

For Six Month Period Ending AUG 29 1990  
(Insert date)

Name of Registrant: Pearson & Pipkin, Inc.  
Registration No.: 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.

n/a

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
n/a		

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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>
n/a				

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>
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>
n/a			

## 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*

n/a

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

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

## 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"

<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>
3-12-90	Principal	Expense Reimbursement	956.19
3-22-90	Principal	Expense Reimbursement	137.95
4-3-90	Principal	Fee	19,800.00
4-3-90	Principal	Expense Reimbursement	4,985.89
4-6-90	Principal	Fee	30,000.00
5-21-90	Principal	Expense Reimbursement	486.81
6-26-90	Principal	Expense Reimbursement	588.00
7-3-90	Principal	Fee	30,000.00
7-19-90	Principal	Expense Reimbursement	4,344.56
8-1-90	Principal	Fee & Expense Reimbursement	5,680.00
<b>Total</b>			<b>96,979.40</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 "Attachments C & D"

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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>
n/a			

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  n/a
- Exhibit B<sup>7</sup> Yes  No

If no, please attach the required exhibit.

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

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

If no, please attach the required amendment.

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

<sup>7</sup>The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

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

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

If no, please attach the required amendment. n/a

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 Washington D.C.

this 9<sup>th</sup> day of October, 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, the environment, mineral resources, conservation issues, foreign assistance and export policy; 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 the 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 statements by the Government of South Africa and the African National Congress, 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

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Africans, the government's program of negotiation, and the government's commitment to a system that protects individual human and civil rights.

Assisted in arranging meetings between Ambassador Koornhof and Members of the House Republican Study Committee.

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 reports and outlooks for key U.S. election races for 1990.

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 the Clean Air Act, nationalization, Joint Session of Congress, Joint Meeting of Congress, fundraising practices in the United States, divestment by the State of Virginia, U.S. Supreme Court nomination process.

Provided Embassy with Congressional reactions to speeches and comments by various South African political leaders.

Provided Embassy officials with information regarding possible actions on divestment in South Africa by the Fairfax County, VA government.

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

Assisted in writing and editing materials as requested by Embassy.

Assisted in obtaining a visa for Congressman Donald Payne in order for him to visit the Republic of South Africa.

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.

Assisted in arranging appointments and meetings for Mr. Victor Penning and Mr. Ferreira, two members of the East Rand Regional Services Council.

Assisted in arranging appointments and meetings for Mrs. Ferns and Dr. Strydom of the South African Bureau of Information.

Provided Embassy with information on various organizations and conferences including National Conference of State Legislatures, the White House Press Office, International Freedom Foundation, Congressional Quarterly, National Forum Foundation Conference and the Regions in Transition Conference.

Provided Embassy with copies of reports, speeches, Congressional hearing testimony and publications, as requested, including U.S. Human Rights Policy, Third World Debt, Foreign Aid, Helping Children and Refugees, African Debt, Developments in the U.N. System, African Refugees, OSHA Standard on Blood-borne Pathogens, Foreign Investment, National Critical Materials Council, U.S. Refugee Resettlement Programs, International Financial Policy, 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 Flora Sullivan, Legislative Assistant to Congressman Gibbons; Marc Lubin, Legislative Assistant to Congressman Stenholm; Jamie Gallagher, Research Associate, House Republican Study Committee; Roger Ervin, Legislative Assistant to Congressman Donald Payne; Karen Mogan, Legislative Assistant to Congressman Roy Rowland; Gardner Peckham, Minority Staff Consultant to the House Foreign Affairs Committee; Cheryl Federline, Legislative Assistant to Congressman Johnston; Gray Rather, Legislative Assistant to Congressman Jack Hiler; Craig Murphy, Press Secretary to Congressman Joe Barton; Jim Atterholt, Chief of Staff to Congressman Dan Burton; Mike Chapman, Legislative Assistant to Congressman Dave McCurdy; Congressman Vin Weber; Ben Naslund, Legislative Assistant to Congressman Bill Dannemeyer; Congressman Dan Burton; Congressman Curt Weldon; Dan Posey, Legislative Assistant to Congressman Leath; Gerald Pitchford, Majority Staff Member of the House Foreign Affairs Committee; Senator Bill Armstrong; Congressman John Miller; Senator Connie Mack; Congressman Cliff Stearns; Bill Stiers, Legislative Director to Congressman Bill Dickinson; Terri Hauser, Legislative Director to Congressman William Broomfield; Patti Sheetz, Chief of Staff to Congressman Don Ritter; Laurie Fenton, Legislative Assistant to Congressman Amo Houghton; Congressman Chuck Douglas; Congressman Bob Smith; Congressman Phil Crane; Congressman William Broomfield; Congressman Toby Roth; Christy Cohen, Legislative Assistant to Congressman Jim Lightfoot; Jerry Lynam, Minority Professional Staff Member, House Committee on Banking; Gil Kapen, Professional Staff Member for the House Foreign Affairs Subcommittee on Africa; Congressman Mike DeWine; John Bolton, Assistant Secretary of State for International Organizations; Jade West, Senate Steering Committee; James Hinish, Legislative Director to Senator Dan Coats; Lou Furmanski, Legislative Assistant to Congressman Eliot Engel; Calvin Humphrey, Counsel for the Majority of the House Intelligence Committee; Jack Sinclair, Minority Chief of Staff for the House Foreign Affairs Committee; Jenny Marion, Minority Staff Assistant, House Rules Committee; Bill Gavin, Special Assistant to the House Minority Leader; discussed visit or potential

visit to South Africa with Tamzin McMinn, Chief of Staff to Congressman Gallo; Grace Wieggers, Chief of Staff to Congressman Jim McCrery; Marc Lubin, Legislative Assistant to Congressman Stenholm; Tara Campbell, Legislative Assistant to Congressman Cooper; Jamie Gallagher, Research Associate, House Republican Study Committee; Tom Glakas, Legislative Assistant to Congressman Ike Skelton; Mike Chapman, Legislative Assistant to Congressman Dave McCurdy; Leslie Corkern, Press Secretary to Congressman Jim McCrery; discussed the Supplemental Appropriations and Authorization Bills with Roger Ervin, Legislative Assistant to Congressman Donald Payne; Congressman Ben Blaz; Doug Riggs, Legislative Assistant to Congressman Dreier; Tamzin McMinn, Chief of Staff to Congressman Gallo; Gil Kapen, Professional Staff Member for the House Foreign Affairs Subcommittee on Africa; Melvinia Gueye, Majority Staff Consultant, House Foreign Affairs Subcommittee on International Operations; Murray Avent, Staff Assistant to Congressman Whitten; Ken Peel, Minority Staff Member, House Subcommittee on International Operations; Congressman Cliff Stearns; Gerry Lynam, Minority Professional Staff Member, House Banking Committee; Gerald Pitchford, Majority Staff Member of the House Foreign Affairs Committee; Laurie Fenton, Legislative Assistant to Congressman Amo Houghton; Congressman Dan Burton; Gardner Peckham, Minority Staff Consultant to the House Foreign Affairs Committee; Randy Scheunemann, House Republican Policy Committee; David Sanders, Minority Staff Consultant, House Foreign Subcommittee on International Economic Policy and Trade; discussed the Export Facilitation Act with David Sanders, Minority Staff Consultant, House Foreign Affairs Subcommittee on International Economic Policy and Trade; Steven Begin Professional Staff Member, House Foreign Affairs Committee; Gardner Peckham, Minority Staff Consultant to the House Foreign Affairs Committee; Gil Kapen, Professional Staff Member for the House Foreign Affairs Subcommittee on Africa; discussed current Administration policy towards South Africa with Don Morrissey, Legislative Director to Congressman McCollum; Gardner Peckham, Minority Staff Consultant to the House Foreign Affairs Committee; Bill Gavin Special Assistant to the House Minority Leader; Amy Wolak, Legislative Assistant to Congressman Vin Weber; Tamzin McMinn, Chief of Staff to Congressman Gallo; Grace Wieggers, Chief of Staff to Congressman McCrery; Gil Kapen, Professional Staff Member for the House Foreign Affairs Subcommittee on Africa; discussed legislative outlook in Congress with Senator Dole, Senator Lugar, Congressman Weber, Congressman Bob Smith (NH), Congressman Jim McCrery, Gil Kapen, Professional Staff Member for the House Foreign Affairs Subcommittee on Africa; discussed the talks between the Government of South Africa and the African National Congress with Calvin Humphrey, Counsel to the Majority of the House Intelligence Committee; Roger Ervin, Legislative Assistant to Congressman Donald Payne; Gerald Pitchford, Majority Staff Member for the House Foreign Affairs Committee; Jim Atterholt, Chief of Staff to Congressman Burton; Gil Kapen, Professional Staff Member for the House Foreign Affairs Subcommittee on Africa; Terri Hauser, Legislative Director to Congressman William Broomfield; Marc Lubin, Legislative Assistant to Congressman Stenholm; Jack Sinclair, Chief of Staff for the Minority of the House Foreign Affairs Committee; Betsy Johnson, Legislative Assistant to Congressman Phil Crane; Jamie Gallagher, Research Associate, House Republican Study Committee; Cong. Broomfield; Cong. Roth; Cong. Weber; Cong. McEwen; David Sanders, Minority Staff

Consultant, House Foreign Subcommittee on International Economic Policy and Trade; discussed a bill "to promote economic development in sub-Saharan Africa" with Amelia Parker of the Congressional Black Caucus

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 joint statement by the South African Government and the African National Congress;

2) An editorial from the April 6, 1990 New York Times, "South Africa: Not Black and White", which describes the importance of peaceful negotiations in South Africa;

3) Editorials from the New York Times, "South Africa's Prosaic Revolution", the Washington Post, "Making History in Cape Town", and the Baltimore Sun, "Headway at Groote Schuur", that discuss the three days of talks between the Government of South Africa and the African National Congress;

4) A copy of the "Pretoria Minute" statement by the Government of South Africa and the African National Congress;

5) an article from the March 20, 1990 New York Times, "Pretoria Trust Fund Aims at Black Social Ills" which discusses a portion of the South African Government's budget for helping black groups with housing, education and other problems;

6) an article from the June 16, 1990 issue of The Economist, "The Clock Ticks"

7) several articles on Canadian sanctions on South Africa: an article from the November 17, 1986 Washington Post, "Canada's South Africa Trade Soars Despite Restrictions"; an article from the August 11, 1989 Star newspaper, "Canada's Traders Proving Less is More in South Africa Dealings"; an article from the October 15, 1985 Business Day, "How the Sanctions Noose has Been Drawn Tighter";

8) articles regarding sanctions by the State of Virginia on South Africa: an article from the May 13, 1990 New York Times, "Virginia Governor Banning Investments in South Africa"; an article from the March 17, 1986 Business Week, "The Price of Fighting Apartheid"; and article from the May 3, 1990 Washington Post, "Wilder Calls for Divestment by Va. Agencies";

9) a fact sheet on South Africa entitled "South Africa"

All or part of the above material went to the following Congressional offices and other governmental offices: Andrews, Anthony, Applegate, Archer, Armev, Baker, Ballenger, Barnard, Bartlett, Barton, Bateman, Bentley, Bereuter, Bevill, Bilirakis, Blaz, Bliley, Boehlert, Broomfield, Browder, Brown, Buechner, Bunning, Burton, Byron, Callahan, Campbell, Chandler, Chapman, Clarke, Clinger, Coats, Coble, Coleman,

Combest, Condit, Conte, Coughlin, Courter, Cox, Craig, Crane, Dannemeyer, Davis, de la Garza, DeLay, DeWine, Dickinson, Dorgan, Dornan, Douglas, Downey, Dreier, Duncan, Dymally, Dyson, Edwards (M.), Emerson, Engel, English, Emerson, Erdreich, Fawell, Fields, Flipppo, Frenzel, Gallegly, Gallo, Gekas, Gephardt, Geren, Gibbons, Gillmor, Gilman, Gingrich, Goodling, Gordon, Goss, Gradison, Grandy, Grant, Green, Guarini, Gunderson, Hall, Hammerschmidt, Hancock, Hansen, Harris, Hastert, Hefley, Hefner, Henry, Herger, Hiler, Holloway, Hopkins, Horton, Houghton, Hunter, Hutto, Hyde, Inhofe, Ireland, Jacobs, James, Jenkins, Johnston, Johnson (T.), Johnson (N.), Jones (W.), Kasich, Kolbe, Kyl, Lagomarsino, Lauglin, Leath, Lent, Lewis (J.), Lightfoot, Livingston, Lombard (FL), Lott, Lowery, Lukens, Mack, Madigan, Marlenee, Martin (D.), Martin (L.), Machtley, McCandless, McCloskey, McCollum, McCrery, McDade, McEwen, McGrath, McMillan, McMillen, Meyers (J.), Michel, Miller (C.), Miller (J.), Molinari, Mollohan, Montgomery, Morella, Moorhead, Morrison, Mrazek, Myers, Neal, Nelson, Nielson, Olin, Ortiz, Oxley, Packard, Parris, Pashayan, Patterson, Paxon, Payne (D.), Penny, Petri, Pickett, Pickle, Porter, Price, Pursell, Quillen, Ravenel, Regula, Rhodes, Ridge, Rinaldo, Ritter, Roberts, Robinson, Rogers, Rohrabacher, Rostenkowski, Ros-Lehtinen, Roth, Roukema, Rowland (J.), Rowland (R.), Russo, Sarpalius, Saiki, Saxton, Schaefer, Schiff, Schuette, Schulze, Sensenbrenner, Shaw, Shumway, Shuster, Sisiski, Skeen, Skelton, Slaughter, Smith (C.H.), Smith (D.), Smith (L.), Smith (R.C.), Smith (R.F.), Smith (V.), Snowe, Solomon, Spence, Spratt, Stallings, Stangeland, Stearns, Stenholm, Stump, Sundquist, Tallon, Tanner, Tauke, Tauzin, Taylor, Thomas (C.), Thomas (W.), Upton, Vander Jagt, Volkmer, Vucanovich, Walker, Walsh, Weber, Weldon, Wheat, Whittaker, Whitten, Wilson, Wolf, Wylie, Young (C.W.), Young (D.), Conservative Opportunity Society, House Intelligence Committee, 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, Accuracy in Academia, Accuracy in Media, ADN Associates, AFRI, American Coalition for Traditional Values, American Conservative Union, American Constitution Committee, American Defense Foundation, American Legislative Exchange Council, American Security Council, American Spectator, American Studies Center, American-Israel Public Affairs Committee, Americans for a Sound Foreign Policy, Americans United for Life, Anchorage Times, Arizona Republic, Association of American Physicians, Association of Naval Aviation, Barron's, Lee Bellinger, Between the Lines, Bible Pathways, Boston Herald, California Young Americans For Freedom, Campbell University, Terrill Cannon, Frederick Cassaday, Center for International Security, Center for Judicial Studies, Center for Peace and Freedom, Center for Security Policy, Christian Anti-Communist Crusade, Christian News, Christian Voice, Christianity Today, Citizens Against Government Waste, Citizens for America, Citizens for Bush, Peter Collier, Coalitions for America,

College Republican National Committee, Colorado Springs Gazette, Committee for Effective State Government, Committee for a Free World, Competitive Enterprise Institute, Concerned Women for America, Congressional Majority Committee, Conservative ALLiance, Conservative Caucus, Conservative Party of New York, Conservative Students Alliance/NYS, Contact, Contact America, Dave Costello, Council For InterAmerican Security, Council for the Defense of Freedom, Crossfire - CNN, Center for Strategic & International Studies, Cuban American National Foundation, Dallas Morning News, Dartmouth College, Defense of Tradition, Family & Property, Brian Despain, Ralph de Toledano, Detroit News, Timothy Duskin, Eagle Forum, Education and Research Institute, Ethics and Public Policy Center, Evans-Novak Report, Dan Fisk, Foreign Policy Project, Foreign Policy Research Institute, Thury Foster, Free Congress Foundation, Free the Eagle, Free World Foundation, Freedom's Friends, Freedom House, Hale Foundation, Mark Hansaard, Harper's Magazine, Heartland Wisconsin, Smith Hempstone, Heritage Features Syndicate, Heritage Foundation, Charles Hooker, Hoover Institution, David Horowitz, Human Events, Independence Institute, Indianapolis News, Indianapolis Star, Institute for Distribution and Development Studies - Colorado State University, Institute of American Relations, Intercollegiate Studies Institute, International Freedom Foundation, International Policy Forum, Iowa Conservative Union, JarMon, Jefferson Educational Foundation, Jewel Magazine, Roy Jones, Jack Jonas, Journal, KABC, KCKC General Broadcasting, KGIL, KIEV Radio, King Features, King Publications, Kriebler Associates, Inc., KOA Talk, KRNN, Don Lambro, Leadership Foundation, Legal Affairs Council, Liberty Federation, Lincoln Review, Don Lindsay, Louisiana Conservative Union, Louisiana Conservative Council, Manchester Union Leader, Nassau County NY Conservative Party, National Alliance for Senior Citizens, National Association of Evangelicals, National Association of Manufacturers, National Federation of Independent Business, National Committee for Responsible Patriotism, National Center for Public Policy Research, National Conservative Foundation, National Defense Council, National Federation of American Hungarians, National Forum Foundation, National Jewish Coalition, National Republican Senatorial Committee, National Review, National Security Record, National Center for Public Policy Research, New Republic, New York Conservative Party, New York Post, News Focus, Notre Dame Law School, National Republican Congressional Committee, Gary North, W.G. Norman, Avi Nelson, Offshore Banking News, Orange County Register, Ottaway News Service, Pennsylvania Conservative Union, Phoenix Gazette, Point of View, Policy Review, Prime Time America, Pro-America, Public Service Research Council, Putnam County NY Conservative Party, Quaker Oats Company, Queens County Conservative Party, Radio 81 ABC, RAMBOC, Reader's Digest, Renaissance Women, Richmond News-Leader, Richmond Times, Right to Keep and Bear Arms, ROA National Security Report, Robert Ritholz, Rockford Institute, Sacramento County CA YAF, Sacramento Union, San Antonio Express, Safari Club International, San Diego County Young Americans for Freedom, San Diego Union, Say it Straight, Otto Scott, Scripps Howard, Selous Foundation, South African Airways, South African Mission to the United Nations, Straight Talk, Students for Fundamental Change, Talk Back With Bob Larson, Tampa Tribune, The Beacon News, The Detroit News, The Leader Newspapers, The Lutheran Church-Missouri Synod, The New American, The Wall St. Journal, The Ukrainian Weekly, Cal Thomas, Mike Thompson,

Torrance Daily Breeze, United States Global Strategy Council, U.S. Business & Industrial Council, U.S. Council for World Freedom, U.S. Defense Committee, U.S. Justice Foundation, United Cable Company, United Features, United Republican Fund, U.S. New Southern Africa Movement, Virginia Republican Party, Voice of Americanism, WABC, Walter, Haverfield, Buescher & Crock., Wanderer, Washington Dateline, Washington Inquirer, Washington-Legal Foundation, Washington Times, WBZ, WERE AM, Winston-Salem Journal, WINZ All News Radio, Wisconsin Public Radio, WKXL Radio, WLNO, WMCA, WMID, WNTR-AM 1050, WRKO Radio Station, WSOR Radio, WTPP-Radio, West Virginia Conservative Union, Young Americans For Freedom, Young Americans For Freedom - Boston U., Young American For Freedom - Dickinson, Young Americans For Freedom - UCLA, Young Americans For Freedom, USC, Young America's Foundation, Young Conservative 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 Philadelphia Society, the Federalist Society, Foreign Policy Network, World Affairs Council, Heritage Foundation, U.S. Global Strategy Council, International Freedom Foundation, and some regularly scheduled meetings at the Free Congress Foundation.

Assisted in arranging meeting between Ambassador Koornhof and Members of Congress who belong to the House Republican Study Committee in order that the Ambassador could discuss the many positive changes taking place in the Republic of South Africa. Also provided information to the Committee for its newsletter article on the Ambassador's appearance before the Committee. Members attending the meeting included Cox, Solomon, McEwen, Campbell, McCrery, Gillmor, Walker, Coble, Dornan

Assisted in arranging appointments and meetings for Victor Penning and Mr. Ferreira, two members of the East Rand Regional Services Council with representatives from the following organizations: Advisory Commission on Intergovernmental Relations, Washington Metropolitan Council of Governments, International City Managers Association, National Association of Counties and San Diego County offices.

Assisted in arranging appointments and meetings for Mrs. Ferns and Dr. Strydom of the South African Bureau of Information with Neal Newhouse of the Wirthlin Group and Jeff Willis of the National Republican Senatorial Committee.

Assisted in writing and editing fact sheets on South Africa on the topics of economy, religion, labor, health, minerals, science, agriculture and legal affairs.

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
4/4/90	The Capitol Building	Ambassador Koornhof	Change and Negotiations in South Africa

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
3/1-8/31	Quill Corp., GAE Data Services, Phoenix, Dow Jones, Jonbar, Staples	Printing, Photocopies, Supplies, Graphics	1,521.72
3/1-8/31	Sprint, C&P	Telephone Service	898.03
3/1-8/31	U.S. Postmaster, Courier Services, Mail Shops	Postage & Delivery	1,387.03
3/1-8/31	Publications	Subscriptions, Individual Copies, Reprint rights	1,728.61
3/1-8/31	-----	Taxi, parking, local transportation	593.30
3/1-8/31	Marine Midland Mastercard, Citibank Visa	Meals & Luncheons (For more details see Attachment D)	2,484.83
3/1-8/31	Marine Midland Mastercard	Travel Expenses (For more details see Attachment D)	555.40
3/1-8/31	CBMC	Luncheon	26.00
3/1-8/31	National Captive Nations Committee	Luncheon	50.00

3/1-8/31	American League of Lobbyists	Luncheon	40.00
		Total	<u>9,284.92</u> *****

ATTACHMENT D -- Pearson & Pipkin, Inc.

Disbursements during the period of 3/1/90 - 8/31/90. These payments were made directly to Marine Midland Mastercard.

Meals with Government Employees:

Meal at Anton's Loyal Opposition Restaurant

3-02-90	Ronald W. Pearson, Flora Sullivan (Congressman Gibbons, D-FL) to discuss current situation in South Africa.	28.88
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Meal at American Cafe

3-06-90	Ronald W. Pearson, Jamie Gallagher (House Republican Study Committee) to discuss current situation in South Africa.	38.17
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Meals at Anton's Loyal Opposition Restaurant

3-08-90	Ronald W. Pearson, Marc Lubin (Congressman Stenholm, D-TX) to discuss current situation in South Africa.	43.52
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3-14-90	Ronald W. Pearson, Roger Ervin (Congressman Payne, D-NJ) to discuss current situation in South Africa.	40.85
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3-15-90	Ronald W. Pearson, Tamzin McMinn (Congressman Gallo, R-NJ) to discuss trip to South Africa.	68.11
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Meal at Fitch, Fox & Brown

3-16-90	Ronald W. Pearson, Gardner Peckham (House Foreign Affairs Committee) to discuss current situation in South Africa.	41.46
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Meals at Anton's Loyal Opposition Restaurant

3-20-90	Ronald W. Pearson, Preston Berry (Congressman Bliley, R-VA) to discuss current situation in South Africa.	43.21
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3-21-90	Ronald W. Pearson, Lisa Schmidt (Congressman Campbell, R-CA) to discuss current situation in South Africa.	47.38
3-28-90	Ronald W. Pearson, Grace Wieggers (Congressman McCrery, R-LA) to discuss current situation in South Africa.	48.55
3-30-90	Ronald W. Pearson, Karen Mogan (Congressman Rowland, D-GA) to discuss current situation in South Africa.	45.07
4-10-90	Ronald W. Pearson, Cheryl Federline (Congressman Johnston, D-FL) to discuss current situation in South Africa.	37.22
4-12-90	Ronald W. Pearson, Gray Rather (Congressman Hiler, R-IN) to discuss current situation in South Africa.	38.89
4-19-90	Ronald W. Pearson, Craig Murphy (Congressman Barton, R-TX) to discuss current situation in South Africa.	29.45

Meal at Mel Krupin's Restaurant

4-20-90	Ronald W. Pearson, Gardner Peckham (House Foreign Affairs Committee) to discuss current situation in South Africa.	54.86
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Meals at Anton's Loyal Opposition Restaurant

4-23-90	Ronald W. Pearson, Jim Atterholt (Congressman Burton, R-IN) to discuss current situation in South Africa.	41.16
4-25-90	Ronald W. Pearson, Mike Chapman (Congressman McCurdy, D-OK) to discuss situation in South Africa.	42.07
4-30-90	Ronald W. Pearson, Ben Naslund (Congressman Dannemeyer, R-CA) to discuss current situation in South Africa.	40.16
5-01-90	Ronald W. Pearson, Gil Kapen (Subcommittee on Africa) to discuss current situation in South Africa.	44.17
5-08-90	Ronald W. Pearson, Dan Posey (Congressman Leath, D-TX) to discuss current situation in South Africa.	36.92

5-11-90	Ronald W. Pearson, Lisa Schmidt (Congressman Campbell, R-CA) to discuss current situation in South Africa.	44.56
5-14-90	Ronald W. Pearson, Gerald Pitchford (House Foreign Affairs Committee) to discuss current situation in South Africa.	37.83
5-17-90	Ronald W. Pearson, Jamie Gallagher (House Republican Study Committee) to discuss current situation in South Africa.	38.59
5-18-90	Ronald W. Pearson, Bill Stiers (Congressman Dickinson, R-AL) to discuss current situation in South Africa.	58.00
5-22-90	Ronald W. Pearson, Terri Hauser (Congressman Broomfield, R-MI) to discuss current situation in South Africa.	34.80
5-27-90	Ronald W. Pearson, Patti Sheetz (Congressman Ritter, R-PA) to discuss current situation in South Africa.	38.52
6-01-90	Ronald W. Pearson, Randy Scheunemann (House Foreign Affairs Committee) to discuss current situation in South Africa.	38.52
6-04-90	Ronald W. Pearson, Gardner Peckham (House Foreign Affairs Committee) to discuss current situation in South Africa.	44.14
6-07-90	Ronald W. Pearson, Laurie Fenton (Congressman Houghton, R-NY) to discuss current situation in South Africa.	38.62
6-13-90	Ronald W. Pearson, Roger Ervin (Congressman Payne, D-NJ) to discuss current situation in South Africa.	47.02
6-19-90	Ronald W. Pearson, Marc Lubin (Congressman Stenholm, D-TX) to discuss recent visit to South Africa.	52.13
6-22-90	Ronald W. Pearson, Tara Campbell (Congressman Cooper, D-TN) to discuss recent visit to South Africa.	44.39

Meal at The Washington Palm Restaurant

6-28-90	Ronald W. Pearson, Gardner Peckham (House Foreign Affairs Committee) to discuss current situation in South Africa.	64.86
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Meal at Anton's Loyal Opposition Restaurant

7-03-90 Ronald W. Pearson, Nathaniel Otis (Delegate Blaz, R-GU) to discuss current situation in South Africa. 42.37

Meal at Two Quails

7-06-90 Ronald W. Pearson, Tom Gann (Congressman Campbell, R-CA) to discuss current situation in South Africa. 42.50

Meals at Anton's Loyal Opposition Restaurant

7-20-90 Ronald W. Pearson, David Sanders (Subcommittee on International Economic Policy and Trade) to discuss current situation in South Africa. 42.54

7-23-90 Ronald W. Pearson, Jerry Lyman (House Banking Committee) to discuss current situation in South Africa. 45.55

7-24-90 Ronald W. Pearson, Gil Kapen (Subcommittee on Africa) to discuss current situation in South Africa. 43.01

7-25-90 Ronald W. Pearson, Lou Furmanski (Congressman Engel, D-NY) to discuss current situation in South Africa. 47.55

7-30-90 Ronald W. Pearson, Calvin Humphrey (House Intelligence Committee) to discuss current situation in South Africa. 46.88

8-07-90 Ronald W. Pearson, Terri Hauser (Congressman Broomfield, R-MI) to discuss current situation in South Africa. 42.28

8-14-90 Ronald W. Pearson, Betsy Johnson (Congressman Crane, R-IL) to discuss current situation in South Africa. 47.59

8-15-90 Ronald W. Pearson, Marc Lubin (Congressman Stenholm, D-TX) to discuss current situation in South Africa. 49.75

Meal at The Station Grille (Paid to Citibank Visa)

8-29-90 Steven C. Andersen, Jenny Marion (House Rules Committee) to discuss current situation in South Africa. 20.88

Meals with non-governmental individuals: 621.85  
(Paid directly to Marine Midland Mastercard)

Trip to Chicago, IL, by Ronald W. Pearson to meet with South African Consulate Officials and attend Heritage Resource Bank Meeting. 555.40

Airline (United Airlines)	210.00
Ground transportation	49.75
Meals & beverages	68.60
Accommodations:	
Chicago Inn & Lenox House Hotel	227.05

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

10/9/90  
Date

Ronald W. Pearson  
Please type or print name of signatory on the line above

President  
Title

INTERNAL SECURITY  
SECTION  
REGISTRATION UNIT

90 OCT -9 P2-52

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