

For Six Month Period Ending Feb. 28, 1990

(Insert date)

Name of Registrant

Registration No.

Pearson & Pipkin, Inc.

3727

Business Address of Registrant

422 First Street, S.E.  
Suite 208  
Washington, D.C. 20003

**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.

Robert R. Pipkin is no longer an officer or shareholder in Pearson & Pipkin, Inc.

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

Robert R. Pipkin, Jr.

Position

Executive Vice President

Date Connection

Ended  
12/21/89

RECEIVED  
DEPT. OF JUSTICE  
CRIMINAL DIVISION  
MAY 11 1990  
INTERNAL SECURITY  
REGISTRATION SECTION

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.

N/A

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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N/A

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>
Steven C. Andersen	Box 3591 Reston, VA 22090	Employee	1/24/90 as a registered agent

## II—FOREIGN PRINCIPAL

(PAGE 3)

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

If yes, furnish the following information:

*Name of foreign principal*  
N/A

*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*

N/A

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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.

Embassy of South Africa

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## III—ACTIVITIES

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

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

See "Attachment A"

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<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.

See "Attachment B"

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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.

N/A

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<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>
9/15/89	Principal	Fees	\$ 60,000.00
9/27/89	Principal	Expense Reimbursement	670.41
11/3/89	Principal	Expense Reimbursement	569.52
11/20/89	Principal	Fees	5,000.00
12/11/89	Principal	Expense Reimbursement	771.75
1/3/90	Principal	Fees	80,000.00
1/3/90	Principal	Expense Reimbursement	3,112.02
2/2/90	Principal	Expense Reimbursement	849.22
<b>Total</b>			<b>\$150,972.92</b>

## (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>
n/a			

<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>
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See "Attachment C & D"

## 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>
n/a				

## (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>
9-18-89	\$250.00	Tom Anderson for Congress (personal contribution by Ronald Pearson)	Tom Anderson
11-2-89	\$300.00	Burton for Congress (personal contribution by Ronald Pearson)	Dan Burton
1-18-90	\$200.00	Molinari for Congress (personal contribution by Robert Pipkin)	Susan Molinari

## 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.

Embassy of South Africa

<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.

N/A

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) individuals

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  N/A

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.

N/A

<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  N/A

If no, please attach the required amendment.

N/A

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.

N/A

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.)

*Ronald W. Pearson*

Ronald W. Pearson

Subscribed and sworn to before me at 316 Pennsylvania Ave S.E.  
Washington DC 20003

this 11<sup>th</sup> day of May, 19 90

*Katherine Graham*

(Signature of notary or other officer)

My commission expires December 14, 1991

<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.)

ATTACHMENT A -- Pearson & Pipkin, Inc.

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

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

For the Embassy of South Africa:

Monitored and analyzed bills and resolutions in the U.S. Congress pertaining to relations between the U.S. and the Republic of South Africa and other legislation including foreign investment, ethics, and investment disclosure; advised the Ambassador and Embassy on same; such monitoring includes scheduling of committee and subcommittee hearings and other meetings.

Monitored Congressional hearings on South Africa, as well as Congressional committee meetings where bills and amendments dealing with relations with South Africa were considered.

Monitored and analyzed actions in each House of Congress that pertain to relations with Republic of South Africa and advised Ambassador and Embassy on same; including research on positions of Members of Congress.

Developed and provided liaison with non-governmental groups and organizations interested in U.S. foreign policy.

Provided liaison with Congressional staff groups concerned with U.S. foreign policy.

Provided information to Congressional offices on events in South Africa; such information included copies of articles from newspapers and magazines; speeches by President F.W. de Klerk; analysis of proposed legislation regarding United States - South Africa relations.

Provided information to civic organizations, groups, media, educational organizations and individuals on events in South Africa; such information included magazine and newspaper articles; analysis of proposed legislation regarding United States - South Africa relations.

Analyzed articles in newspapers, magazines and other printed matter, and programs on television and radio pertaining to South Africa; advised on relevant rebuttal or clarification of same when it was thought needed.

Consulted with Ambassador and Embassy personnel on relations with the American media, particularly in regard to how to increase attention for positive changes taking place in South Africa in such areas as the government's commitment to political participation by all South Africans, the government's program of negotiation, and the government's commitment to a system of equal rights with no political domination by

any one group.

Assisted in arranging meetings between Ambassador Koornhof and Members of Congress.

Assisted in arranging meetings between Embassy officials and Members of Congress.

Discussed potential Congressional Committee actions and actions of Congress that would effect relations between the U.S. and South Africa and would impact the positive changes taking place in South Africa with Members of Congress and their staff and other governmental officials.

Consulted and regularly met with other consultants and law firms that serve as registered foreign agents for the Republic of South Africa as well as Embassy personnel and other South African officials.

Provided report and analysis on 1989 U.S. political events and 1990 political trends.

Consulted with officials of South African consulates in U.S. on relations between U.S. and South Africa.

Provided Embassy with research and information on uses of technology in education in the United States.

Provided Embassy with Congressional reactions to elections in Namibia.

Assisted in planning for receptions, dinners and other meetings at Embassy including updating invitation lists.

Assisted with planning of a visit by Barend du Plessis, South African Minister of Finance.

Provided Embassy with Association of American Publishers report on book boycotts and analysis of same.

Assisted in writing and editing materials as requested by Embassy.

Assisted in arranging meeting for Mr. Liebenberg of Nedbank.

Assisted in arranging appointments, meetings and guest commentary on Radio America for The Honorable Matilda Mothlaping, the first black female mayor in South Africa and member of the Executive Committee of the East Rand Regional Services Council.

Assisted in arranging meeting for Dr. Hugh Lawson, the Chief Surgeon and Head of the Department of Surgery at Baragwanath Hospital.

Assisted in arranging appointments and meetings for Derek Auret of the South African Ministry of Foreign Affairs.

Provided Embassy with biographical information on relevant executive branch appointees and Members of Congress.

Met with various South African officials, parliamentarians and others.

Provided Embassy officials with briefings on operations of the U.S. House of Representatives.

Provided Embassy with information on various organizations and conferences including the College of Democracy, the World Conference of Democracy and the World Constitution and Parliament Association.

Provided Embassy with copies of reports, speeches, Congressional hearing testimony and publications, as requested, including OSHA blood handling regulations, African debt, testimony by Members of Congress, executive branch officials and others.

Met with and briefed South African officials and other South African visitors on current status of legislation concerning South Africa and the current status of US attitudes toward South Africa, American governmental and political processes, and communications.

Provided Embassy officials with continuing analysis of Embassy programs to enhance person-to-person diplomacy between U.S. citizens and South African citizens.

ATTACHMENT B -- Pearson & Pipkin, Inc.

12. During this six month period, have you on behalf of any foreign principal engaged in political activity as defined below? Yes X  
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 speaker and subject matter.

For the Embassy of South Africa:

Discussed potential Congressional Committee actions and actions of Congress in regard to relations between the U.S. and South Africa and in regard to the positive changes taking place in South Africa with Members of Congress, their staffs and other governmental officials, in particular: discussed the current situation in South Africa with Donald Steinberg, Foreign Policy Advisor to the House Majority Leader Richard Gephardt; Scott Ingham, Special Assistant to Congressman Glenn English; Jim Atterholt, Chief of Staff to Congressman Dan Burton; Congresswoman Jill Long; Brad Cameron, Legislative Assistant to Congressman Steve Gunderson; Phillip Smith, Legislative Assistant to Congressman Don Ritter; Gerald Pitchford, Majority Staff Member of the House Foreign Affairs Committee; Jerry Lynam, Minority Professional Staff Member, House Committee on Banking; Tom Gann, Legislative Director to Congressman Tom Campbell; Senator Richard Lugar; Jamie Gallagher, Research Associate, House Republican Study Committee; Congressman John Hiler; John Walker, Director of the Conservative Opportunity Society; Congressman Cliff Stearns; Senator Trent Lott; Congressman Jon Kyl; Mike Ennis, Minority Staff Consultant, House Foreign Affairs Subcommittee on Human Rights and International Organizations; Jeff Nelson, Legislative Assistant to Congressman Dan Schaefer; Senator Nancy Kassebaum; Don Morrissey, Legislative Director to Congressman Bill McCollum; Congressman Bill Dannemeyer; Congressman Phil Crane; Congresswoman Helen Bentley; Senator Jesse Helms; Robert Coleman, Administrative Assistant to Congressman Phil Crane; Congresswoman Constance Morella; Randy Scheunemann, Foreign Policy Analyst at the House Republican Policy Committee; Congressman Ronald Machtley; Eric Thompson, Administrative Assistant to Congresswoman Nancy Johnson; Marc Lubin, Legislative Assistant to Congressman Stenholm; Congressman Ron Marlenee; Gardner Peckham, Minority Staff Consultant to the House Foreign Affairs Committee; Congressman Jack Fields; Doug Riggs, Legislative Assistant to Congressman Wally Herger; David Parmelee, Legislative Assistant to Congresswoman Nancy Johnson; Vince Randazzo, Legislative Assistant to Congressman David Dreier; Congressman Toby Roth; Congressman Newt Gingrich; Pat White, Administrative Assistant to Congressman Bob Davis; Congressman Don Ritter; Doug Gregory, Appropriations Associate to Congressman C.W. Bill Young; Patty Sheetz, Chief of Staff to Congressman Don Ritter; Congresswoman Ileana Ros-Lehtinen; Betsy Johnson, Legislative Assistant to Congressman Crane; Congressman Jim Inhofe;

Hillel Weinberg, Legislative Director to Senator Rudy Boschwitz; Congressman Chuck Douglas; Chris Griffen, Legislative Director to Congresswoman Helen Bentley; Congressman Bill Emerson; Dave Sanders, Minority Staff Member, House Foreign Affairs Subcommittee on International Economic Policy and Trade; Jenny Marion, Legislative Assistant to Congressman James Quillen; Mike Chapman, Legislative Assistant to Congressman Dave McCurdy; George Ann Way, Chief of Staff to Congressman Toby Roth; Congressman Porter Goss; Lou Furmanski, Legislative Assistant to Congressman Eliot Engel; Preston Berry, Legislative Assistant to Congressman Thomas Bliley; Phil Eskelend, Legislative Director to Congressman Marlenee; Mark Brinton, Minority Counsel, House Banking Committee; Bill Anthony, Press Secretary to Senator Gordon Humphrey; John Schrote, U.S. Department of the Interior; H.D. Palmer, Press Secretary to Senator James A. McClure; Linda Gieck, Administrative Assistant to Congressman Bill Dannemeyer; Karen Mogan, Legislative Assistant to Congressman Roy Rowland; Gray Rather, Legislative Assistant to Congressman Jack Hiler; Amy Wolak, Legislative Assistant to Congressman Vin Weber; Carol Singer, Legislative Assistant, Office Of Congressional Affairs, U.S. Trade Representative's Office; Congressman Dana Rohrabacher; Congressman Mel Hancock; Wade Heck, Chief Legislative Aide to Congressman Bill Dickinson; Jerry Gideon, Legislative Assistant to Congressman Bob Dornan; Congressman Chris Cox; Ben Naslund, Legislative Assistant to Congressman Bill Dannemeyer; Discussed financial sanctions bill and hearing with Gerry Lynam, Minority Professional Staff Member, House Banking Committee; Don Morrissey, Legislative Director to Congressman McCollum; Congressman Cliff Stearns; Congressman Jim Bunning; Chris Seeger, Administrative Assistant to Congressman Norm Shumway; Betsy Johnson, Legislative Assistant to Congressman Phil Crane; Discussed legislative outlook in Congress with Kelley Weichman, Legislative Assistant to Congressman Cliff Stearns; Betsy Johnson, Legislative Assistant to Congressman Phil Crane; Gil Kapen, Subcommittee on Africa; Bruce Rickerson, Minority Staff, Senate Foreign Relations Committee; Donald Steinberg, Foreign Policy Advisor to Congressman Richard Gephardt; Senator Larry Pressler; Congressman Bill Frenzel; Eric Thompson, Administrative Assistant to Congresswoman Nancy Johnson; Stephanie Hanna, Press Secretary to Congresswoman Barbara Vucanovich; Larry Hart, Communications Director to Congressman Herb Bateman; Discussed hearing on African elephants with Grant Mydland, U.S. Department of Interior; Kurt Christensen, Consultant, Public Lands, House Interior Committee; Harry Burroughs, Minority Professional Staff Member, House Merchant Marine and Fisheries; Lydia Hofer, U.S. Department of the Interior; Discussed conservation programs in South Africa with Congressman Ron Marlenee; Congressman Stan Parris; Congressman Billy Tauzin; Congressman Jack Fields; Congressman Richard Schulze; Discussed visit or potential visit to South Africa with Maxine James, Administrative Assistant to Congressman Donald Payne; Rondalyn Kane, Assistant to Congressman Alan Wheat; Gil Kapen, Professional Staff Member for the House Foreign Affairs Subcommittee on Africa; Carol Ditta, Personal Secretary to Congressman Stephan Solarz; Andrea Larue, Legislative Assistant to Congressman Michael Andrews, Lori Kenyon, Executive Assistant to Congressman Michael Andrews, Tamzin McMinn, Chief of Staff to Congressman Dean Gallo; Etta Becker, Executive Assistant to Representative Beverly Byron, Sarah Morningstar, Legislative Assistant to Representative Beverly Byron; Discussed the

release of prisoners in South Africa with Gerald Pitchford, Professional Staff Member to the House Foreign Affairs Committee; Gardner Peckham, Minority Staff Consultant to the House Foreign Affairs Committee; Laurie Fenton, Legislative Assistant to Congressman Amo Houghton; Brad Cameron, Legislative Assistant to Congressman Steve Gunderson; Don Morrissey, Legislative Director to Congressman McCollum; Nelle Temple, Minority Professional Staff Member, House Banking Committee Subcommittee on International Development, Finance, Trade and Monetary Policy; Roger Ervin, Legislative Assistant to Congressman Donald Payne, Dorothy Taft, Legislative Assistant to Congressman Chris Smith; Sam Kaplan, Legislative Assistant to Congressman John Miller; Discussed the Namibian elections with Tom Gann, Legislative Director to Congressman Tom Campbell; Dennis Clark, Legislative Assistant to Congressman James McClure Clarke; Carol Conners, Legislative Assistant to Congressman Jerry Huckaby; Gray Rather, Legislative Assistant to Congressman Jack Hiler; Gerald Pitchford, Professional Staff Member to the House Foreign Affairs Committee; Gardner Peckham, Minority Staff Consultant to the House Foreign Affairs Committee; Michael Naruda, Legislative Director to Congressman Fred Grandy; Betsy Johnson, Legislative Assistant to Congressman Phil Crane; Discussed the activities and statements of Ad Hoc Congressional group on South Africa with Roger Ervin, Legislative Assistant to Congressman Donald Payne; Lonnie Taylor, Administrative Assistant to Congressman Jack Buechner; Gil Kapen, Minority Professional Staff Member, House Foreign Affairs Subcommittee on Africa; Amy Wolak, Legislative Assistant to Congressman Vin Weber; Jamie Gallagher, Research Associate, House Republican Study Committee; Gardner Peckham, Minority Staff Consultant to the House Foreign Affairs Committee; Congressman Dan Burton; Gerald Pitchford, Professional Staff Member to the House Foreign Affairs Committee; Congressman Vin Weber; Laurie Fenton, Legislative Assistant to Congressman Amo Houghton; Discussed visit by Barend du Plessis, South African Minister of Finance with George Ann Way, Administrative Assistant to Congressman Toby Roth; Robert Coleman, Administrative Assistant to Congressman Phil Crane; Marc Lubin, Legislative Assistant to Congressman Charles Stenholm; Karl Espaldon, Legislative Assistant to Congressman Ben Blaz; Dottie Brown, Executive Assistant to Congressman James Inhofe; Brooke Roberts, Administrative Assistant to Congressman Larry Craig; Chris Seeger, Administrative Assistant to Congressman Norman Shumway;

Provided information to Congressional offices, other governmental officials, civic organizations, groups, media, and educational organizations, with information on events in South Africa, including:

- 1) A statement by South African President F.W. de Klerk regarding the release of prisoners in South Africa.

- 2) A February 2, 1990 speech by South African President F.W. de Klerk on legalizing political organizations, releasing Nelson Mandela, and on the need for negotiations.

- 3) An article from the July 1989 issue of Reason magazine which shows how finding economic solutions, that include the improvement of black business in South Africa, lead to political solutions for South Africa.

4) Articles showing the real impact of sanctions: an article from the November 30, 1988 issue of The Christian Science Monitor "How US Sanctions Hurt Blacks"; an article from the February 1989 issue of Reader's Digest "Do Sanctions Make Sense"; an article by Helen Suzman from the June 6, 1988 issue of the Washington Post, "A Wrecked Economy Won't End Apartheid"; an article from the December 5, 1987 issue of Human Events "Who Benefits From Sanctions"; an article from the March 28, 1989 issue of The Christian Science Monitor "Economics Can Defeat Apartheid" an article from July 19, 1989 issue of The Christian Science Monitor, "Sanctions and Apartheid"; and article from the August 18, 1989 issue of the Christian Science Monitor "A Moderate Policy Towards South Africa"; an article from the April 21, 1989 issue of the Christian Science Monitor, "Rethinking South Africa; articles regarding U.S. policy towards South Africa: from the September 1, 1989 issue of the Washington Times "S.African Reforms Needed Quickly, U.S. Officials Say"; an article from the Washington Post "Study Urges New Sanctions Against S. Africa In 1990-91"; an article from the Washington Post "South Africa Sanctions Poorly Enforced"; an article from Business Day, "US Sets Conditions to Lift Sanctions".

All or part of the above material went to the following Congressional offices and other governmental offices: Andrews, Archer, Arney, Baker, Ballenger, Barnard, Bartlett, Barton, Bateman, Bentley, Bereuter, Bilirakis, Blaz, Bliley, Boehlert, Broomfield, Brown, Buechner, Bunning, Burton, Byron, Callahan, Campbell, Chandler, Clarke, Clinger, Coats, Coble, Coleman, Combust, Conte, Coughlin, Courter, Cox, Craig, Crane, Dannemeyer, Davis, DeLay, DeWine, Dickinson, Dornan, Douglas, Dreier, Duncan, Dymally, Edwards (M.), English, Emerson, Fawell, Fields, Frenzel, Gallegly, Gallo, Gekas, Gephardt, Gillmor, Gilman, Gingrich, Goodling, Goss, Gradison, Grandy, Grant, Green, Gunderson, Hall, Hammerschmidt, Hancock, Hansen, Hastert, Hefley, Henry, Herger, Hiler, Holloway, Hopkins, Horton, Houghton, Hunter, Hutto, Hyde, Inhofe, Ireland, James, Johnson (N.), Kasich, Kolbe, Kyl, Lagomarsino, Leath, Lent, Lewis (J.), Lightfoot, Livingston, Lott, Lowery, Mack, Madigan, Marlenee, Martin (D.), Martin (L.), Machtley, McCandless, McCollum, McCrery, McDade, McEwen, McGrath, McMillan, Meyers (J.), Michel, Miller (C.), Miller (J.), Molinari, Montgomery, Morella, Moorhead, Morrison, Myers, Nielson, Oxley, Packard, Parris, Pashayan, Paxon, Payne (D.), Petri, Porter, Pursell, Quillen, Ravenel, Regula, Rhodes, Ridge, Rinaldo, Ritter, Roberts, Robinson, Rogers, Rohrabacher, Roth, Roukema, Rowland (J.), Rowland (R.), Saiki, Saxton, Schaefer, Schiff, Schuette, Schulze, Sensenbrenner, Shaw, Shumway, Shuster, Skeen, Skelton, Slaughter, Smith (C.H.), Smith (D.), Smith (L.), Smith (R.C.), Smith (R.F.), Smith (V.), Snowe, Solomon, Spence, Stangeland, Stearns, Stenholm, Stump, Sundquist, Tauke, Thomas (C.), Thomas (W.), Upton, Vander Jagt, Vucanovich, Walker, Walsh, Weber, Weldon, Wheat, Whittaker, Whitten, Wolf, Wylie, Young (C.W.), Young (D.), Conservative Opportunity Society, House Foreign Affairs Committee, House Minority Leader's Office, House Republican Research Committee, House Republican Study Committee, House Republican Policy Committee, House Rules Committee, House Select Committee on Intelligence, House Subcommittee on Africa, House Subcommittee on International Policy and Trade, House Minority Counsel, Minority Floor Assistant, Senate Steering Committee; House

Foreign Affairs Subcommittee on International Economic Policy and Trade, House Banking Subcommittee on International Development, House Foreign Affairs Subcommittee on International Operations; also the following organizations, groups, institutions and media: Abilene Christian University, American Studies Center, Jim Boulet, Campbell University, Cato Institute, Center for International Security, Center for Judicial Studies, Center for Security Policy, Citizens Against Government Waste, Economics Department, George Mason University, Foreign Policy Research Institute, Free Congress Foundation, Free World Foundation, Hale Foundation, Heritage Foundation, Hoover Institution, Institute for Distribution and Development Studies - Colorado State University, Institute for Humane Studies - George Mason University, Intercollegiate Studies Institute, International Foundation for Electoral Systems, International Policy Forum, Jefferson Educational Foundation, Legal Affairs Council, National Conservative Foundation, National Forum Foundation, National Security Record, Notre Dame Law School, Rockford Institute, Selous Foundation, United States Global Strategy Council, US New South Africa Movement, Washington Legal Foundation, Young America's Foundation.

Developed and provided liaison with non-governmental groups and organizations interested in U.S. foreign policy (for details on information provided and to which groups please see immediately preceding entry); also attended meetings or conferences including those of the Federalist Society, Foreign Policy Network, World Affairs Council, Heritage Foundation, U.S. Global Strategy Council, CATO Institute, International Freedom Foundation, Safari Club International, Conservative Leadership Conference, and some regularly scheduled meetings at the Free Congress Foundation.

Assisted in arranging meetings between Ambassador Koornhof and Members of Congress so the Ambassador could discuss with Members relations between the U.S. and the Republic of South Africa. Meetings were with the following Members of Congress: Houghton, Buechner.

Assisted in arranging meetings between Embassy personnel with the following Members of Congress: Gallo, Houghton, Buechner, Solarz.

Assisted in arranging meetings between Ambassador Koornhof and Embassy personnel with Congressional staff to introduce the Ambassador and Embassy personnel to Congressional staff members and to provide opportunity for the Ambassador to discuss change in South Africa: Joel Benson (Congressman Johnson), Michelle Burkhart (Congressman Mollohan), Mike Chapman (Congressman McCurdy), Glenn Conrad (Congressman Stallings), Mike Cushman (Congressman Chapman), Cheryl Federline (Congressman Johnston), Maureen Fletcher (Congressman Hubbard), Bob Flint (Congressman Hutto), Lou Furmanski (Congressman Engel), Tom Glakas (Congressman Skelton), Norma Linda Gonzalez (Congressman Laughlin), Joel Grist (Congressman Jenkins), Guy Guzzone (Congressman Nelson), Scott Ingham (Congressman English), Marjorie Jones (Congressman Mollohan), Karen Mogan (Congressman Rowland), Colleen Mahoney (Congressman Russo), Dan McGrath (Congressman Volkmer), Judy Mims (Congressman Stallings), Kevin Patrick (Congressman Pickett), Gerald Pitchford (House Foreign Affairs Committee), Dan Posey (Congressman Leath), Gen. David Price

(House Subcommittee on Seapower and Strategic and Critical Materials), Hillary Robie (Congressman Ray), Flora Sullivan (Congressman Gibbons), Elizabeth Vaughn (Congressman Applegate), Vicki Walling (Congressman Tanner), Preston Berry (Congressman Bliley), Robert Bostock (Congressman Gallo), Mark Brinton (Banking Subcommittee on Economic Stabilization), Brad Cameron (Congressman Gunderson), Horace Cooper (Congressman Armey), Mark Dyckman (Congressman Goss), David Emerick (Congressman Hefley), David Fogarty (Congressman Fawell), Jan Fujiwara (Congressman Cox), Dave Fuscus (Congressman Clinger), James Gallagher (House Republican Study Committee), Phil Grone (Congressman Gradison), Rebecca Hyder (Congressman Bilirakis), Jon Hymes (Congressman Lent), Bob Jackson (Congressman Emerson), Betsy Johnson (Congressman Crane), Sam Kaplan (Congressman Miller), Glenn LeMunyon (Congressman DeLay), Gil Kapen (Subcommittee on Africa), Jerry Lynam (House Banking Committee), John Meckley (Congressman Archer), Beth Melloy (Senator Roth), Gardner Peckham (House Foreign Affairs Committee), Joe Phillips (Congressman Buechner), Steve Ruhlen (Congressman Combest), Randy Scheunemann (House Republican Policy Committee), Lonnie Taylor (Congressman Buechner).

Assisted in arranging appointments and meetings for The Honorable Matilda Motlhaping, the first black female mayor in South Africa and member of the Executive Committee of the East Rand Regional Services Council, with Roger Ervin (Cong. Donald Payne), Congressman Donald Payne, Congressman Jim Inhofe, Steve Bagwell (Congressman Barton), Preston Berry (Congressman Bliley), Alana Evert (Congressman Packard), Randi Fredholm (Congressman Hammerschmidt), Jan Fujiwara (Congressman Cox), Gail Giblin (Congressman Fields), Chris Griffin (Congressman Bentley), Paul Guppy (Congressman Douglas), Ralph Hellman (Congressman Saiki), Mary Martinek (Congressman Schiff), Cheryl Schneider (Congressman Frenzel), Dorothy Taft (Congressman Chris Smith), Tandi Thomas (Congressman Hastert), Crawford Tuttle (Congressman Shumway), Jill Weitz (Congressman Brown), Kerry Woods (Congressman Hefley) and Beverly LaHaye and Sarah White of Concerned Women for America.

Assisted in arranging appointments and meetings for Mr. Derek Auret, of the South African Ministry of Foreign Affairs, with Gerald Pitchford (House Foreign Affairs Committee) and Gardner Peckham (Minority Staff, House Foreign Affairs Committee).

Assisted in arranging meeting for Mr. Liebenberg of NedBank with Congressman Burton.

Assisted in arranging appointments and meetings for Dr. Hugh Lawson, Chief Surgeon and Head of the Department of Surgery at Baragwanath Hospital in South Africa, with Mike Franc (Congressman Dannemeyer)

Provided liaison with Congressional staff groups concerned with U.S. foreign policy (for details on information provided, please see second major entry in this attachment; and for individuals and affiliations please see first entry in this attachment).

Speeches

DATE	PLACE	NAME OF SPEAKER	SUBJECT MATTER
9/29/89	Anton's Loyal Opposition 400 1st St, S.E. Washington D.C. 20003	The Honorable Matilda Motlhaping	South Africa's Future
10/4/89	Radio America 499 S. Capitol St., S.E. Washington, D.C.	The Honorable Matilda Motlhaping	The Role of Black Women in South Africa
1/18/90	Anton's Loyal Opposition 400 1st St., S.E. Washington D.C. 20003	Ambassador Koornhof	How South Africa is changing
2/15/90	Anton's Loyal Opposition 400 1st St., S.E. Washington D.C. 20003	Ambassador Koornhof	How South Africa is changing

ATTACHMENT C -- Pearson & Pipkin, Inc.

Question 15 (a) -- Monies

During this 6 months reporting period, have you (1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Item 8, 9, and 10 of this statement?

Yes X          No

(2) transmitted monies to any such foreign principal?

Yes            No X

If yes, set forth below 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
9/1-2/28	Quill Corp., GAE Data Services, Capitol Hill Graphics, Kinko's, Stationery House, Jonbar Printing, Capitol Copy Products, Staples	Printing, Photocopies, Supplies	559.72
9/1-2/28	Cable & Wireless, Sprint, C&P	Telephone Service	755.37
9/1-2/28	U.S. Postmaster, Courier Services	Postage & Delivery	1,020.14
9/1-2/28	Publications	Subscriptions & Individual Copies	1,098.60
9/1-2/28	-----	Taxi, parking, local transportation	665.77
9/1-2/28	Marine Midland Mastercard, Anton's Loyal Opposition	Meals & Luncheons (For more details see Attachment D)	3,477.75
9/1-2/28	Marine Midland Mastercard	Travel Expenses (For more details see Attachment D)	956.19
9/1-2/28	House Administrative Assistants' Alumni Association	Luncheons	42.00
9/1-2/28	Federalist Society	Conference registration	65.00

9/1-2/28 Monday Club

Luncheon

16.00

Total

8,656.54

ATTACHMENT D -- Pearson & Pipkin, Inc.

Disbursements during the period of 9/1/89 - 2/28/90. These payments were made directly to Marine Midland Mastercard.

Meals with Government Employees:

Meals at Anton's Loyal Opposition Restaurant

9/6	Ronald W. Pearson, Errol de Montille, Gerald Pitchford (House Foreign Affairs Committee) to discuss current situation in South Africa.	56.82
9/15	Ronald W. Pearson, Robert R. Pipkin, Scott Ingham (Congressman English), Brad Cameron (Congressman Gunderson) to discuss current situation in South Africa.	69.38
10/6	Ronald W. Pearson, Jamie Gallagher (House Republican Study Committee), John Walker (Conservative Opportunity Society) to discuss current situation in South Africa.	63.76
10/31	Robert R. Pipkin, Jeff Nelson (Congressman Schaefer) to discuss current situation in South Africa.	48.00
11/3	Ronald W. Pearson, Gardner Peckham (House Foreign Affairs Committee) to discuss current situation in South Africa.	43.48
11/29	Ronald W. Pearson, Gil Kapen (Subcommittee on Africa) to discuss current situation in South Africa.	52.11
12/4	Robert R. Pipkin, Gerry Lynam (Banking Committee), Vince Randazzo (Congressman Dreier) to discuss current situation in South Africa.	65.81
12/6	Robert R. Pipkin, Patty Sheetz (Congressman Ritter) to discuss current situation in South Africa.	32.62
12/11	Ronald W. Pearson, Tom Gann (Congressman Campbell) to discuss current situation in South Africa.	46.75
12/12	Ronald W. Pearson, Preston Berry (Congressman Bliley) to discuss current situation in South Africa.	34.80
12/13	Ronald W. Pearson, Randy Scheunemann (House Republican Policy Committee) to discuss current situation in South Africa.	44.34
1/10	Ronald W. Pearson, Betsy Johnson (Congressman Crane) to discuss current situation in South Africa.	40.76
1/22	Ronald W. Pearson, Jamie Gallagher (House Republican Study Committee) to discuss current situation in South Africa.	32.62

1/25 Ronald W. Pearson, Gardner Peckham (House Foreign Affairs Committee) to discuss current situation in South Africa. 35.94

2/28 Ronald W. Pearson, Lou Furmanski (Congressman Engel) to discuss current situation in South Africa. 38.67

Luncheon at Anton's Loyal Opposition (September 29, 1989): 503.27  
(Paid directly to Anton's Loyal Opposition)

Steve Bagwell (Congressman Barton)  
Preston Berry (Congressman Bliley)  
Alana Evert (Congressman Packard)  
Randi Fredholm (Congressman Hammerschmidt)  
Jan Fujiwara (Congressman Cox)  
Gail Giblin (Congressman Fields)  
Chris Griffin (Congressman Bentley)  
Paul Guppy (Congressman Douglas)  
Ralph Hellman (Congressman Saiki)  
Mary Martinek (Congressman Schiff)  
Cheryl Schneider (Congressman Frenzel)  
Dorothy Taft (Congressman Chris Smith)  
Tandi Thomas (Congressman Hastert)  
Crawford Tuttle (Congressman Shumway)  
Jill Weitz (Congressman Brown)  
Kerry Woods (Congressman Hefley)  
Pieter Snyman (Embassy of South Africa)  
Matilda Motlhaping  
Ronald W. Pearson  
Steven C. Andersen

Luncheon at Anton's Loyal Opposition (January 18, 1990): 892.58

Ambassador Koornhof  
Preston Berry (Congressman Bliley)  
Robert Bostock (Congressman Gallo)  
Mark Brinton (Banking Subcommittee on Economic Stabilization)  
Brad Cameron (Congressman Gunderson)  
Horace Cooper (Congressman Arney)  
Mark Dyckman (Congressman Goss)  
David Emerick (Congressman Hefley)  
David Fogarty (Congressman Fawell)  
Jan Fujiwara (Congressman Cox)  
Dave Fuscus (Congressman Clinger)  
James Gallagher (House Republican Study Committee)  
Phil Grone (Congressman Gradison)  
Rebecca Hyder (Congressman Bilirakis)  
Jon Hymes (Congressman Lent)  
Bob Jackson (Congressman Emerson)  
Betsy Johnson (Congressman Crane)  
Sam Kaplan (Congressman Miller)  
Glenn LeMunyon (Congressman DeLay)  
Jerry Lynam (House Banking Committee)

John Meckley (Congressman Archer)  
Beth Melloy (Senator Roth)  
Gardner Peckham (House Foreign Affairs Committee)  
Joe Phillips (Congressman Buechner)  
Steve Ruhlen (Congressman Combest)  
Randy Scheunemann (House Republican Policy Committee)  
Lonnie Taylor (Congressman Buechner)  
Minister Theo Aronsen (Embassy of South Africa)  
Robert Desmarais (Embassy of South Africa)  
Steve McQueen (Embassy of South Africa)  
Pieter Snyman (Embassy of South Africa)  
Ronald W. Pearson  
Steven C. Andersen

Luncheon at Anton's Loyal Opposition (February 15, 1990):

913.64

Ambassador Koornhof  
Joel Benson (Congressman Johnson)  
Michelle Burkhart (Congressman Mollohan)  
Mike Chapman (Congressman McCurdy)  
Glenn Conrad (Congressman Stallings)  
Mike Cushman (Congressman Chapman)  
Cheryl Federline (Congressman Johnston)  
Maureen Fletcher (Congressman Hubbard)  
Bob Flint (Congressman Hutto)  
Lou Furmanski (Congressman Engel)  
Tom Glakas (Congressman Skelton)  
Norma Linda Gonzalez (Congressman Laughlin)  
Joel Grist (Congressman Jenkins)  
Guy Guzzone (Congressman Nelson)  
Scott Ingham (Congressman English)  
Marjorie Jones (Congressman Mollohan)  
Karen Mogan (Congressman Rowland)  
Colleen Mahoney (Congressman Russo)  
Dan McGrath (Congressman Volkmer)  
Judy Mims (Congressman Stallings)  
Kevin Patrick (Congressman Pickett)  
Gerald Pitchford (House Foreign Affairs Committee)  
Dan Posey (Congressman Leath)  
Gen. David Price (House Subcommittee on Seapower and  
Strategic and Critical Materials)  
Hillary Robie (Congressman Ray)  
Flora Sullivan (Congressman Gibbons)  
Elizabeth Vaughn (Congressman Applegate)  
Vicki Walling (Congressman Tanner)  
Minister Theo Aronson (Embassy of South Africa)  
Robert Desmarais (Embassy of South Africa)  
Pieter Snyman (Embassy of South Africa)  
Ronald W. Pearson  
Steven C. Andersen

Meal at Bullfeathers:

9/20 Ronald W. Pearson, Robert Coleman (Congressman Crane) 27.06  
to discuss current situation in South Africa.

Meal at La Colline:

11/27 Ronald W. Pearson, Marc Lubin (Congressman Stenholm) 61.05  
to discuss current situation in South Africa.

Meal at Occidental Restaurant:

11/30 Ronald W. Pearson, Roger Ervin (Congressman D. Payne) 68.75  
to discuss current situation in South Africa.

Meals with non-governmental individuals: 283.25  
(Paid directly to Marine Midland Mastercard)

Meals with South African Embassy officials and/or their 22.29  
representatives (Paid directly to Marine Midland  
Mastercard.)

Trip to Reno, NV by Ronald Pearson to attend Safari Club 956.19  
International conference, Feb. 2-5, 1990.

Registration	200.00
Airline (United Airlines)	518.00
Meals & accommodations (Rodeway Inn)	238.19

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 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.)

Ronald W. Pearson

Signature

5/11/90

Date

Ronald W. Pearson

Please type or print name of signatory on the line above

President

Title