of the publication by late March 1986.

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Newsletter

- * Interviewed corporate clients and wrote two thirds of the articles for the newsletter, which will be distributed in March; awaiting "hard news" material to complete.
- * Began compiling new mailing list of journalists to receive newsletter.

Seminars

- * Provided public relations counseling for proposed seminars in the Boston region and three Canadian cities.
- * Prepared a proposal for a public relations program for the Canadian seminars.
- * Designed and submitted comps for brochures for each seminar.
- * Drafted a pitch letter for invitees to the Canadian seminars.
- * Edited copy for the Boston seminar brochure.

Client Meetings

- * Met with the NIC on January 13, 16 and 29 to review advertising and Annual Review.
- * Met with A. Roosen and J. van den Donk on January 27 to discuss seminars and newsletter, respectively.
- * West Coast office of GA & Co. met with P. Palmen on January 31 to consider enhanced regional support for the NIC; a follow-up meeting is scheduled for February 20.

General Administration

- * Obtained reprints of P. Dobbelmann's interview in international edition of Journal of Commerce.
- * Ordered reprints of P. Dobbelmann's article in Medical Device & Diagnostic Industry.

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- * At P. Dobbelmann's request, wrote memos recommending questions for The Hague on its proposal for combined advertising in The Wall Street Journal and citing reasons for not advertising in Business Facilities magazine.
- * Forwarded selected clippings to the NIC.
- * Delivered requested photos to the NIC.
- * Prepared December Activity Report and invoice.

NETHERLANDS INDUSTRIAL COMMISSION

ACTIVITY REPORT
February 1986

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Advertising Creative -- Writing

- * Assembled list of Massachusetts-based companies for inclusion in Mass High Tech version of "Not Only Windmills" ad.
- * Conducted additional research and revised copy accordingly on both "Right in the Center" and "Not Only Windmills" at client's request.
- * Began researching facts and artwork possibilities for third ad in NIC campaign.
- * Analyzed adjustments and the need to create a West Coast version of "Not Only Windmills" ad.

Advertising Creative -- Design

- * Designed special variant of "Not Only Windmills" for Mass High Tech.

Advertising Production

- * Oversaw production of various versions (black and white and color) of "Right in the Center" and "Not Only Windmills" ads for Forbes, The Economist, The Wall Street Journal, Mass High Tech, Electronic News and (Peninsula) Times Tribune; worked with publications and platemaker to assure proper colors, backgrounds and tints.

Advertising Scheduling

- * Made several revisions of national advertising schedule for first-half 1986 (e.g., to include Midwestern edition of The Wall Street Journal).
- * Met with advertising representative from Business Week.
- * Issued insertion orders for The Wall Street Journal, Mass High Tech and (Peninsula) Times Tribune through June 1986.

Annual Review

- * Redrafted text of The Netherlands Foreign Investment Review; identified official photo requirements for the publication; created graphs from statistical information provided by The Hague; liaised with the Ministry of Economic Affairs in The Hague on information and photo requirements (e.g., corporate case histories).
- * Revised the production schedule to reflect new delivery date of mid-April 1986, assuming all copy and photographs are received by March 14.
- * Oversaw design of publication and presented full-color comp to client on February 28.

Newsletter

- * Completed the writing and editing of material for the newsletter, which is scheduled for distribution in late March.
- * Sent articles out to corporate interviewees for approval; solicited photographs to accompany articles.
- * Reviewed and refined mailing list of journalists to receive newsletter.

Special Projects

- * Prepared a proposal for a West Coast NIC public relations and marketing program and submitted it to F. Vromen/P. Palmen following meeting on February 20 in San Francisco.
- * Began interviews of executives of U.S. parent companies with Dutch subsidiaries as part of larger survey being conducted by Ministry of Economic Affairs; completed four of the interviews in February; submitted budget for project.
- * Submitted draft of new NIC Fact Sheet to client.

Client Meetings

- * Met with the NIC on February 10 and 28 to review advertising and Annual Review.
- * Met with F. Vromen and P. Palmen in San Francisco on February 20.

Counseling and Press Relations

- * Assisted editor from National Geographic on Dutch multi-ethnicity story.
- * Approached Mass High Tech executive editor on bylined piece for a March issue.
- * Approached Electronic News on possibilities for Dutch coverage in upcoming "Focus on Europe" supplement.
- * Provided public relations counseling for proposed seminar in Lowell, Massachusetts.

General Administration

- * Fulfilled several requests for information, e.g., list of states covered by Wall Street Journal's Midwestern and other editions.
- * Investigated costs of ordering quality tear sheets of the ads from The Economist and Mass High Tech.
- * At P. Dobbemann's request, investigated documentation of effectiveness of using individuals' names in ads.
- * Forwarded selected clippings to the NIC.
- * Ordered and delivered requested photos of A. Roosen and J. van den Donk to the NIC.
- * Researched costs and procedures for obtaining 800 telephone service in the U.S. and Canada.
- * Researched costs and procedures for obtaining a Canadian corporate mailing list from Dun & Bradstreet.
- * Prepared January Activity Report and invoice.

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ACTIVITY REPORT
March 1986

Advertising Creative -- Writing

- * Researched information on California-based companies in the Netherlands for use in the West Coast variant of "Not Only Windmills"; obtained clearance from the cited companies.
- * Initiated creative work on third ad in NIC campaign.

Advertising Production

- * Oversaw production of "Not Only Windmills" ad for Electronic Business.

Advertising Scheduling

- * Met with various advertising representatives.
- * Issued insertion order for Electronic News.

Foreign Investment Review

- * Reviewed and revised text for the first half of the Foreign Investment Review, in particular the message from the Minister of Economic Affairs (for design reasons); consulted with the NIC over these revisions.
- * Edited the texts for the case studies provided by The Hague.
- * Selected the material and completed design work on the graphs and charts.
- * Submitted a revised text of the Review to the NIC and The Hague for approval and requested additional statistical information.
- * Consulted with the NIC and The Hague on photographic needs, the case studies and the government officials' messages.

Newsletter

- * Wrote front-page articles on Medtronic research center and Boston seminar for the April issue; obtained accompanying photographs; sent material into production.
- * Prepared readership survey for inclusion in April issue; revised it according to NIC suggestions; arranged for its design, production and insertion in newsletter.
- * Completed and delivered to the NIC special mailing list of journalists to receive newsletter.

Special Projects

- * Conducted and wrote up 12 additional interviews of executives of U.S. parent companies with Dutch subsidiaries for Dutch government's survey.
- * Provided public relations counseling and liaised with Hill, Holliday and the Amsterdam Stock Exchange in support of High Technology in Europe seminar in Lowell, MA, on March 18.
- * Proposed special issue of the newsletter to highlight the March 18 seminar.
- * Budgeted West Coast PR/Marketing Program proposal.

Client Meetings

- * Met with P. Dobbelmann and J. Vogelaar on March 3 and 7 and P. Dobbelmann alone on March 12 to review advertising, the Foreign Investment Review, the U.S. parent-companies survey, the newsletter and other matters.
- * Attended March 18 seminar in Lowell, MA.

Counseling and Press Relations

- * Prepared list of questions for The Hague to assist Bart McDowell of National Geographic on Dutch multi-ethnicity story; introduced McDowell to Ton Vriens, Dutch film-maker expert on this issue.
- * Advised J. van den Donk on upcoming announcement by Morton Thiokol.

- * Liaised with Medtronic's headquarters in Minneapolis and its P.R. agency in The Hague on March 24 announcement of planned research center in Maastricht; drafted suggested press release for use in U.S. and sent to Medtronic's headquarters.
- * Assisted Mark Clayton of the Christian Science Monitor on article profiling investment attractions of the Netherlands (article appeared March 28, 1986).
- * Revised article on high-tech companies in the Netherlands at request of A. Roosen for use by Mass High Tech; delivered article to Mass High Tech; arranged for production of special map of Holland to be used as accompanying illustration and sent it to the publication.
- * Proposed direct-mail campaign for the medical instrumentation industry based on reprints of P. Dobbelmann article in Medical Device & Diagnostic Industry magazine.
- * Responded to request of Journal of Commerce in London for appointments in the Netherlands for its new Dutch correspondent, Simon Cameron-Moore.
- * Assisted Jim Cooke of Traffic Management magazine on Dutch distribution case histories.
- * Reviewed video from The Hague promoting investment in the Netherlands.
- * Discussed with Frits Vromen potential upcoming Northern California company investments in the Netherlands as well as plans for Silicon Compilers announcement.

General Administration

- * Fulfilled several requests for information, e.g., name and address of CEO of Chase Econometrics.
- * Ordered quality tear sheets of the ads from The Economist.
- * Arranged for comparison of effectiveness of Luce vs. Burrelle's clippings services; at P. Dobbelmann's request, subsequently canceled both services.
- * Forwarded selected clippings to the NIC, such as the Dutch piece in the Christian Science Monitor and mention of the March 18 seminar in Mass High Tech.

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- * Ordered and delivered requested photos of A. Roosen and P. Dobbelmann to the NIC.
- * Obtained reprints of Medical Device & Diagnostic Industry magazine article and forwarded them to the NIC.
- * Ordered special Commerce Department publication, a complimentary subscription to Forbes and extra copies of The Economist for P. Dobbelmann.
- * Resolved billing confusion with The Wall Street Journal.
- * Provided additional copies of certain invoices at the NIC's request.
- * Prepared February Activity Report and invoice.

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ACTIVITY REPORT
April 1986

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Advertising Creative -- Writing

- * Conceived and researched the third ad ("Not Only Cheese...") and submitted proposed copy to the NIC. (Need to start production in May 1986 for September use.)

Advertising Production

- * Managed design adjustment and production of West Coast variant of "Not Only Windmills" ad ("But Also Specialty Chemicals") for The Wall Street Journal.
- * Arranged for production and delivery of color or black and white versions of "Not Only Windmills" to Electronic News, Electronic Business, The Wall Street Journal (Eastern and Midwestern editions), Echelon magazine, Dun's Business Month, Site Selection Handbook and Medical Device & Diagnostic Industry.

Advertising Scheduling

- * Issued insertion orders for publications mentioned above.
- * Canceled remaining insertions in Silicon Valley's Times Tribune at request of the NIC.
- * Prepared national and regional advertising schedules for September-December 1986; prepared national, regional and trade advertising plan for 1987 as part of 1987 marketing communications plan.
- * Arranged with The Wall Street Journal for inclusion of the NIC ad in its SAM studies, on May 19, September 29 and November 10.
- * Met with advertising representatives from Scientific American, Business Week, Media Network, Electronic Business, The Economist and Dun's Business Month.

Foreign Investment Review

- * Resolved various outstanding issues relating to the text, charts and list of corporations, in consultation with the NIC.
- * Reviewed and selected the final artwork and commissioned or obtained additional materials (e.g., slides from Mentor Graphics in Oregon and currency photograph); wrote captions for the artwork; released all artwork for separations.
- * Arranged the layout of the text and supervised its typesetting; proofread the typeset galleys; initiated work on the mechanicals.
- * Corrected several errors in the message from the Minister of Economic Affairs (prepared by a consultant in The Hague).
- * Presented a revised text of the Review and all the relevant artwork to the NIC for final approval; adjusted the text in response to comments from the NIC and contacts at the Commission for Foreign Investment, the Dutch central bank and Texas Instruments' and Time-Life's Dutch subsidiaries.
- * Resubmitted printing specifications to several printers; received revised quotes; reviewed with the NIC its preferences and assigned job.

Newsletter

- * Incorporated the NIC's suggested changes in the layout; supervised typesetting, final layout, mechanicals and printing of 4-page April newsletter and accompanying reader survey/ mailing-list update; arranged for mailing and bulk deliveries of the 12,000 press run.
- * Obtained personal and corporate information from the NIC's West Coast staff for featuring in the April and subsequent newsletters.

Special Projects

- * Prepared and submitted a budgeted 1987 marketing communications plan.
- * Continued to conduct and write up interviews of executives of U.S. parent companies with Dutch subsidiaries for Dutch government's survey. (Thirty-five interviews were completed, including those done on trips to Minnesota and southern California.)
- * At request of P. Dobbelmann, contacted the IDA Ireland's office in Boston about attending its May 22 electronics companies seminar in Newton, MA.
- * Reviewed two transcripts of workshops from the March 18 seminar in Lowell, MA, for use in second 1986 issue of the newsletter.

Client Meetings

- * Met with P. Dobbelmann on April 1, 24 and 28 to review advertising, the Foreign Investment Review, the newsletter and other matters.

Counseling and Press Relations

- * Continued to provide editorial assistance to Bart McDowell of National Geographic on Dutch multi-ethnicity story.
- * Wrote suggested letters for the NIC to send to Computerworld and Electronic News expressing disappointment with article on March 18 seminar and Focus on Europe Supplement, respectively.
- * Spoke with Mr. Ianto Roberts on possible special-events publicity for the NIC.

General Administration

- * Suggested and arranged production of poster-size blowups of the two ads for use by J. van den Donk in booth at Chicago trade show.
- * At request of P. Dobbelmann, arranged for production of slides of "Right in the Center" ad.
- * Delivered glossy reprints of both ads to the NIC.
- * Requested reprints of A. Roosen's front-page article in Mass High Tech.
- * Supplied Forbes magazine with color version of "Right in the Center" ad for use in special reprint of April 21 Dutch advertising supplement.
- * At A. Roosen's request, arranged with Hill, Holliday agency in Boston to receive prints of selected photos taken at March 18 seminar.
- * Ordered transcripts of two taped workshop sessions of March 18 seminar.
- * Informed client of The Wall Street Journal's SAM study dates and made recommendations on when to book ads.
- * Forwarded selected clippings to the NIC, such as the article in Computerworld based on the March 18 seminar.
- * At request of P. Dobbelmann, compiled and assembled into binders several months' Dutch-related clippings received by GA & Co.
- * Resolved another billing error with Dow Jones.
- * Provided additional copies of certain invoices at the NIC's request.
- * Prepared March Activity Report and invoice.

RECEIVED
CRIMINAL DIVISION
JUL 1 11 14 AM '86
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

NETHERLANDS INDUSTRIAL COMMISSION

ACTIVITY REPORT
May 1986

Advertising Creative -- Writing

- * Reviewed and revised copy for the third ad ("Not Only Cheese...") in response to comments from the NIC.
- * Contacted the U.S. companies selected for mention in the ad and discussed proposed copy and approval process with them.
- * Initiated search for third ad's visual by contacting three stock-art houses.

Advertising Production

- * Arranged for delivery of West Coast variant of "Not Only Windmills" ad to The Wall Street Journal.

Advertising Scheduling

- * Met with advertising representatives from The Wall Street Journal and Mass High Tech; investigated possibility of advertising in Canadian Business and regional Southern California publication.

Foreign Investment Review

- * Reviewed and revised list of North American and Japanese corporations.
- * Proofread text, captions and list of corporations and made necessary corrections at each stage of the production process.
- * Integrated new photograph of Prime Minister with other production materials and released them for separations.
- * Supervised the preparation of blueprints and color separations and reviewed the publication on press (May 30).

page 2

Newsletter

- * Began work on next issue (scheduled for June), including interviewing NIC-designated companies and reviewing four additional transcripts from the March 18 Lowell seminar.

Special Projects

- * Pursued or undertook and submitted additional interviews of U.S. parent companies with Dutch subsidiaries (e.g., Warner Communications, GenRad) for Dutch government's survey; analyzed, summarized and cross-referenced the comments of 35 corporate interviewees and delivered the assembled binder to P. Dobbelmann.
- * Attended and reported on the IDA Ireland's May 22 electronics companies seminar in Newton, MA.
- * At P. Dobbelmann's request, researched and submitted reports on the staffing and advertising programs for 1986 of the NIC's British, Irish and Scottish competitors.
- * Provided background on activities of Wright Management, Bridgeport, to P. Dobbelmann.
- * Provided revised 1987 Marketing Communications Plan document.

Client Meetings

- * Met with P. Dobbelmann on May 1 and May 19 to revise 1987 Marketing Communications Plan and to review mechanicals of Foreign Investment Review.

Counseling and Press Relations

- * Liaised between officials in The Hague and Bart McDowell of National Geographic on Dutch multi-ethnicity story.
- * Prepared bylined article on Dutch trade for Global Trade Executive magazine.
- * Reviewed A. Roosen's revised letter to Computerworld re: coverage of March 18 seminar.

page 3

- * At request of F. Vromen, contacted two California companies -- Silicon Compilers and Sierra Semiconductor -- about to invest in the Netherlands re: publicity for the NIC.
- * Discussed with Morton Thiokol executives and the NIC publicity possibilities for upcoming investment in Groningen.
- * Assisted Viewlogic Systems with planning the content and distribution of news release on Dutch investment.

General Administration

- * Investigated advertising-industry awards competitions for submission of the NIC's ads.
- * Delivered reprints of front-page Mass High Tech article and photos of March 18 seminar to A. Roosen.
- * Submitted three binders of Dutch-related clippings to P. Dobbelmann as documentation for outstanding invoices.
- * Ordered transcripts of additional taped workshop sessions of March 18 seminar.
- * Investigated missing shipment of newsletters to The Hague.
- * Prepared April Activity Report and invoice.

NIC ACTIVITY REPORT
DECEMBER 1985

- * Attended several client meetings.
- * Presented final version of the three-year Strategic Communications Plan to the NIC for submission to The Hague.
- * Reviewed and analyzed the Economic Affairs Ministry's proposed survey of Dutch facilities of U.S.-headquartered companies.
- * Notified European edition of the Journal of Commerce of its misidentified photo in article on NIC; arranged for corrected reprints of the article.
- * Provided the NIC with photos of P. Dobbelmann and T. van Heesch.
- * Supplied artwork of "Windmills" ad to John Wiley publishers for inclusion in college marketing textbook.
- * Based on 1985 issues of the newsletter, compiled list of foreign corporations announcing or carrying out investments/expansions in the Netherlands in 1985, along with relevant facts where known, for listing in Site Selection Handbook.
- * Forwarded requests for additional information stemming from ad in Dun's Business Month.
- * Obtained copy of "The United States-Japan Economic Problem" from Institute for International Economics and forwarded to P. Dobbelmann.

Newsletter

- * Held editorial meeting with the NIC; began work on first issue of 1986.

FIRST-HALF 1986 NIC ADVERTISING: ISSUE DATES

The Economist*	March 1, 8, 29 (A) April 12, 26, May 10 (B) May 24, June 7 (B)
Forbes	March 10 (A) April 21* (B) (special Dutch section) May 19* (B)
Wall Street Journal	Feb. 27, March 4, 12, 20 (A) April 10, 15, 24, May 6 (A) May 13, 19 -- SAM date (B and B2)
Electronic News	April 14 (B) (special Europe supplement) June 2 (B)
Electronic Business	June 15* (B) (special Europe supplement)
Mass High Tech	March 3, 17, 31 (B3) April 14, May 12 (B3) June 9 (B3)
(Peninsula) Times Tribune	March 10, 17, 31 (A) April 14, 28 (A) May 12 (A)
Site Selection Handbook	February issue (original Windmills ad from 1985) June issue* (B)
Medical Device & Diagnostic Industry	June issue* (B)

* = 4-color

A = Right in the Center ad

B = Not Only Windmills ad

B2 = Not Only Windmills variant for West Coast

B3 = Not Only Windmills variant for Mass High Tech

June 30, 1986

RECEIVED
CRIMINAL DIVISION
JUL 1 11 13 AM '86
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

FIRST-HALF 1986 NIC ADVERTISING: ISSUE DATES

The Economist*	March 1, 8, 29 (A) April 12, 26, May 10 (B) May 24, June 7 (B)
Forbes	March 10 (A) April 21* (B) (special Dutch section) May 19* (B)
Wall Street Journal	Feb. 27, March 4, 12, 20 (A) April 10, 15, 24, May 6 (A) May 13, 19 -- SAM date (B and B2)
Electronic News	April 14 (B) (special Europe supplement) June 2 (B)
Electronic Business	June 15* (B) (special Europe supplement)
Mass High Tech	March 3, 17, 31 (B3) April 14, May 12 (B3) June 9 (B3)
(Peninsula) Times Tribune	March 10, 17, 31 (A) April 14, 28 (A) May 12 (A)
Site Selection Handbook	February issue (original Windmills ad from 1985) June issue* (B)
Medical Device & Diagnostic Industry	June issue* (B)

* = 4-color

A = Right in the Center ad

B = Not Only Windmills ad

B2 = Not Only Windmills variant for West Coast

B3 = Not Only Windmills variant for Mass High Tech

June 30, 1986

Gavin Anderson & Company

December 26, 1985

Netherlands Industrial Commission
One Rockefeller Plaza 11th Floor
New York, New York 10020

RECEIVED
CRIMINAL DIVISION
JUL 1 11 09 AM '85
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

Attention: Mr. Pierre Dobbelman
Industrial Commissioner

INVOICE # 1007-B

Balance of agreed-to retainer fee, August through
December, 1985

5 months @ \$3,500=

\$17,500

(1522)

Enter

14,000 in Nov. 85

(1523)

- Enter

3,500

in December 85

Gavin Anderson & Company, Inc.

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212-661-6311

December 31, 1985

Netherlands Industrial Commission
One Rockefeller Plaza - 11th floor
New York, NY 10020

Attention: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice 1040B

For additional research and development of a strategic marketing
and communication plan for 1987 - 1989. Work performed during
October, November and December, 1985.

\$12,000.00

Gavin Anderson & Company

261 MADISON AVENUE NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420268 (GAVAND) FAX 212 661-6311

January 7, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th Floor
New York, New York 10020

Attention: Mr. Pierre Dobbemann
Industrial Commissioner

INVOICE # 1040A (Amended)
Advertising
December 1985

Bio/Technology

Insertion of December 1985	\$1,400.00
Site Selection Handbook Insertion of December 1985	<u>2,615.00</u>
	<u>\$4,015.00</u>

Gavin Anderson & Company

NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212 661-6311

January 7, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th Floor
New York, New York 10020

Attention : Mr. Pierre Dobbelmann
Industrial Commissioner

INVOICE # 1040

Stafftime Fee- December 1985

\$9,000.00

See 1040 A 4,015.-
1040 B 12,000.-

*Payment Rec'd.
see attached*

(5/23)

Gavin Anderson & Company

261 MADISON AVENUE NEW YORK NEW YORK 10016 TELEPHONE 212 661 8790 TELEX 420288 (GAVAND) FAX 212 661 6311

January 31, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th Floor
New York, New York 10020

Attention: Mr. Pierre Dobbelman
Industrial Commissioner

INVOICE # 1040 C

Expenses December 1985

Telephone	39.48
Photocopy	75.40
Postage	10.18
Local Transportation	9.20
Messenger/Courier	153.50
Advertising Production	211.09
Typesetting of Ad Copy	52.00
Superior Fototech	108.47
Delayed Advertising	
Production charges	1,496.06
	<hr/>
	\$2,155.38

Clavin Anderson & Company

351 MADISON AVENUE, NEW YORK, N.Y. 10017 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212 661-6311

January 22, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th Floor
New York, New York 10020

Attention: Mr. Pierre Dobbelmann
Industrial Commissioner

INVOICE # 1062A
Advertising
January 1986

Medical Device and
Diagnostic Industry

January 1986 issue

\$2, 635.00

RECEIVED
CRIMINAL DIVISION
JUL 1 11 00 AM '86
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

Gavin Anderson & Company, Inc.

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212-661-6311

February 13, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th floor
New York, New York 10020

Attention: Mr. Pierre Dobbelmans
Industrial Commissioner

Invoice #1073 A

Administrative Expenses January 1986

Messenger	\$ 139.25
Federal Express	14.00
Local transportation	22.10
Photocopies	167.60
Postage	12.93
Telephone	46.01
Article reprints	209.00
Media distribution	85.89
Press clipping services	831.68
Total due this invoice:	\$ 1528.46

not paid yet

*See 1073B Staff time
1062-A Adver time*

Gavin Anderson & Company, Inc.

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212 661-8311

February 13, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th floor
New York, New York 10020

Attention: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice #1073 B

The following breaks down by activity the cost of staff time for public relations services (consistent with the enclosed Activity Report) performed by Gavin Anderson & Company during January 1986.

Advertising	
Creative (Writing & Design)	\$ 4000.00
Production	3000.00
Annual Review	
Research & Writing	4600.00
Newsletter	
Research & Writing	1625.00
Press relations, Counseling & Administration	7000.00
Special Projects	
Canadian seminar - brochure comp.	<u>850.00</u>
	\$21075.00

Gavin Anderson & Company

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212 661-6311

March 13, 1986

Netherlands Industrial Commission
One Rockefeller Plaza
New York, NY 10020

Attn: Mr. Pierre Dobbemann
Industrial Commissioner

Invoice #1069A

ADVERTISING

Wall Street Journal (East-West-
Midwest)
February 27

\$ 28,040.48

Site Selection Handbook
February

\$ 1,965.00

TOTAL
Discount (5%)
FINAL TOTAL

\$ 30,005.48
-1,500.27
\$ 28,505.21

25 75

Gavin Anderson & Company, Inc.

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212-661-6311

March 12, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th floor
New York, NY 10020

attention: Mr. Pierre Dobbemann
Industrial Commissioner

Invoice # 1096A

Administrative Expenses February 1986

Federal Express	\$ 22.00
Telephone	97.16
Messenger	187.50
(includes advertising materials)	
Black & White photography	
(for NIC files)	209.90
Photocopies	268.00
Postage	12.83
Local Expenses	50.56
Luce Press Clipping Service	368.26
Burrelles News Service	223.89
	<u>\$1440.10</u>

Total due this invoice: \$1440.10

deducted
592.15

(157)

Gavin Anderson & Company, Inc.

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212-661-6311

March 12, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th floor
New York, NY 10020

attention: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice # 1096B

The following breaks down by activity the cost of staff time for public relations services (consistent with the enclosed Activity Report) performed by Gavin Anderson & Company during February 1986.

Advertising

Creative (writing & design modifications)	\$ 1,612.25
Production	3,191.25

Annual Review

Research & Writing	6,521.50
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Newsletter

Research & Writing	1,012.50
--------------------	----------

<u>Counseling, Press Relations & General Administration</u>	7,191.25
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Special Projects

US Parent Company Survey	4,125.00
--------------------------	----------

West Coast PR & Marketing Program proposal (including various meetings in the San Francisco office)	6,155.00
--	----------

Total due this invoice	\$29,808.75
------------------------	-------------

Gavin Anderson & Company, Inc.

251 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212-661-6311

March 12, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th floor
New York, NY 10020

attention: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice # 1096C

The following breaks down by activity the out-of-pocket expenses incurred during February 1986

Advertising - Production

"Right in the Center" Ad Development of B&W and color comprehensives including map; and preparation of mechanical, including type, color separations and proof for first insertion in THE ECONOMIST	\$6,777.15
"Not Only Windmills" Ad Development of B&W and color comprehensives including researching windmill photographs	3,616.75
Stock photograph for NOW ad (for one year usage)	2,000.00

Annual Review

Design including 4-color, 24-page plus cover, brochure comprehensive	4,960.00
--	----------

Newsletter & Annual Review Research

Nexis Lexis usage	144.03
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Special Projects

U.S. Company Survey/West Coast PR plan
Travel to San Francisco Bay area
and related expenses including:
Mr. Russack's air fare, auto
rental expense, hotel and food;
and Mr. Braznell's local travel,
tolls, and parking for February
activity.

1,625.60

Special Project

Boston seminar
Brochure comprehensive
(submitted in January)

850.00

Total this invoice: \$ 19,973.53

THE INDUSTRIAL COMMISSIONER OF THE CONSULATE
GENERAL OF THE NETHERLANDS
NEW YORK

1786

1-148
210

5-14-86 19

PAY TO THE
ORDER OF

Gavin Anderson Company

\$49782²⁸

Forty Nine Thousand Seven Hundred Eighty Two + 28

100 - DOLLARS

EAB European American Bank

1 Rockefeller Plaza
New York, N. Y. 10020

FOR

10968; 1096C

1997353
⑈001786⑈ • ⑈021001482⑈ ⑈03⑈0173772⑈

Gavin Anderson & Company

261 MADISON AVENUE NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212 661 6311

April 1, 1986

Netherlands Industrial Commission
One Rockefeller Plaza
New York, NY 10020

Attn: Mr. Pierre Dobbeltmann
Industrial Commissioner

Invoice # 1129

MARCH ADVERTISING

National Media:

Wall Street Journal (East-West-Midwest)

March 4	\$ 28,040.48
March 12 (3/13 East)	28,040.48
March 20	<u>27,303.64</u>
	\$ 83,384.60

The Economist

March 1	\$ 5,578.00
March 8	5,578.00
March 29	<u>5,578.00</u>
	\$ 16,734.00

Forbes

March 10	\$ 24,345.50
----------	--------------

NATIONAL TOTAL \$124,464.10
Discount (5%) -6,223.21
FINAL NATIONAL TOTAL \$118,240.89

\$124,464.10
-6,223.21
\$118,240.89

over
→

Regional Media:

Mass High Tech
March 3
March 17
March 31

\$ 2,370.00
2,370.00
2,370.00
\$ 7,110.00

OK

Times Tribune
March 10
March 17
March 31

\$ 2,494.00
2,494.00
2,494.00
\$ 7,482.00

*we are
charging
1,07.12
per insertion*

correct amt: \$3,591.36
overpayment: \$3,890.64

REGIONAL TOTAL
FINAL NATIONAL TOTAL
GRAND TOTAL

\$ 14,592.00
\$118,240.89
\$132,832.89

Gavin Anderson & Company, Inc.

261 MADISON AVENUE NEW YORK, NEW YORK 10016 TELEPHONE 212 661-6790 TELEX 420288 (GAVAND) FAX 212-661-6311

April 8, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th Floor
New York, NY 10020
Attention: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice #1129A

The following breaks down by activity the cost of staff time for public relations services (consistent with the enclosed Activity Report) performed by Gavin Anderson & Company during March 1986.

Advertising

Creative	\$ 710.00
(writing & design modifications)	\$ 1,197.50
Production	

Foreign Investment Review

Research & Writing	\$ 6,948.75
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Newsletter

Research & Writing	\$ 1,377.50
--------------------	-------------

Counseling, Press Relations & General Administration

	\$ 9,315.00
--	-------------

Special Projects

US Parent Company Survey	\$ 9,675.00
--------------------------	-------------

Boston Seminar Attendance	\$ 1,855.00
---------------------------	-------------

1987 Operating Plan	\$ 1,212.50
---------------------	-------------

West Coast PR & Marketing Program proposal (budgeting)	\$ 1,038.75
--	-------------

Total due this invoice

\$33,898.75

paid 33,398

Gavin Anderson & Company, Inc.

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212-661-6790 TELETYPE 420286 (GAVAND) FAX 212-661-6311

April 8, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th Floor
New York, NY 10020
Attention: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice #1129B

The following breaks down by activity the out-of-pocket expenses
incurred during March 1986:

Advertising - Production

"Right in the Center" Ad:
production preparation
for Electronic News
insertion \$ 735.00

"Not Only Windmills" Ad:
preparation of mechanical,
including type, & color
separations for various
insertions \$4551.00

Foreign Investment Review

Mechanical production of
8 graphs \$1268.00

Special Projects

US Parent Company Survey: —
travel expenses: Boston,
Minneapolis and local \$1048.72

Total this invoice \$7602.72

Gavin Anderson & Company, Inc.

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212-661-6311

April 8, 1986

Netherlands Industrial Commission
One Rockefeller Plaza - 11th Floor
New York, NY 10020
Attention: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice #1129C

Administrative Expenses March 1986

Federal Express (March)	\$ 152.00
Telephone	\$ 472.05
Messenger	\$ 242.25
(includes advertising materials)	
Photocopies	\$ 145.00
Postage	\$ 41.22
Superintendent of Documents	\$ <u>21.00</u>
Total due this invoice	\$1073.52

Gavin Anderson & Company, Inc.

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8700 TELEX 420288 (GAVAND) FAX 212-661-6311

May 7, 1986

Netherlands Industrial Commission
One Rockefeller Plaza
New York, NY 10020

Attn: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice # 1173

APRIL ADVERTISING

National Media:

Wall Street Journal (East-West-
Midwest)

April 10	\$ 27,303.64
April 15	27,303.64
April 24	27,303.64
	<u>\$ 81,910.92</u>

The Economist

April 12	\$ 5,578.00
April 26	5,578.00
	<u>\$ 11,156.00</u>

Forbes

April 21	\$ 43,286.00
----------	--------------

Electronic News

April 14	\$ 6,048.00
----------	-------------

NATIONAL TOTAL	\$142,400.92
Discount (5%)	<u>-7,120.05</u>
FINAL NATIONAL TOTAL	<u>\$135,280.87</u>

Regional Media:

Mass High Tech
April 14 \$ 2,370.00

Times Tribune
April 14 \$ 1,197.12
April 28 1,197.12
\$ 2,394.24

REGIONAL TOTAL \$ 4,764.24
less Times Tribune credit -3,890.64
FINAL REGIONAL TOTAL \$ 873.60

FINAL NATIONAL TOTAL \$135,280.87

TOTAL THIS INVOICE \$136,154.47

THE INDUSTRIAL COMMISSIONER OF THE CONSULATE
GENERAL OF THE NETHERLANDS
NEW YORK

1818

May 27, 1986

1-148
210

PAY TO THE
ORDER OF GAVIN ANDERSON COMPANY

\$ 136,154.47

ONE HUNDRED THIRTY SIX THOUSAND ONE HUNDRED FIFTY FOUR AND 47/100---- DOLLARS

EAB European American Bank

1 Rockefeller Plaza
New York, N. Y. 10020

FOR

1173

⑈001818⑈ • ⑆021001486⑆ 103⑈01737 ⑈⑈

Gavin Anderson & Company

261 MADISON AVENUE, NEW YORK, NEW YORK 10017 TELEPHONE 212 661-8793 TELEFAX 420285 (GAVANDI) FAX 212 661-6311

May 15, 1986

Netherlands Industrial Commission
One Rockefeller Plaza
New York, NY 10020

Attn: Mr. Pierre Dobbelman
Industrial Commissioner

*Enter in books for
Aul*

Invoice # 1173A

CLIPPINGS

March 1986

248.60

128.05

246.84

623.49

Burrelle's
Luce

\$ 248.60
128.05
\$ 376.65

Outstanding Charges

Burrelle's December
Burrelle's January
Burrelle's February
Luce December
Luce December (Intergraph, etc.)
Luce January
Luce February

\$ 223.89
291.72
246.84
202.64
165.62
325.62
214.34
\$1, 670.67

TOTAL

\$2,047.32

(AT 27)

Gavin Anderson & Company, Inc.

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212-661-6311

May 15, 1986

Netherlands Industrial Commission
One Rockefeller Plaza
New York, NY 10020

Attn: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice #1173B

The following breaks down by activity the cost of staff time for public relations services (consistent with the enclosed Activity Report) performed by Gavin Anderson & Company during April, 1986.

<u>Advertising</u>	
Creative (writing)	\$1,980.00
Production	\$1,080.00
<u>Foreign Investment Review</u>	
Fact checking, editing, production management and client reviews	\$5,447.50
<u>Newsletter</u>	
Finalize copy, layout and production	\$3,831.25
<u>Counseling, Press Relations & General Administration</u>	
	\$7,360.00
<u>Special Projects</u>	
U.S. Parent Company Survey	\$12,453.75
1987 Operating Plan including West Coast Follow-up	\$3,950.00
Total due this invoice:	\$36,102.50

Gavin Anderson & Company, Inc.

284 MADISON AVENUE NEW YORK, N.Y. 10017 TELEPHONE 212 661-8790 TELEX 420285 (GAVAND) FAX 212-661-6311

May 15, 1986

Netherlands Industrial Commission
One Rockefeller Plaza
New York, NY 10020

Attn: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice #1173C

The following breaks down by activity the out-of-pocket expenses incurred during April, 1986 on behalf of N.I.C. approved programs:

Advertising - Production

"Not Only Windmills" Ad:
Additional color separations
for various insertions \$ 3,930.00

Foreign Investment Review

Photographs -- Mentor Graphics
and foreign currency \$ 1,099.38

Newsletter

Photographs -- \$ 350.00
Seminar Transcripts --\$ 216.50
Type & Mechanicals --\$ 1,320.67
Printing Newsletter --\$ 3,900.00
Printing Insert --\$ 2,150.00
Shipping & Mailing
Newsletter --\$ 2,384.47
Stuffing Insert,
Matching Name
To Envelope Label --\$ 1,061.61

\$11,383.25

over
→

NIC
page 2

Invoice 1173C (cont.)

U.S. Parent Company Survey

Travel Expenses -- Milwaukee
and Los Angeles, and metropolitan
NYC area \$ 1,421.56

Press Relations

Dutch Map To Illustrate
A. Roosen Mass High Tech
Article \$ 220.00

Total, this invoice: \$18,054.19

(1527)

Gavin Anderson & Company, Inc.

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAWAND) FAX 212-661-6311

Netherlands industrial Commission
One Rockefeller Plaza
New York, NY 10020

Attn: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice #1173D

Administrative Expenses April 1986

Federal Express (March-April)	\$ 106.25
Telephone	\$1,303.97
Messenger	\$ 388.50
Photocopies	\$ 131.60
Postage	\$ 18.73
Total due this invoice	\$1,949.05

(527)

Gavand Anderson & Company, Inc.

TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212-651-6311

Netherlands Industrial Commission
 One Rockefeller Plaza
 New York, NY 10020

June 24, 1986

Attn: Mr. Pierre Dobbelmann
 Industrial Commissioner

Invoice # 1202

MAY ADVERTISING

National Media:

Wall Street Journal (East-West-Midwest)

May 6	\$ 27,303.64
May 13	27,303.64
May 19	27,303.64
	<u>\$ 81,910.92</u>

The Economist

May 10	\$ 5,578.00
May 24	5,578.00
	<u>\$ 11,156.00</u>

Forbes

May 19	\$ 38,697.50
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NATIONAL TOTAL	\$131,764.42
Discount (5%)	-6,588.22
Non-fulfillment charge (Midwest)*	1,204.79
Non-fulfillment charge (Southwest)*	470.90
FINAL NATIONAL TOTAL	<u>\$126,851.89</u>

* These charges arise from the NIC's agreement in March 1985 to run at least 5,000 lines of advertising through March 1986 in all four of The Wall Street Journal's editions (i.e., a national contract). Soon after the contract was signed, the NIC decided to limit WSJ advertising to the Eastern and Western editions only. These charges adjust the cost of insertions in the Midwestern and Southwestern editions to the open rate.

over

Regional Media:

Mass High Tech
May 12

\$ 2,370.00

REGIONAL TOTAL
FINAL NATIONAL TOTAL

\$ 2,370.00
\$126,851.89

TOTAL THIS INVOICE

\$129,221.89

Gavin Anderson & Company, Inc.

NEW YORK 10018 TELEPHONE 212 661-8790 TELEFAX 400235 (GAVAND) FAX 212 661-8790

June 24, 1986

Netherlands Industrial Commission
One Rockefeller Plaza
New York, New York 10020

ATTN: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice #1202A

The following breaks down by activity the cost of staff time for public relations services, consistent with the enclosed Activity Report, performed by Gavin Anderson & Company during May 1986.

Advertising

Creative (research and writing) \$ 1,130.00

Production 282.50

Foreign Investment Review

Final editing, supervision of all production through final blueprint and chromalins. 4,595.00

Newsletter

Research and article development for second 1986 issue. 550.00

Counseling, Press Relations and General Administration

6,355.00

Special Projects

U.S. Parent Company Survey 1,985.50

Visit to The Hague 2,312.50

1987 Operating Plan 1,955.50

Attendance at IDA Seminar 900.00

Total this invoice: \$20,066.00

Gavin Anderson & Company, Inc.

175 MADISON AVENUE NEW YORK NEW YORK 10016 TELEPHONE 212 661-8790 TELEX 420288 (GAVAND) FAX 212 661-8790

June 24, 1986

Netherlands Industrial Commission
One Rockefeller Plaza
New York, NY 10020

ATTN: Mr. Pierre Dobbelmann
Industrial Commissioner

Invoice #1202B

The following breaks down by activity the out-of-pocket expenses incurred during May, 1986 on behalf of NIC approved programs:

Advertising -- Production

"Not Only Windmills" ad, additional
color separations for additional
insertions \$ 508.00

500 Mass High Tech Reprints 250.00

Foreign Investment Review

Type and Mechanicals 8,375.00

Revisions to type and mechanicals
following various reviews 1,243.75

On-press review (three days) 1,800.00

Newsletter

Additional distribution 100.00

Talk 'n type 397.50

Total this invoice: \$12,674.25

Gavin Anderson & Company, Inc.

261 MADISON AVENUE, NEW YORK, NEW YORK 10016 TELEPHONE 212 661-6790 TELEX 420288 (GAVANID) FAX 212 661-6791

June 24, 1986

Netherlands Industrial Commission
One Rockefeller Plaza
New York, NY 10020

ATTN: Mr. Pierre Dobbemann
Industrial Commissioner

Invoice #1202C

Administrative Expenses -- May, 1986

Messenger (May)	\$ 125.75
Federal Express (May)	112.60
Telephone (May)	257.40
Photocopies	107.80
NEXIS searches (April/May)	798.91
Postage	27.39
Local Transportation	45.25

Total due this invoice: \$1,475.10

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

RECEIVED
CRIMINAL DIVISION
JUL 1 11 12 AM '86
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

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 OBD-64 - Supplemental Statement):

Yes XX 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 such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

Richard A. Russack
Signature

June 30, 1986
Date

Richard A. Russack

Please type or print name of signatory on the line above

Executive Vice President
Title

*Sworn to before me
this 30th June, 1986
Madeline Schmidt*