

5 AUG 1993

For Six Month Period Ending _____

(Insert date)

Name of Registrant

Registration No. 3774

Fleishman-Hillard, Inc.
Business Address of Registrant
20 North Broadway
St. Louis, Missouri 63102

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.

See Schedule 2.

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
Dan Huffer	Chief Operating Officer

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 CRIMINAL DIVISION
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 INTERNAL SECURITY
 SECTION
 REGISTRATION UNIT

Date Connection Ended

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 N/A

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

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
See Schedule 6.		

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
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See Schedule 7.

8-00-3881

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

Date of Termination

See Schedule 8.

9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

See Schedule 9.

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

Electricite de France
Star TV
Bancomer
Fletcher Challenge Finance

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 Schedule 11.

¹The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?
Yes No

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

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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.

²The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes No

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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See Schedule 14(a).

\$750,886.84

Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes No

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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³A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS—MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes No

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

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

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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See Schedule 15(a).

\$179,106.62

Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?
Yes No

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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(c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?
Yes No

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes No

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

17. Identify each such foreign principal.

⁵Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

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

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

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

- Radio or TV broadcasts
- Magazine or newspaper articles
- Motion picture films
- Letters or telegrams
- Advertising campaigns
- Press releases
- Pamphlets or other publications
- Lectures or speeches
- Other (specify) _____

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

- Public Officials
- Newspapers
- Libraries
- Legislators
- Editors
- Educational institutions
- Government agencies
- Civic groups or associations
- Nationality groups
- Other (specify) _____

21. What language was used in this political propaganda:

- English
- Other (specify) _____

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes No

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

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes No

VI—EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

(a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

- Exhibit A⁶ Yes No
- Exhibit B⁷ Yes No

If no, please attach the required exhibit. Attached as Schedule 25(a).

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

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

If no, please attach the required amendment.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.
⁷The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period. Yes No

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

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes No

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.

(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.)

(Type or print name under each signature)

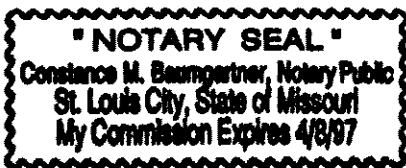
Royce L. Rollins

Royce L. Rollins

Exec. V.P., Senior Partner & CFO

Subscribed and sworn to before me at St Louis, Mo

this 19th day of August, 19 93



Constance M. Baumgartner
(Signature of notary or other official)
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CRIMINAL DIVISION
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INTERNAL SECURITY SECTION
REGISTRATION UNIT

⁸The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

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

NOTICE

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

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

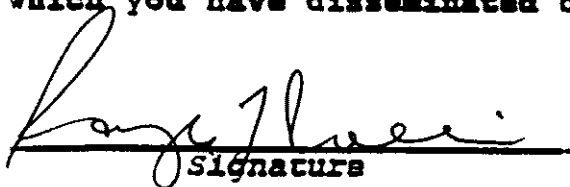
Yes _____ or No _____

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

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

Yes _____ or No _____

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


Signature

August 19, 1993

Date

Royce L. Rollins

Please type or print name of signatory on the line above

Exec. V.P., Senior Partner & CFO

Title

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CRIMINAL DIVISION
INTERNAL SECURITY
SECTION
REGISTRATION UNIT
93 SEP -7 PM 1:54

Schedule 2

New Branches Opened:

Dallas

Park Place
2911 Turtle Creek Boulevard
Suite 300
Dallas, Texas 75219
Tel: (214) 522-7550

Houston

1800 West Loop South, Suite 1565
Houston, Texas 77027
Tel: (713) 961-2992

Miami

Colonnade Office Towers
Suite 650
2333 Ponce de Leon Boulevard
Coral Gables, Florida 33134
Tel: (305) 448-4041

San Francisco

731 Market Street, Suite 600
San Francisco, California 94103
Tel: (415) 974-6870

San Juan

254 San Jose Street, 2nd Floor
Antiguo Edificio El Mundo
Old San Juan, Puerto Rico 00901
Tel: (809) 725-5400

Toronto

42 Wyndham Street North
Suite 401
Guelph, Ontario
Canada N1H4E6
Tel: (519) 824-3532

Schedule 6

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?

If yes, furnish the following information:

<u>Name</u>	<u>Date Terminated</u>
Niall Brennan	September 1992
Francine A. Bucio	March, 1993
Daniel Pitlik	June, 1992
Sabra Smith	May, 1993
Rhonda K. West	June, 1993
Christopher C. Baumer	April, 1993
Charles J. Eby	July, 1993

Please Note:

Contrary to your records, Thomas L. Buckminster has not terminated his employment or connection with Fleishman-Hillard, Inc. Mr. Buckminster filed a short form registration statement on January 19, 1988, and this statement continues in full force and effect.

Also, for the Six Month Period Ending 5 February 1993, Fleishman-Hillard, Inc. listed on schedule 6 to its Supplemental Statement that the following employees terminated their employment or connection with Fleishman-Hillard, Inc.:

<u>Name</u>	<u>Date Terminated</u>
Valerie E. Christy	November, 1992
Jayne Bloch	September, 1992
Ian Richard McCabe	June, 1992
Alan Wayne Smith	June, 1992
Caren Zeldie Turner	October, 1992
Jill Anne Levy	November, 1992
Marivi lerdo de Tejada	September, 1992

For some reason, these terminations were not reflected on Justice Department records. Please correct the Justice Department records to reflect that these employees have indeed terminated their employment with Fleishman-Hillard, Inc.

Schedule 7

<u>Name</u>	<u>Residence Address</u>	<u>Position or Connection</u>	<u>Date Connection Began</u>
David T. Senay	1616 Corman Manor Ct. St. Louis, MO 63021	Public Relations Counselor	March, 1993
Jack Modzelewski	1152 N. LaSalle Chicago, IL 60610	Public Relations Executive	July, 1993
Sharon M. Monson	W320 N1141 Butternut Ridge Delafield, WI 53018	Public Relations Executive	July, 1993
Michael H. Beightol	414 Concord Lane N. Barrington, IL 60010	Public Relations Executive	July, 1993
Dina Gavrilos	2805 W. Hollywood Chicago, IL 60659	Public Relations Executive	July, 1993
Gary Rudnick	326 W. Dickens, #23 Chicago, IL 60614	Public Relations Executive	July, 1993
Cynthia Carpenter	523 E. 14th St., #126 New York, NY 10009	Public Relations Counselor	April, 1993
Peter J. Verrengia	20 Turner Drive Chappaqua, NY 10514	Public Relations Counselor	April, 1993
Stan E. Drake	12912 Twofarm Drive Silver Spring, MD 20904	Public Relations Agency Manager	March, 1993
Kathleen D. Nolan	12205 Mt. Albert Road Ellicott City, MD 21042	Public Relations Vice President	March, 1993
David Wickenden	9310 Caroline Avenue Silver Spring, MD 20901	Public Relations Executive	March, 1993
Richard J. Sullivan	11208 Lapham Drive Oakton, VA 22124	Public Relations Executive Vice President	March, 1993
Jeanne Ouellette	10420 Woodbine Street Los Angeles, CA	Public Relations Senior Vice President	June, 1993
Douglas R. Dowie	23301 Schoenborn Street West Hills, CA	Public Relations Senior Vice President	June, 1993

Schedule 8

<u>Name of Foreign Principal</u>	<u>Date of Termination</u>
Grand Metropolitan	July, 1993
China National Tourism	July, 1993
Nova Nordisk A/S	July, 1993
MTC Animal Health	February, 1993
Grinsted Products of Denmark	August, 1993
Lehman Brothers	March, 1993
Li & Fung Trading Ltd.	February, 1993
Clark Oil	February, 1993
Honda Motor Company	February, 1993
Tokyu Agency, Inc.	February, 1993

Schedule 9

<u>Name of Foreign Principal</u>	<u>Date Acquired</u>
Grand Metropolitan	December, 1992
MTC Electronic Technology Company, Ltd.	March, 1993
China International Travel Service	March, 1993
Industrial Development Board of Northern Ireland	July, 1993
Bombardier Corporation	June, 1993

Schedule 11

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?

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

Grinsted Products, Inc.

Fleishman-Hillard, Inc. in Kansas City has worked with Grinsted Products, Inc. on a trade publicity program to support the marketing of the company's functional ingredient products and services. Activities have included trade media relations and miscellaneous trade publicity work, including new product releases and identifying and developing stories for the trade media.

Lehman Brothers

Dormant during this period.

Li & Fung Trading

Dormant during this period.

Clark Oil

Dormant during this period.

Honda Motor Company

Dormant during this period.

Tokyu Agency, Ltd.

Dormant during this period.

China National Tourism

Dormant during this period.

Novo Nordisk A/S

Fleishman-Hillard has provided Novo Nordisk with various standard public relations services, including the preparation and distribution of press releases on financial earnings, new products, acquisitions, and operating milestones; training for and scheduling of media interviews for resident and visiting company executives; assisting the company's participation at trade shows and professional meetings; developing company

brochures and other colaterals; providing editorial services for internal communications, etc.

MTC Animal Health

Dormant during this period.

Grand Metropolitan

Fleishman-Hillard worked on a short-term project to promote this U.K.-based company's educational program in the U.S. The program, called KAPOW!, is designed to encourage elementary-school aged students to stay in school. By teaming volunteers from Grand Met companies (e.g., Pillsbury, Burger King) with participating school systems, KAPOW! seeks to show kids the relevance of what they are learning in school to the tasks they will one day be performing at work. All told, there are 17 school systems around the country involved in this program. Fleishman-Hillard's work included producing a newsletter for teachers and workforce participants and seeking publicity for KAPOW! in various national media, primarily business publications. Fleishman-Hillard was not asked to obtain exposure for Grand Met, per se. Rather, its mission was to gain attention for the program in order to attract potential new corporate sponsors from around the country.

MTC Electronic Technology

Fleishman-Hillard provided investor relations counsel during MTC's registration period for a U.S. securities offering which was declared effective on July 31, 1993. Activities during the period included press relations, answering shareholder inquiries, training company executives to answer questions and counseling regarding company statements and positioning. Post-securities-offering activities include the development of a comprehensive investor relations program and implementation of company-selected programs.

China International Travel Service

Fleishman-Hillard has initiated business and sales discussions between CITS and several U.S. travel companies, organized a familiarization trip for 10 high-level representatives of U.S. travel companies to China, and begun preparations to enhance the reputation of CITS within the U.S. travel industry.

Industrial Development Board of Northern Ireland

Fleishman-Hillard has conducted preliminary research and engaged in client consultations to prepare for a promotional campaign to encourage foreign investment in Northern Ireland. To this end, Fleishman-Hillard is working on devising a strategy to market Northern Ireland as a beneficial investment and business environment.

Bombardier Corporation

On behalf of Bombardier Corporation, Fleishman-Hillard has provided media counseling, communications planning and proposal drafting assistance in connection with Bombardier's efforts to be awarded the Los Angeles Standard Car Project; Fleishman Hillard also helped Bombardier devise a strategy to protest Bombardier's failure to be awarded the Standard Car Project.

Electricite de France

On behalf of Electricite de France, Fleishman-Hillard, Inc. has prepared speeches, by-lined articles and identified speaking opportunities and leads for article placement, all related to the electric power industry. In this connection, it also edited English-language documents and presentations. Fleishman-Hillard also provided media, speaker and crisis communications training for the Washington, D.C. staff of Electricite de France, and arranged meetings with representatives of international and federal agencies located in Washington, D.C.

Star TV

Fleishman-Hillard serves as the North American arm of this Hong Kong-based company's efforts to heighten global awareness of this pan-Asian satellite television service. Activities include distributing press releases, arranging seminars and luncheons for U.S. advertising executives, writing speeches and booking appearances for senior STAR executives, arranging editorial briefings, industry research and media monitoring.

Bancomer

Fleishman-Hillard provided ongoing public relations counsel and media relations in support of Mexico's second-leading commercial and retail bank to establish itself in Mexico and in the U.S. as a gateway to commercial opportunity on both sides of the border. Activities included writing and disseminating press releases, writing and placing advertisements in financial publications, media training, arranging seminars and other meetings between Bancomer officials and members of the financial community, local community relations activity in Mexico, annual reports, etc.

Fletcher Challenge Finance Canada

Dormant during this period.

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 02/06/93 THROUGH 08/05/93
ALL OUT-OF-POCKET EXCEPT AS NOTED

MTC ELECTRONICS

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
183564	05/03/93	12,545.00	MARCH FEE
183566	05/03/93	447.50	MARCH
183181	05/18/93	5,000.00	APRIL FEE
185979	07/30/93	9,067.74	APRIL
184888	05/24/93	5,000.00	MAY FEE
186749	06/18/93	5,000.00	JUNE FEE
188681	07/30/93	<u>5,000.00</u>	JULY FEE
TOTAL RECEIVED		\$42,060.24	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 02/06/93 THROUGH 08/05/93
ALL OUT-OF-POCKET EXCEPT AS NOTED

CHINA INTERNATIONAL TRAVEL SERVICE

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
184571	04/26/93	<u>30,000.00</u>	MARCH FEE and O-O-P
TOTAL RECEIVED		\$30,000.00	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 02/06/93 THROUGH 08/05/93
ALL OUT-OF-POCKET EXCEPT AS NOTED

CHINA NATIONAL TOURISM ADMIN.

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
178093	06/03/93	<u>60,000.00</u>	DEC. FEE and O-O-P
TOTAL RECEIVED		\$60,000.00	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 02/06/93 THROUGH 08/05/93
ALL OUT-OF-POCKET EXCEPT AS NOTED

LI & FUNG

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
175980	02/06/93	22.75	NOVEMBER
177832	03/01/93	42.55	DECEMBER
179777	03/01/93	<u>10.00</u>	JANUARY
TOTAL RECEIVED		\$75.30	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 02/06/93 THROUGH 08/05/93
 ALL OUT-OF-POCKET EXCEPT AS NOTED

GRINDSTED

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
180825	03/09/93	3,000.00	JANUARY FEE
180825	03/09/93	21.09	JANUARY
181780	03/29/93	3,000.00	FEBRUARY FEE
181780	03/29/93	22.16	FEBRUARY
183866	04/29/93	3,000.00	MARCH FEE
183866	04/29/93	73.30	MARCH
185719	06/03/93	3,000.00	APRIL FEE
185719	06/03/93	43.77	APRIL
187947	07/03/93	3,000.00	MAY FEE
187947	07/03/93	15.16	MAY
189935	08/02/93	3,000.00	JUNE FEE
189935	08/02/93	<u>32.10</u>	JUNE
TOTAL RECEIVED		\$18,207.58	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 02/06/93 THROUGH 08/05/93
 ALL OUT-OF-POCKET EXCEPT AS NOTED

ELECTRICITE DE FRANCE

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
176613	02/19/93	18,822.50	NOVEMBER FEE
177229	02/19/93	3,858.22	NOVEMBER
177991	02/19/93	24,500.00	DECEMBER FEE
178801	02/19/93	3,039.37	DECEMBER
180739	04/12/93	21,775.00	JANUARY FEE
181146	04/12/93	3,641.81	JANUARY
182373	05/07/93	22,500.00	FEBRUARY FEE
182634	05/07/93	2,318.38	FEBRUARY
183871	06/19/93	18,250.00	MARCH FEE
184288	06/19/93	4,023.23	MARCH
185621	06/19/93	22,500.00	APRIL FEE
185403	06/19/93	1,240.94	APRIL
187492	07/02/93	20,000.00	MAY FEE
187922	07/02/93	<u>2,262.17</u>	MAY
TOTAL RECEIVED		\$168,731.62	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 02/06/93 THROUGH 08/05/93
 ALL OUT-OF-POCKET EXCEPT AS NOTED

STAR TV

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
175963	02/06/93	223.40	NOVEMBER
177624	03/01/93	2,082.50	DECEMBER FEE
177823	03/01/93	1,210.34	DECEMBER
179667	03/01/93	3,182.50	JANUARY FEE
179915	03/01/93	640.00	JANUARY FEE
179915	03/01/93	2,778.22	JANUARY
181498	05/26/93	1,140.00	FEBRUARY FEE
181503	05/26/93	3,244.22	FEBRUARY
183131	06/25/93	1,330.00	MARCH FEE
183277	06/25/93	518.63	MARCH
185171	06/25/93	160.00	APRIL FEE
185039	06/25/93	1,205.00	APRIL FEE
185171	06/25/93	<u>777.91</u>	APRIL
TOTAL RECEIVED		\$18,492.72	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 02/06/93 THROUGH 08/05/93
ALL OUT-OF-POCKET EXCEPT AS NOTED

NOVO NORDISK

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
178307	02/18/93	24,592.50	DECEMBER FEE
178305	02/18/93	22,331.30	DECEMBER
180692	04/03/93	31,887.50	JANUARY FEE
180174	03/08/93	6,457.11	JANUARY
181414	04/26/93	19,017.50	FEBRUARY FEE
181686	05/04/93	5,492.01	FEBRUARY
184215	05/17/93	29,192.50	MARCH FEE
183587	05/26/93	7,136.90	MARCH
185990	06/18/93	36,880.00	APRIL FEE
185991	07/02/93	<u>15,981.86</u>	APRIL
TOTAL RECEIVED		\$198,969.18	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 02/06/93 THROUGH 08/05/93
 ALL OUT-OF-POCKET EXCEPT AS NOTED

BANCOMER

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
156773	04/23/93	1,460.00	MARCH '92 FEE
157526	04/23/93	804.40	MARCH '92
178304	03/12/93	3,000.00	DECEMBER FEE
178304	03/12/93	8,254.76	DECEMBER
179913	03/12/93	4,669.66	JANUARY
179608	02/24/93	25,000.00	FEBRUARY FEE
181971	04/30/93	2,019.72	FEBRUARY
181272	03/12/93	25,000.00	MARCH FEE
183774	05/25/93	2,895.15	MARCH
183060	04/21/93	25,000.00	APRIL FEE
184884	05/28/93	25,000.00	MAY FEE
186744	06/08/93	<u>25,000.00</u>	JUNE FEE
TOTAL RECEIVED		\$148,103.69	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 02/06/93 THROUGH 08/05/93
ALL OUT-OF-POCKET EXCEPT AS NOTED

LEHMAN BROTHERS/GOVERNMENT OF SWEDEN

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
172602	04/27/93	1,900.00	SEPTEMBER FEE
172603	04/27/93	<u>398.75</u>	SEPTEMBER
TOTAL RECEIVED		\$2,298.75	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 02/06/93 THROUGH 08/05/93
 ALL OUT-OF-POCKET EXCEPT AS NOTED

GRAND METROPOLITAN

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
177633	02/17/93	6,400.00	DECEMBER FEE
178195	03/23/93	159.81	DECEMBER
180420	04/26/93	9,135.00	JANUARY FEE
180886	04/26/93	162.04	JANUARY
181523	04/26/93	7,552.50	FEBRUARY FEE
182002	04/26/93	1,042.26	FEBRUARY
183894	06/14/93	14,680.00	MARCH FEE
184086	06/02/93	3,775.17	MARCH
183896	06/02/93	4,616.44	MARCH
185063	07/06/93	7,437.50	APRIL FEE
186688	08/10/93	4,773.89	APRIL
187783	07/06/93	1,577.50	MAY FEE
187785	07/19/93	<u>2,635.65</u>	MAY
TOTAL RECEIVED		\$63,947.76	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

STAR TV

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>February Expenses</u>			
Brett Tucker	02/25/93	11.34	Meals - February 9 trip to work on STAR TV
Brett Tucker	02/11/93	44.45	Purchase of two videos
Brett Tucker	02/11/93	28.82	Back issues of magazines for research
Radio/TV Reports	04/08/93	131.53	Videotape of Mr. Ed episode for project
Radio/TV Reports	04/15/93	132.59	Videotape of January 21 CBS News coverage of "Clinton Playing The Sax"
Postmaster	02/10/93	.29	Postage charges
Barjac Courier	03/09/93	45.00	Local messenger
Barjac Courier	03/17/93	67.75	Local messenger
Barjac Courier	03/09/93	60.50	Local messenger
MCI	03/09/93	151.13	Long distance charges
BAT Corporation	03/17/93	106.20	Overnight shipment
BAT Corporation	04/08/93	234.80	Overnight shipment
Charge & Travel	04/08/93	20.00	Ground transportation
Fleishman-Hillard, Inc.	02/01/93	1,367.22	Information retrieval/search charges
Fleishman-Hillard, Inc.	02/08/93	203.50	Production charges
Fleishman-Hillard, Inc.	02/28/93	222.50	Facsimile charges

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

STAR TV

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard, Inc.	02/28/93	30.60	Photocopy charges
Fleishman-Hillard, Inc.	02/28/93	350.00	Media monitoring charges
Fleishman-Hillard, Inc.	02/28/93	36.00	Secretarial overtime
FEBRUARY TOTAL		\$3,244.22	
<u>March Expenses</u>			
Brett Tucker	03/30/93	52.94	Purchase of January 93 issue of Institutional Investor
Barjac Courier	04/08/93	45.00	Local messenger
Barjac Courier	04/08/93	52.75	Local messenger
Barjac Courier	04/15/93	45.00	Local messenger
MCI	03/24/93	6.50	Long distance charges
MCI	04/08/93	29.16	Long distance charges
BAT Corporation	04/15/93	42.80	Overnight shipment
Charge & Travel	04/15/93	44.00	Ground transportation
Fleishman-Hillard, Inc.	03/01/93	19.78	Information retrieval/ search charges
Fleishman-Hillard, Inc.	03/01/93	125.20	On-line charge for monitoring delayed-time wires
Fleishman-Hillard, Inc.	03/31/93	30.00	Facsimile charges
Fleishman-Hillard, Inc.	03/31/93	25.50	Photocopy charges
MARCH TOTAL		\$518.63	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

STAR TV

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>April Expenses</u>			
Barjac Courier	05/12/93	407.00	Local messenger service
Barjac Courier	05/26/93	62.00	Local messenger service
MCI	05/10/93	24.21	Long distance charges
Barjac Courier	06/09/93	139.20	Overnight shipment
Charge & Travel	05/12/93	75.00	Ground transportation
Fleishman-Hillard Inc	04/30/93	60.00	Facsimile charges
Fleishman-Hillard Inc	04/30/93	10.50	Photocopy charges
APRIL TOTAL		\$777.91	
<u>May Expenses</u>			
Peter McCue	05/27/93	181.15	Meals and entertainment for May 12 luncheon
Barjac Courier	06/09/93	66.75	Local messenger service
Barjac Courier	05/26/93	52.75	Local messenger service
MCI	06/10/93	124.02	Long distance charges
Fleishman-Hillard Inc	05/01/93	100.77	Information retrieval
Fleishman-Hillard Inc	05/31/93	26.00	Facsimile charges
Fleishman-Hillard Inc	05/01/93	19.50	Photocopy charges
MAY TOTAL		\$570.94	
<u>June Expenses</u>			
Barjac Courier	06/16/93	45.00	Local messenger service
Barjac Courier	06/23/93	60.50	Local messenger service
Barjac Courier	07/14/93	45.00	Local messenger service

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

STAR TV

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
MCI	06/10/93	350.80	Long distance charges
BAT Corp	07/01/93	173.60	Overnight shipment
Charge & Travel	07/14/93	158.10	Ground transportation
Charge & Travel	07/01/93	26.00	Ground transportation
Fleishman-Hillard Inc	06/01/93	14.97	Information retrieval
JUNE TOTAL		<u>\$873.97</u>	
GRAND TOTAL		\$5,985.67	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>January Expenses</u>			
Postmaster	01/31/93	246.92	Postage charges
MCI	02/10/93	77.87	Long distance charges
Airborne Express	02/05/93	39.83	Overnight shipment
Airborne Express	02/10/93	3.68	Overnight shipment
BAT Corporation	02/25/93	61.80	Overnight shipment
BAT Corporation	03/05/93	43.20	Overnight shipment
Charge & Travel	03/09/93	184.00	Ground transportation
Fleishman-Hillard, Inc.	01/01/93	35.64	On-line charges
Fleishman-Hillard, Inc.	01/31/93	231.25	Facsimile charges
Fleishman-Hillard, Inc.	01/31/93	250.50	Photocopy charges
Fleishman-Hillard, Inc.	01/31/93	400.00	Monthly monitoring charges
BAT Corporation	02/25/93	7.50	Local messenger
Fleishman-Hillard, Inc.	01/01/93	180.00	Information retrieval/ search charges
Fleishman-Hillard, Inc.	01/31/93	38.75	Facsimile charges
Fleishman-Hillard, Inc.	01/31/93	61.50	Photocopy charges
Alan Ampolsk	01/28/93	120.00	Purchase of two tickets to the Matisse Exhibit at Museum of Modern Art
Rockey Company	03/09/93	2,421.47	Professional services
Peter Verrengia	01/28/93	420.00	Air transportation - September 20 trip to Davis, CA
BAT Corporation	02/10/93	15.00	Local messenger

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
BAT Corporation	03/05/93	20.00	Local messenger
BAT Corporation	02/10/93	19.00	Overnight shipment
Fleishman-Hillard, Inc.	01/31/93	43.75	Facsimile charges
Lisa Fullam	01/28/93	520.88	Hotel accommodations- January 6-10 trip to Tucson
Lisa Fullam	01/28/93	83.68	January 7 luncheon mtg.
Postmaster	01/31/93	2.65	Postage charges
MCI	03/09/93	18.24	Long distance charges
Fleishman-Hillard, Inc.	01/31/93	92.50	Facsimile charges
Fleishman-Hillard, Inc.	01/31/93	45.00	Photocopy charges
Fleishman-Hillard, Inc.	01/31/93	5.00	Ground transportation
Charge & Travel	02/17/93	22.00	Ground transportation
Fleishman-Hillard, Inc.	01/31/93	7.50	Facsimile charges
Alison Minaglia	01/28/93	4.50	Taxi fare
Fleishman-Hillard, Inc.	01/13/93	227.25	Production charges
Fleishman-Hillard, Inc.	01/31/93	11.25	Facsimile charges
Business Wire	02/17/93	495.00	December 16 distribution of Novo Nordisk/Insulin release
JANUARY TOTAL		\$6,457.11	

February Expenses

Leonard Ellis	02/25/93	10.00	Cab fare
Alison Minaglia	03/12/93	28.20	Purchase of books and magazines

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Postmaster	03/17/93	19.82	Postage charges
BAT Corporation	03/17/93	30.00	Local messenger
MCI	02/01/93	113.16-	Credit for long distance charges
MCI	02/25/93	347.13	Long distance charges
Charge & Travel	03/17/93	77.50	Ground transportation
Fleishman-Hillard, Inc.	02/28/93	10.25	Ground transportation
Fleishman-Hillard, Inc.	02/28/93	105.00	Facsimile charges
Fleishman-Hillard, Inc.	02/28/93	495.00	Photocopy charges
Fleishman-Hillard, Inc.	02/28/93	400.00	Monthly monitoring charges
Alison Minaglia	02/11/93	6.00	Cab fare and miscellaneous
Leonard Ellis	02/11/93	25.25	Parking charges
Fleishman-Hillard, Inc.	02/25/93	93.00	Production charges
Fleishman-Hillard, Inc.	02/28/93	16.50	Facsimile charges
Rockey Company	04/08/93	3,196.23	Professional services
Fleishman-Hillard, Inc.	02/28/93	21.25	Facsimile charges
Video Planning Plus	03/24/93	73.46	Video dubbing of two tapes
BAT Corporation	03/24/93	7.50	Local messenger
BAT Corporation	03/17/93	51.00	Overnight shipment
Fleishman-Hillard, Inc.	02/28/93	30.00	Facsimile charges

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Creative Freelancers	03/09/93	300.00	Balloon With Nine People In It
Pentimento Design	03/09/93	150.00	Design consultation for Blue Book
BAT Corporation	03/24/93	7.50	Local messenger
BAT Corporation	04/08/93	7.50	Local messenger
Airborne Express	03/09/93	15.75	Overnight shipment
Fleishman-Hillard, Inc.	03/09/93	4.58	Overnight shipment
Charge & Travel	04/08/93	13.00	Ground transportation
Fleishman-Hillard, Inc.	02/28/93	6.25	Facsimile charges
Leonard Ellis	02/11/93	19.00	Cab fare
Charge & Travel	04/08/93	11.00	Ground transportation
Fleishman-Hillard, Inc.	02/28/93	27.50	Facsimile charges
FEBRUARY TOTAL		\$5,492.01	
PR Newswire	03/24/93	625.00	Distribution of news release
Pharmaceutical Mfg.	03/19/93	50.00	Video on FDA Good Manufacturing Practice regulations
AIMR	03/24/93	54.13	Corporate Information Committee Report
Postmaster	03/24/93	.52	Postage charges
Postmaster	03/31/93	4.35	Postage charges
BAT Corporation	04/08/93	7.50	Local messenger
BAT Corporation	04/15/93	7.50	Local messenger

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
BAT Corporation	04/15/93	7.50	Local messenger
BAT Corporation	04/15/93	15.00	Local messenger
MCI	04/08/93	21.85	Long distance charges
MCI	04/15/93	260.16	Long distance charges
Airborne Express	02/25/93	15.75	Overnight shipment
BAT Corporation	04/15/93	80.25	Overnight shipment
Charge & Travel	03/24/93	24.00	Ground transportation
Charge & Travel	04/15/93	292.25	Ground transportation
Fleishman-Hillard, Inc.	04/08/93	6.00	Ground transportation
Fleishman-Hillard, Inc.	03/05/93	20.00	Production charges
Fleishman-Hillard, Inc.	03/17/93	6.00	Production charges
Fleishman-Hillard, Inc.	03/23/93	98.00	Production charges
Fleishman-Hillard, Inc.	03/31/93	210.00	Facsimile charges
Fleishman-Hillard, Inc.	03/31/93	784.50	Photocopy charges
Fleishman-Hillard, Inc.	03/31/93	400.00	Monthly monitoring charges
Discount Magazine	04/05/93	99.00	Subscription to Chemical Week
Fleishman-Hillard, Inc.	03/31/93	18.75	Facsimile charges
Morri Berman	03/30/93	897.36	Air transportation, hotel accommodations, telephone charges and cab fare - February 25-27 trip to San Francisco
Morri Berman	03/30/93	42.53	Meals - February 25-27 trip to San Francisco

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
MCI	04/15/93	2.00	Long distance charges
Business Media Services	04/15/93	165.94	Videotape of February 15-16 KTXL-CalSpan and KGO coverage of "Pam Marrone/Entotech"
Federal Express	04/08/93	13.00	Overnight shipment
Fleishman-Hillard, Inc.	03/01/93	28.51	Information retrieval/search charges
Fleishman-Hillard, Inc.	03/31/93	5.00	Facsimile charges
BAT Corporation	04/15/93	8.00	Overnight shipment
Fleishman-Hillard, Inc.	03/22/93	35.00	Production charges
Fleishman-Hillard, Inc.	03/31/93	20.00	Facsimile charges
Devlin Video Service	04/08/93	86.22	Two dubs
Postmaster	02/10/93	2.90	Postage charges
BAT Corporation	02/07/93	37.50	Local messenger
BAT Corporation	04/15/93	22.50	Local messenger
MCI	03/09/93	21.59	Long distance charges
MCI	03/24/93	70.77	Long distance charges
MCI	03/24/93	38.13	Long distance charges
MCI	04/08/93	1.17	Long distance charges
MCI	03/24/93	193.56	Long distance charges
MCI	03/24/93	6.60	Long distance charges
BAT Corporation	02/01/93	91.20-	Credit for overnight shipment
BAT Corporation	03/17/93	224.90	Overnight shipment

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
BAT Corporation	03/17/93	29.60	Overnight shipment
BAT Corporation	04/08/93	16.74	Overnight shipment
BAT Corporation	04/15/93	94.20	Overnight shipment
BAT Corporation	04/15/93	11.00	Overnight shipment
Charge & Travel	04/15/93	52.70	Ground transportation
Fleishman-Hillard, Inc.	02/01/93	40.00	Production charges
Fleishman-Hillard, Inc.	02/28/93	26.25	Facsimile charges
Fleishman-Hillard, Inc.	02/28/93	85.50	Photocopy charges
Fleishman-Hillard, Inc.	03/31/93	87.50	Facsimile charges
Fleishman-Hillard, Inc.	03/31/93	28.50	Photocopy charges
BAT Corporation	04/15/93	15.00	Local messenger
Charge & Travel	04/15/93	55.00	Ground transportation
Fleishman-Hillard, Inc.	03/31/93	82.50	Facsimile charges
Fleishman-Hillard, Inc.	03/31/93	90.00	Secretarial overtime
Wagner Int'l. Photos	03/24/93	216.50	Prints
Leonard Ellis	04/14/93	38.50	Cab fare
Leonard Ellis	04/14/93	49.00	Cab fare and tolls
Leonard Ellis	04/14/93	11.50	Meals
BAT Corporation	04/15/93	7.50	Local messenger
Fleishman-Hillard, Inc.	03/08/93	408.00	Media Resource charges
Fleishman-Hillard, Inc.	03/31/93	12.50	Facsimile charges
Fleishman-Hillard, Inc.	03/31/93	20.00	Catalogue from Association of Bio Companies

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard, Inc.	03/01/93	74.37	Information retrieval/ search charges
Fleishman-Hillard, Inc.	03/31/93	16.75	Ground transportation
Fleishman-Hillard, Inc.	03/01/93	67.80	Information retrieval/ search charges
Fleishman-Hillard Inc	03/26/93	160.00	Retrieve articles
Fleishman-Hillard Inc	03/31/93	160.00	Identify tv show- food industry news
Fleishman-Hillard Inc	03/19/93	80.00	Retrieve financial times article
Fleishman-Hillard Inc	03/31/93	160.00	Identify biotech university chain endowments
MARCH TOTAL		\$7,136.90	
<u>April Expenses</u>			
Leonard Ellis	04/29/93	40.75	Cab fare for April 1-5 Novo Nordisk meeting
Alison Minaglia	04/29/93	86.50	Cab fare for trips to meetings for inspection
Leonard Ellis	04/29/93	15.75	Cab fare for April 10-13 Novo Nordisk meetings
Leonard Ellis	04/29/93	119.00	March 24 dinner meeting
Alison Minaglia	04/29/93	59.74	Meals for trips to meetings
Discount Magazine	04/13/93	29.00	Magazine subscription
Postmaster	04/05/93	485.83	Postage charges
BAT Corp	05/20/93	7.50	Local messenger
BAT Corp	05/12/93	7.50	Local messenger

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
BAT Corp	05/26/93	22.50	Local messenger
BAT Corp	06/09/93	7.50	Local messenger
New York Travel	04/20/93	29.76	Long distance charges
MCI	04/22/93	14.91	Long distance charges
MCI	05/10/93	798.39	Long distance charges
BAT Corp	05/20/93	16.74	Overnight shipment
BAT Corp	05/26/93	42.80	Overnight shipment
BAT Corp	06/09/93	18.53	Overnight shipment
Fleishman Hillard Inc	04/30/93	2.95	Overnight shipment
Charge and Travel	04/15/93	262.75	March & April ground transportation
Charge and Travel	05/12/93	34.00	Ground transportation
Charge and Travel	06/09/93	120.00	Ground transportation
Fleishman-Hillard Inc	04/30/93	19.25	Ground transportation
Fleishman-Hillard Inc	04/27/93	493.00	Production charges
Fleishman-Hillard Inc	04/30/93	400.00	Monthly monitoring
Fleishman-Hillard Inc	04/30/93	357.50	Facsimile charges
Fleishman-Hillard Inc	04/30/93	661.50	Photocopy charges
Fleishman-Hillard Inc	04/30/93	9.00	Secretarial overtime
Angelo Depalma	04/15/93	300.00	Consulting services
Fleishman-Hillard Inc	04/01/93	97.11	Information retrieval
Fleishman-Hillard Inc	04/01/93	427.78	Information retrieval

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard Inc	04/01/93	323.06	Information retrieval
Rockey Company	04/28/93	1,548.35	Public relations service
Postmaster	04/05/93	2.03	Postage charges
Fleishman-Hillard Inc	04/30/93	21.75	Facsimile charges
Fleishman-Hillard Inc	04/30/93	3.00	Photocopy charges
Argentum	05/05/93	453.21	Laser copy of Novo-Zymo
BAT Corp	05/12/93	7.50	Local messenger
BAT Corp	05/20/93	51.00	Overnight shipment
Fleishman-Hillard Inc	06/09/93	44.00	Ground transportation
Fleishman-Hillard Inc	04/05/93	180.00	Media resource charges
Fleishman-Hillard Inc	04/06/93	184.00	Production charges
Fleishman-Hillard Inc	04/30/93	22.50	Facsimile charges
Fleishman-Hillard Inc	04/30/93	18.00	Secretarial overtime
Fleishman-Hillard Inc	04/30/93	10.00	Facsimile charges
Lisa Fullam	04/29/93	4.50	Cab fare for March 18 trip to NNPI meeting
Lisa Fullam	04/29/93	443.04	Air fare and hotel for March 25 trip to Boston
Lisa Fullam	04/29/93	207.70	March 18 luncheon
Video Monitoring	04/15/93	115.83	Videotape Cable coverage of Captain Novolin-Video Game For Diabetes
BAT Corp	05/20/93	7.50	Local messenger
BAT Corp	05/12/93	7.50	Local messenger
BAT Corp	05/20/93	70.94	Overnight shipment

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
BAT Corp	06/09/93	24.00	Overnight shipment
BAT Corp	05/12/93	177.00	Ground transportation
Fleishman-Hillard Inc	04/01/93	935.53	Information retrieval
Fleishman-Hillard Inc	04/01/93	648.00	Production charges
Fleishman-Hillard Inc	04/26/93	70.00	Production charges
Fleishman-Hillard Inc	04/30/93	13.75	Facsimile charges
Business Wire	05/12/93	2,840.00	Distribution of 4th quarter earnings release
Charge & Travel	04/28/93	135.00	Ground transportation
Charge & Travel	05/12/93	35.00	Ground transportation
Charge & Travel	06/09/93	37.00	Ground transportation
Fleishman-Hillard Inc	04/01/93	171.80	Information retrieval
Fleishman-Hillard Inc	04/30/93	7.50	Facsimile charges
Airborne Express	06/09/93	9.98	Overnight shipment
Leonard Ellis	04/29/93	23.50	Cab fare for March 30 trip to Novo Nordisk
Leonard Ellis	04/29/93	22.50	Cab fare for April 14 trip to Discover magazine
Leonard Ellis	04/29/93	21.50	Cab fare for April 16-20 mtg. for corp. brochure
Fleishman-Hillard Inc	04/08/93	21.65	Color copies
BAT Corp	05/12/93	7.50	Local messenger
BAT Corp	06/09/93	7.50	Local messenger
Airborne Express	05/07/93	6.05	Overnight shipment

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard Inc	04/01/93	77.50	On-line charges for monthly monitoring
Fleishman-Hillard Inc	04/23/93	480.00	2 sets of mailing labels
Fleishman-Hillard Inc	04/01/93	62.50	Facsimile charges
Radio/TV	06/23/93	214.34	Two videos of CSpan
Fleishman-Hillard Inc	04/14/93	26.81	Duplicating & assembling faxed legal document
Fleishman-Hillard Inc	04/30/93	125.00	Facsimile charges
Fleishman-Hillard Inc	04/30/93	108.00	Secretarial overtime
Fleishman-Hillard Inc	04/07/93	160.00	Retrieve byline article
Fleishman-Hillard Inc	04/12/93	160.00	Retrieve byline article
Fleishman-Hillard Inc	04/14/93	160.00	Track byline articles
Fleishman-Hillard Inc	04/01/93	240.00	Research biotechnology university chairs
Fleishman-Hillard Inc	04/13/93	160.00	Background on patent lawsuits
Fleishman-Hillard Inc	04/26/93	80.00	Retrieve press releases
APRIL TOTAL		\$15,981.86	
<u>May Expenses</u>			
Leonard Ellis	06/14/93	20.00	May 5 meals for working lunch planning corp acct
Cellular One	05/19/93	73.92	Long distance charges
Postmaster	05/05/93	1,162.92	Postage charges
BAT Corp	06/23/93	7.50	Local messenger
New York Telephone	05/12/93	10.00	Long distance charges

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
MCI	05/12/93	536.10	Long distance charges
BAT Corp	06/23/93	25.68	Overnight shipment
Charge & Travel	06/16/93	37.00	Ground transportation
Fleishman-Hillard Inc	05/31/93	400.00	Monthly monitoring
Fleishman-Hillard Inc	05/31/93	260.00	Facsimile charges
Fleishman-Hillard Inc	05/31/93	850.20	Photocopy charges
Fleishman-Hillard Inc	05/31/93	9.00	Secretarial overtime
Fleishman-Hillard Inc	05/02/93	110.00	Subscription to Chemical and Engineering News
Fleishman-Hillard Inc	05/01/93	195.96	Information retrieval
Leonard Ellis	05/27/93	1,550.30	Air fare, hotel, and cab fare for May 10 trip
Leonard Ellis	05/13/93	26.00	April 30 lunch
Leonard Ellis	05/27/93	15.29	Meals for May 10 trip
BAT Corp	07/01/93	7.50	Local messenger
BAT Corp	06/23/93	7.50	Local messenger
Airborne Express	06/16/93	8.50	Overnight shipment
Fleishman-Hillard Inc	05/01/93	261.76	Information retrieval
Federal Express	06/16/93	10.50	Overnight shipment
W Schiller	07/15/93	7.36	Overnight shipment
Rockey Company	07/01/93	2,372.38	Public relations service
Pro Lab	05/05/93	142.35	Photo composite
BAT Corp	07/01/93	7.50	Local messenger service

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
BAT Corp	06/23/93	38.84	Overnight shipment
Fleishman-Hillard Inc	05/01/93	165.26	Information retrieval
Fleishman-Hillard Inc	05/04/93	540.00	Labels and printouts
Fleishman-Hillard Inc	05/07/93	595.00	Production charges
Fleishman-Hillard Inc	05/31/93	133.75	Facsimile charges
BT Summit	05/20/93	34.64	Chipboard
BAT Corp	06/16/93	7.50	Local messenger service
Fleishman-Hillard Inc	05/31/93	9.00	Secretarial overtime
BAT Corp	07/01/93	7.50	Local messenger
Fleishman-Hillard Inc	05/31/93	43.75	Facsimile charges
Dial-A-Copy	05/15/93	10.83	Printing color copies
Leonard Ellis	05/13/93	30.00	Cab fare to meet client
Leonard Ellis	05/27/93	28.50	Cab fare for May 5-17 trips to Novo Nordisk
BAT Corp	06/23/93	15.00	Local messenger service
Charge & Travel	06/16/93	16.00	Ground transportation
Fleishman-Hillard Inc	05/01/93	306.55	Information retrieval
Fleishman-Hillard Inc	05/04/93	475.00	Production charges
Fleishman-Hillard Inc	05/31/93	18.00	Secretarial overtime
Inside Technology	05/24/93	100.00	Subscription
Peter Verrengia	05/13/93	429.09	Air fare, hotel, taxi & telephone for April 14 trip to Washington DC

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Peter Verrengia	05/13/93	579.01	Air fare, hotel, taxi & telephone for April 25 trip to Washington DC
Peter Verrengia	05/13/93	32.56	Meals for April 14 trip
Peter Verrengia	05/13/93	135.50	Limousine for April 25 trip to Wash DC
Federal Express	05/20/93	15.50	Overnight shipment
MAY TOTAL		\$11,882.00	
<u>June Expenses</u>			
Airborne Express	08/15/93	9.98	Overnight shipment
Alison Minaglia	06/14/93	15.00	Cab fare and magazine
Alison Minaglia	06/14/93	24.08	Meals and entertainment
Cellular	06/16/93	54.80	Long distance charges
Fleishman-Hillard Inc	06/30/93	28.00	June 25 lunch for Peter Verrengia
Postmaster	06/05/93	14.54	Postage charges
New York Telephone	06/16/93	16.09	Long distance charges
MCI	07/14/93	7.84	Long distance charges
MCI	07/10/93	592.15	Long distance charges
Airborne Express	07/08/93	5.69	Overnight shipment
Charge & Travel	07/14/93	101.00	Ground transportation
Fleishman-Hillard Inc	06/30/93	400.00	Monthly monitoring
Environmental Magazine	07/14/93	14.95	Subscription
Morri Berman	06/14/93	1,393.21	Air fare, hotel, tolls, car rental and gas for May 10 trip to Sacramento

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Morri Berman	06/14/93	20.89	Meals for May 10 trip
Morri Berman	06/14/93	32.64	Long distance charges
Airborne Express	07/01/93	24.21	Overnight shipment
Airborne Express	07/08/93	4.84	Overnight shipment
Charge & Travel	07/01/93	16.00	Ground transportation
Fleishman-Hillard Inc	06/23/93	69.75	Word processing charges
Fleishman-Hillard Inc	06/30/93	11.25	Facsimile charges
Alan Ampolsk	06/29/93	14.00	Cab fare for June 14
Alan Ampolsk	06/29/93	12.43	June 14 luncheon meeting
BAT Corp	07/01/93	165.00	Overnight shipment
Charge & Travel	07/01/93	24.00	Ground transportation
Fleishman-Hillard Inc	06/01/93	50.23	Information retrieval
Fleishman-Hillard Inc	06/30/93	305.00	Facsimile charges
Fleishman-Hillard Inc	06/30/93	669.30	Photocopy charges
Fleishman-Hillard Inc	06/30/93	19.25	Production charges
Southwestern Bell	07/15/93	1.84	Long distance charges
Ovidio Torres	06/14/93	38.90	Train and cab fare
Alan Ampolsk	06/29/93	1,045.23	Air fare, hotel and cab fare for June trip
Ovidio Torres	07/14/93	1,907.23	Air fare, hotel and cab fare for June 11
Alan Ampolsk	06/29/93	24.00	Meal for June 9-15 trip
Ovidio Torres	07/14/93	61.60	Meals for June 11-14

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Alan Ampolsk	06/29/93	156.96	Laptop computer rental
Ovidio Torres	07/14/93	445.00	American Diabetes Assn. registration fee
Alan Ampolsk	06/29/93	445.00	American Diabetes Assn. registration fee
Federal Express	07/01/93	15.50	Overnight shipment
Fleishman-Hillard Inc	06/01/93	154.64	Information retrieval
Fleishman-Hillard Inc	06/30/93	55.00	Facsimile charges
Fleishman-Hillard Inc	06/30/93	9.00	Photocopy charges
Fleishman-Hillard Inc	06/30/93	13.00	Production charges
Video Planning Plus	08/25/93	84.82	Three dubs
Business Wire	07/14/93	1,160.00	May 12 distribution of news release
Charge & Travel	07/14/93	13.00	Ground transportation
Niall Brennan	06/16/93	525.00	Editorial services
Leonard Ellis	06/29/93	33.50	Cab fare for trips to client office
BAT Corp	07/21/93	7.50	Local messenger service
BAT Corp	07/14/93	60.00	Local messenger service
BAT Corp	07/28/93	15.00	Local messenger service
BAT Corp	07/01/93	51.00	Overnight shipment
Charge & Travel	06/09/93	34.00	Ground transportation
Fleishman-Hillard	06/16/93	900.00	Media resource charges
Fleishman-Hillard	06/30/93	26.25	Facsimile charges
Leonard Ellis	06/29/93	24.93	Books to research leadership program
BAT Corp	07/28/93	11.00	Overnight shipment

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

NOVO NORDISK

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard Inc	07/12/93	20.56	Purchase book for NOVO
Fleishman-Hillard Inc	07/12/93	48.30	Books for client research
Peter Verrengia	06/29/93	139.48	Air fare and telephone
Airborne Express	07/01/93	5.15	Overnight shipment
Fleishman-Hillard	06/30/93	3,660.00	Novo insulin questionnaire
JUNE TOTAL		<u>\$15,308.51</u>	
GRAND TOTAL		\$62,258.39	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

BANCOMER

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>January Expenses</u>			
Walbern Press	02/17/93	1,428.90	5,000 Grupo Bancomer Letterheads
Gregory Leddy	01/28/93	1,709.59	Air transportation, hotel accommodations, taxi fares, telephone charges, gratuities and miscellaneous expenses- December 13-19 trip to New York
Gregory Leddy	01/28/93	117.75	November 5 dinner mtg.
Gregory Leddy	01/28/93	182.00	Meals and December 16 luncheon
Gregory Leddy	01/28/93	82.26	Meals with Bancomer Associates
AT&T	02/10/93	218.17	Long distance charges
Gregory Leddy	01/28/93	12.42	Purchase of misc. foreign periodicals
Postmaster	01/31/93	2.90	Postage charges
MCI	02/10/93	2.48	Long distance charges
MCI	02/17/93	58.03	Long distance charges
Airborne Express	02/10/93	5.25	Overnight shipment
BAT Corporation	02/25/93	62.40	Overnight shipment
Charge & Travel	02/17/93	68.50	Ground transportation
Fleishman-Hillard, Inc.	01/01/93	83.16	On-line charges
Fleishman-Hillard, Inc.	01/25/93	55.00	Production charges
Fleishman-Hillard, Inc.	01/31/93	88.75	Facsimile charges
Fleishman-Hillard, Inc.	01/31/93	78.00	Photocopy charges

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

BANCOMER

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard, Inc.	01/31/93	400.00	Monthly monitoring charges
Fleishman-Hillard, Inc.	01/31/93	14.10	Photocopy charges
JANUARY TOTAL		\$4,669.66	
<u>February Expenses</u>			
William Colon	02/25/93	46.84	February 5 breakfast mtg.
Peter McCue	02/25/93	409.40	February 9 luncheon mtg.
Fleishman-Hillard, Inc.	03/09/93	4.00	Toll charges
Fleishman-Hillard, Inc.	02/25/93	16.70	February 9 luncheon mtg.
Fleishman-Hillard, Inc.	03/09/93	162.57	February 8 luncheon mtg.
Fleishman-Hillard, Inc.	03/09/93	90.00	Seminar fee
Postmaster	02/10/93	16.64	Postage charges
MCI	03/09/93	.59	Long distance charges
MCI	02/10/93	346.95	Long distance charges
BAT Corporation	03/24/93	64.00	Overnight shipment
BAT Corporation	03/17/93	34.80	Overnight shipment
Fleishman-Hillard, Inc.	02/01/93	46.07	Information retrieval/search charges
Fleishman-Hillard, Inc.	02/01/93	62.80	On-line charges for monthly monitoring of delayed-time wires
Fleishman-Hillard, Inc.	02/02/93	148.00	Production charges
Fleishman-Hillard, Inc.	02/16/93	251.00	Production charges

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

BANCOMER

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard, Inc.	02/28/93	107.50	Facsimile charges
Fleishman-Hillard, Inc.	02/28/93	486.60	Photocopy charges
Fleishman-Hillard, Inc.	02/28/93	400.00	Monthly monitoring charges
Fleishman-Hillard, Inc.	02/28/93	18.00	Secretarial overtime
Fleishman-Hillard Inc	02/16/93	80.00	Retrieve analysts reports
FEBRUARY TOTAL		\$2,792.46	
<u>March Expenses</u>			
Gregory Leddy	03/12/93	96.77	For 12-month subscription to El Financiero Int'l. Weekly Edition
AT&T	04/08/93	126.58	Long distance charges
Postmaster	03/31/93	1.56	Postage charges
Barjac Courier	03/24/93	155.00	Local messenger service
MCI	04/08/93	1.32	Long distance charges
MCI	04/15/93	314.49	Long distance charges
BAT Corporation	04/08/93	52.42	Overnight shipment
Charge & Travel	04/15/93	36.00	Ground transportation
Charge & Travel	04/28/93	163.00	Ground transportation
Fleishman-Hillard, Inc.	03/01/93	125.20	Monthly monitoring charges
Fleishman-Hillard, Inc.	03/01/93	575.46	Information retrieval/search charges
Fleishman-Hillard, Inc.	03/31/93	316.25	Facsimile charges
Fleishman-Hillard, Inc.	03/31/93	27.00	Secretarial overtime

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

BANCOMER

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard, Inc.	03/31/93	17.50	Facsimile charges
Fleishman-Hillard, Inc.	03/31/93	479.10	Photocopy charges
Fleishman-Hillard, Inc.	03/31/93	400.00	Monthly monitoring charges
Fleishman-Hillard, Inc.	03/31/93	7.50	Photocopy charges
MARCH TOTAL		\$2,895.15	
<u>April Expenses</u>			
JS Express	05/26/93	9.00	Local messenger service
Federal Express	05/12/93	20.50	Overnight shipment
Niall Brennan	05/12/93	562.50	English translation of the Grupo Financiero Bancomer 1992 annual report for March
Gregory Leddy	04/29/93	7.62	Parking for Feb 14-20 trip to Mexico City
Gregory Leddy	04/29/93	2,328.89	Air fare, hotel, tolls cab fare and telephone charges for Feb 7-13 trip to New York
Gregory Leddy	04/14/93	38.70	March 24 luncheon
Gregory Leddy	04/29/93	98.65	Meals for Feb 7-13 trip to New York
Gregory Leddy	04/29/93	86.41	March 29 dinner mtg
Gregory Leddy	04/14/93	116.13	Subscription for Mexican Media Guide
Fleishman-Hillard, Inc	04/30/93	30.00	April 26 lunch

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

BANCOMER

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Postmaster	04/12/93	1.27	Postage charges
Barjac Courier	04/28/93	50.00	Local messenger service
Barjac Courier	05/12/93	105.00	Local messenger service
MCI	05/12/93	.77	Long distance charges
MCI	05/12/93	85.38	Long distance charges
BAT Corporation	05/20/93	11.00	Overnight shipment
Airborne Express	04/28/93	3.41	Overnight shipment
Airborne Express	05/20/93	6.54	Overnight shipment
BAT Corporation	05/26/93	46.80	Overnight shipment
BAT Corporation	06/09/93	34.80	Overnight shipment
Charge & Travel	06/09/93	16.00	Ground transportation
Fleishman-Hillard, Inc	04/01/93	91.85	Information retrieval/ search charges
Fleishman-Hillard, Inc	04/01/93	162.75	On-line charges
Fleishman-Hillard, Inc	04/01/93	56.13	Information retrieval/ search charges
Fleishman-Hillard, Inc	04/30/93	26.40	Photocopy charges
Fleishman-Hillard, Inc	04/30/93	2,015.00	Genographics
Fleishman-Hillard, Inc	04/30/93	400.00	Monthly monitoring
Fleishman-Hillard, Inc	04/30/93	187.50	Facsimile charges
Fleishman-Hillard, Inc	04/30/93	457.50	Photocopy charges
Fleishman-Hillard, Inc	04/30/93	9.00	Secretarial overtime
Fleishman-Hillard, Inc	04/30/93	27.00	Secretarial overtime
Fleishman-Hillard, Inc	04/30/93	9.30	Photocopy charges
APRIL TOTAL		\$7,101.80	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

BANCOMER

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>May Expenses</u>			
JS Express	06/16/93	9.00	Local messenger service
DHL Airway	05/26/93	17.20	Overnight shipment
DHL Airway	06/09/93	17.20	Overnight shipment
Federal Express	06/09/93	10.50	Overnight shipment
Color Express	06/09/93	61.34	28 color xeroxes for Bancomer covers
Diane Lansing	04/28/93	7,500.00	Retainer for work on Bancomer
PR Newswire	06/09/93	1,025.00	May 5 press release
William Colon	05/13/93	1,556.33	Air fare, hotel, cab fare and gratuity for May 2-3 trip to Mexico City
Peter McCue	05/27/93	1,566.16	Air fare and hotel for May 2 trip to Mexico
Gregory Leddy	05/27/93	5.16	Cab fare, May 2-8 trip to Mexico
William Colon	05/13/93	11.33	Meals for Mexico trip
Peter McCue	05/27/93	15.00	Meals and entertainment for May 2 trip to Mexico
Gregory Leddy	05/27/93	74.19	May 2 dinner for McCue, Leddy and Colon
CISE	05/02/93	344.87	Long distance charges
Gregory Leddy	05/27/93	42.58	Rental for slide project
Jan Van Meter	05/27/93	1,467.65	Air, hotel and parking for May 2-3 trip to New York for Bancomer

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

BANCOMER

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard, Inc.	05/01/93	30.00-	Credit for April lunch
Postmaster	05/05/93	33.00	Postage charges
Postmaster	05/05/93	.75	Postage charges
Barjac Courier	06/09/93	7.75	Local messenger service
Barjac Courier	06/09/93	77.50	Local messenger service
MCI	06/10/93	61.11	Long distance charges
BAT Corporation	06/23/93	122.80	Overnight shipment
Fleishman-Hillard, Inc	05/01/93	20.95	Ground transportation
Charge & Travel	06/16/93	38.00	Ground transportation
Fleishman-Hillard, Inc	04/30/93	41.25	Facsimile charges
Fleishman-Hillard, Inc	05/01/93	145.42	On-line charges
Fleishman-Hillard, Inc	05/05/93	114.00	Production charges
Fleishman-Hillard, Inc	05/31/93	400.00	Monthly monitoring
Fleishman-Hillard, Inc	05/31/93	201.25	Facsimile charges
Fleishman-Hillard, Inc	05/31/93	927.30	Photocopy charges
Fleishman-Hillard, Inc	05/31/93	36.00	Secretarial overtime
Fleishman-Hillard, Inc	05/31/93	36.00	Secretarial overtime
Fleishman-Hillard, Inc	05/31/93	27.00	Secretarial overtime
MAY TOTAL		\$15,983.59	
<u>June Expenses</u>			
PR Newswire	06/23/93	425.00	Distribution of press release
Postmaster	05/05/93	33.03	Postage charges
Barjac Courier	07/14/93	121.25	Local messenger service

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

BANCOMER

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
AT&T	06/21/93	148.41	Long distance charges
AT&T	06/21/93	212.81	Long distance charges
MCI	07/10/93	68.57	Long distance charges
BAT Corp	07/01/93	34.80	Overnight shipment
Airborne Express	07/01/93	9.68	Overnight shipment
BAT Corp	07/14/93	69.60	Overnight shipment
BAT Corp	07/28/93	8.00	Overnight shipment
Charge & Travel	07/01/93	482.00	Ground transportation
Fleishman-Hillard Inc	06/01/93	154.20	On-line charges for monthly monitoring
Fleishman-Hillard Inc	05/30/93	80.00	Facsimile charges
Fleishman-Hillard Inc	06/30/93	92.40	Photocopy charges
Fleishman-Hillard Inc	05/30/93	400.00	Monthly monitoring
JUNE TOTAL		<u>\$2,339.75</u>	
GRAND TOTAL		\$35,782.41	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

CHINA INTERNATIONAL TRAVEL SERVICE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>March Expenses</u>			
Postmaster	03/31/93	.98	Postage charges
MCI	03/31/93	29.23	Long distance charges
Fleishman-Hillard, Inc.	03/31/93	125.10	Photocopy charges
Fleishman-Hillard, Inc.	03/31/93	8.50	Facsimile charges
MARCH TOTAL		\$163.81	
<u>April Expenses</u>			
Fleishman-Hillard Inc	04/28/93	13.00	Ground transportation
Fleishman-Hillard Inc	04/01/93	207.62	Information retrieval
Fleishman-Hillard Inc	04/01/93	98.35	Duplicating & assembling
Fleishman-Hillard Inc	04/30/93	17.40	Photocopy charges
Fleishman-Hillard Inc	04/30/93	24.00	Facsimile charges
APRIL TOTAL		\$360.37	
<u>May Expenses</u>			
DHL Airway	06/09/93	35.75	Overnight shipment
MCI	06/15/93	100.71	Long distance charges
Fleishman-Hillard Inc	04/28/93	24.00	Ground transportation
Fleishman-Hillard Inc	05/27/93	9.20	Ground transportation
Fleishman-Hillard Inc	05/01/93	58.56	Information retrieval
Fleishman-Hillard Inc	05/31/93	26.70	Photocopy charges
Fleishman-Hillard Inc	05/31/93	3.50	Facsimile charges
MAY TOTAL		\$258.42	
<u>July Expenses</u>			
Southwestern Bell	07/15/93	17.48	Long distance charges
Fleishman-Hillard Inc	07/15/93	200.15	Costs of passports for trip to China

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

CHINA INTERNATIONAL TRAVEL SERVICE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
MCI	07/15/93	248.69	Long distance charges
MCI	08/15/93	95.19	Long distance charges
Federal Express	08/17/93	15.00	Overnight shipment
Airborne Express	08/11/93	8.50	Overnight shipment
Federal Express	08/30/93	10.85	Overnight shipment
Airborne Express	08/30/93	58.25	Overnight shipment
Fleishman-Hillard Inc	07/31/93	30.00	Ground transportation
Fleishman-Hillard Inc	07/31/93	48.00	Ground transportation
Fleishman-Hillard Inc	06/01/93	49.33	Information retrieval
Fleishman-Hillard Inc	06/01/93	19.52	Assembling materials
Fleishman-Hillard Inc	06/30/93	248.40	Photocopy charges
Fleishman-Hillard Inc	06/30/93	112.50	Facsimile charges
Fleishman-Hillard Inc	07/01/93	168.74	Duplicating and assembly
Fleishman-Hillard Inc	07/22/93	222.75	Duplicating and assembly
Fleishman-Hillard Inc	07/23/93	134.82	Duplicating and assembly
Fleishman-Hillard Inc	07/31/93	171.30	Photocopy charges
Fleishman-Hillard Inc	07/31/93	62.00	Facsimile charges
Fleishman-Hillard Inc	07/31/93	45.00	Secretarial overtime
JULY TOTAL		<u>\$1,966.47</u>	
GRAND TOTAL		<u>\$2,749.07</u>	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

GRAND METROPOLITAN

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>December Expenses</u>			
Video Planning	01/12/93	69.76	Two dubs of KAPOW-TV news coverage
BAT Corp	01/26/93	34.00	Overnight shipment
Fleishman-Hillard Inc	12/31/92	49.80	Photocopy charges
Fleishman-Hillard Inc	12/31/92	6.25	Facsimile charges
DECEMBER TOTAL		\$159.81	
<u>January Expenses</u>			
Speed Graphics	02/10/93	15.81	Photostat of KAPOW logo
MCI	02/10/93	13.41	Long distance charges
Airborne Express	02/25/93	8.57	Overnight shipment
BAT Corp	03/05/93	34.80	Overnight shipment
Fleishman-Hillard Inc	01/31/93	68.75	Facsimile charges
Fleishman-Hillard Inc	01/31/93	20.70	Photocopy charges
JANUARY TOTAL		\$162.04	
<u>February Expenses</u>			
BAT Corp	03/24/93	55.48	Overnight charges
Federal Express	03/24/93	28.50	Overnight charges
Fleishman-Hillard Inc	02/28/93	16.25	Facsimile charges
Fleishman-Hillard Inc	02/28/93	94.20	Photocopy charges
Postmaster	02/05/93	60.86	Postage charges
Barjac Courier	03/24/93	7.75	Local messenger service
MCI	03/10/93	18.60	Long distance charges

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

GRAND METROPOLITAN

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard Inc	03/09/93	10.62	Overnight shipment
Fleishman-Hillard Inc	02/22/93	750.00	Production charges
FEBRUARY TOTAL		\$1,042.26	
<u>March Expenses</u>			
Fleishman-Hillard Inc	03/31/93	500.00	Creative development, comp layouts, final design, artwork, and supervision of KAPOW press kit
Paragon Typographers	05/12/93	29.41	Reproduction proofs for KAPOW press kit
Color Express	03/17/93	22.58	Color copies for KAPOW press kit
Garlich printing	05/12/93	2,919.65	Printing 2,187 KAPOW press kits
JS Express	03/09/93	2.25	Local messenger service
JS Express	04/21/93	11.05	Local messenger service
Southwestern Bell	02/15/93	12.84	Long distance charges
Southwestern Bell	03/15/93	2.76	Long distance charges
Airborne Express	03/05/93	4.38	Overnight shipment
United Parcel	03/09/93	258.00	Overnight shipment
Fleishman-Hillard Inc	01/31/93	4.00	Black and white laser prints
Fleishman-Hillard Inc	02/17/93	6.75	Mailing supplies
Fleishman-Hillard Inc	02/28/93	1.50	Facsimile charges
Jeffrey Moran	04/14/93	28.37	Mileage for March 19 trip to Teaneck
Fleishman-Hillard Inc	04/08/93	15.50	Parking on March 10 for Melville class
Fleishman-Hillard Inc	04/08/93	6.18	Refreshments for March 5 brainstorm meeting

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

GRAND METROPOLITAN

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard Inc	04/08/93	12.42	March 19 lunch for S. Smith and J. Morgan at Teaneck
Barjac Courier	04/21/93	58.75	Local messenger service
BAT Corp	04/28/93	38.84	Overnight shipment
Fleishman-Hillard Inc	04/08/93	4.00	Ground transportation
Fleishman-Hillard Inc	03/31/93	61.25	Facsimile charges
Fleishman-Hillard Inc	03/31/93	1.20	Photocopy charges
Pentimento Design	04/08/93	3,145.69	Design and production of KAPOW newsletter
Postmaster	03/05/93	242.72	Postage charges
MCI	03/25/93	13.43	Long distance charges
Barjac Courier	04/21/93	20.50	Local messenger service
MCI	04/05/93	112.05	Long distance charges
BAT Corp	04/28/93	34.80	Overnight shipment
BAT Corp	05/12/93	16.74	Overnight shipment
Fleishman-Hillard Inc	03/19/93	587.00	Production charges
Fleishman-Hillard Inc	03/31/93	25.00	Facsimile charges
Fleishman-Hillard Inc	03/31/93	192.00	Photocopy charges
MARCH TOTAL		\$8,391.61	
<u>April Expenses</u>			
Video Planning	05/26/93	42.05	Video tape of KAPOW coverage of "Working Solutions"
William Ruffin & Assn.	04/15/93	3,529.50	Research and writing fee for Grand Metro

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

GRAND METROPOLITAN

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Sabra Smith	04/14/93	81.40	Photo processing for March 19 Melville and Teaneck site visits
Sabra Smith	04/14/93	19.25	Bus fare and cab fare for March 19 site visits
Video Planning	05/26/93	34.53	Video tape of KAPOW
IRS	04/28/93	205.89	Videotaping of Grand Met media training session
Postmaster	04/05/93	6.63	Postage charges
Barjac Courier	05/12/93	62.00	Local messenger service
MCI	04/22/93	3.48	Long distance charges
MCI	05/10/93	112.50	Long distance charges
BAT Corp	06/09/93	8.00	Overnight shipment
Airborne Express	06/09/93	10.30	Overnight shipment
Airborne Express	05/20/93	6.05	Overnight shipment
Charge & Travel	06/09/93	13.00	Ground transportation
Fleishman-Hillard Inc	04/01/93	102.11	Information retrieval
Fleishman-Hillard Inc	04/30/93	24.90	Photocopy charges
Fleishman-Hillard Inc	04/30/93	10.80	Photocopy charges
Fleishman-Hillard Inc	04/30/93	1.50	Facsimile charges
Fleishman-Hillard Inc	04/30/93	500.00	Research services for pretesting questionnaire
APRIL TOTAL		\$4,773.89	
<u>May Expenses</u>			
Pentimento Design	06/16/93	2,516.55	Project management, design of KAPOW newsletter
MCI	06/10/93	54.60	Long distance charges
Barjac Courier	06/23/93	7.75	Local messenger service
Fleishman-Hillard Inc	05/31/93	5.00	Facsimile charges

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

GRAND METROPOLITAN

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard Inc	06/09/93	3.00	Ground transportation
Fleishman-Hillard Inc	05/31/93	48.75	Facsimile charges
MAY TOTAL		\$2,635.65	
<u>June Expenses</u>			
Walbern Press	06/05/93	2,613.16	Printing fo KAPOW exchange newsletters
JUNE TOTAL		<u>\$2,613.16</u>	
GRAND TOTAL		\$19,778.42	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

MTC ELECTRONIC TECHNOLOGIES CO

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>March Expenses</u>			
Fleishman-Hillard Inc	03/31/93	197.50	Facsimile charges
Fleishman-Hillard Inc	03/31/93	250.00	Monitoring newswires
MARCH TOTAL		\$447.50	
<u>April Expenses</u>			
PR Newswire	05/12/93	1,415.00	April 1 distribution of MTC release
PR Newswire	05/12/93	755.00	March 15 distribution of Daiwa Securities release
PR Newswire	05/20/93	455.00	April 19 distribution of news release "MTC Suit"
Fleishman-Hillard	05/06/93	91.59	Meals for April
Postmaster	04/05/93	346.53	Postage charges
BAT Corp	06/09/93	55.00	Local messenger service
MCI	05/10/93	1,112.36	Long distance charges
Metropolitan Temps	06/09/93	119.12	Temporary service for MTC project
BAT Corp	06/09/93	114.34	Overnight shipment
Charge & Travel	06/09/93	161.50	Ground transportation
Fleishman-Hillard Inc	06/09/93	33.00	Ground transportation
Fleishman-Hillard Inc	04/01/93	185.50	Information retrieval
Fleishman-Hillard Inc	04/01/93	2,890.00	Production charges
Fleishman-Hillard Inc	04/30/93	250.00	Monitoring newswire
Fleishman-Hillard Inc	04/30/93	695.00	Facsimile charges
Fleishman-Hillard Inc	04/30/93	118.80	Photocopy charges

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

MTC ELECTRONIC TECHNOLOGIES CO

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard Inc	04/30/93	270.00	Secretarial overtime in connection with IR calls and MTC release
APRIL TOTAL		\$9,067.74	
<u>May Expenses</u>			
PR Newswire	06/09/93	455.00	April 20 distribution of news release
Wire News	06/09/93	200.00	April 21 distribution of news release
Wire News	06/09/93	200.00	April 19 distribution of news release
Wire News	06/09/93	222.00	April 1 distribution of news release
PR Newswire	06/09/93	715.00	May distribution of news release
Speed Graphics	06/05/93	270.96	Color laser prints
Advantage Temporary	06/05/93	140.71	Temporary service for taking phone calls
Fleishman-Hillard Inc	05/28/93	77.18	May 6 lunch for support staff in connection with press release
Postmaster	05/05/93	311.53	Postage charges
BAT Corp	06/16/93	50.00	Local messenger service
BAT Corp	06/23/93	57.50	Local messenger service
BAT Corp	07/01/93	50.00	Local messenger service
MCI	06/10/93	556.92	Long distance charges
BAT Corp	06/16/93	104.40	Overnight shipment
Airborne Express	06/09/93	1.87	Overnight shipment
Charge & Travel	06/16/93	45.00	Ground transportation

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

MTC ELECTRONIC TECHNOLOGIES CO

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard Inc	05/12/93	26.66	Ground transportation
Fleishman-Hillard Inc	05/01/93	6.95	Information retrieval
Fleishman-Hillard Inc	05/01/93	79.32	On-line charges for monitoring delayed time wires
Fleishman-Hillard Inc	05/31/93	250.00	Monitoring newswire
Fleishman-Hillard Inc	05/31/93	545.00	Facsimile charges
Fleishman-Hillard Inc	05/31/93	2,892.60	Photocopy charges
Fleishman-Hillard Inc	05/31/93	54.00	Secretarial overtime in connection with releases
MAY TOTAL		\$7,312.60	
<u>June Expenses</u>			
FH-Scotchbrook	05/06/93	836.15	Professional services for distribution of press release for MTC
FH-Scotchbrook	05/06/93	510.99	News clipping services and translations
Wire News	07/01/93	200.00	Distribution of press release "Swap Agreement"
Peter Verrengia	06/29/93	2,415.92	Air fare, cab fare and telephone charges for May 31-June 2 trip
Katherine Rohrbach	06/29/93	85.00	Air fare cancellation
Cynthia Carpenter	06/29/93	1,070.89	Air fare, cab fare and customs charges for May 31 trip to Vancouver
Peter Verrengia	06/29/93	55.81	Meals for trip
Cynthia Carpenter	06/29/93	53.31	Meals for trip

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

MTC ELECTRONIC TECHNOLOGIES CO

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Cellular One	06/16/93	54.10	Long distance charges
Fleishman-Hillard Inc	07/02/93	54.00	June 15 parking charges for Peter Verrengia
Fleishman-Hillard Inc	07/02/93	69.42	Meals for overtime work
Postmaster	06/05/93	2.90	Postage charges
BAT Corp	07/21/93	30.00	Local messenger service
BAT Corp	07/14/93	188.00	Local messenger service
BAT Corp	07/28/93	52.00	Local messenger service
MCI	06/22/93	14.41	Long distance charges
MCI	07/10/93	464.52	Long distance charges
Charge & Travel	07/14/93	54.00	Ground transportation
Charge & Travel	07/01/93	103.00	Ground transportation
Fleishman-Hillard Inc	06/01/93	67.10	Monthly monitoring
Fleishman-Hillard Inc	06/01/93	373.60	Information retrieval
Fleishman-Hillard Inc	06/30/93	331.25	Facsimile charges
Fleishman-Hillard Inc	06/30/93	16.50	Photocopy charges
Fleishman-Hillard Inc	06/30/93	250.00	Monitoring newswires
Fleishman-Hillard Inc	06/30/93	1,446.25	Production charges in connection with MTC Investor packages
JUNE TOTAL		<u>\$8,799.12</u>	
GRAND TOTAL		\$25,626.96	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

LI & FUNG

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>January Expenses</u>			
Fleishman-Hillard Inc	01/31/93	10.00	Facsimile charges
JANUARY TOTAL		\$10.00	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

BOMBARDIER CORPORATION

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>June Expenses</u>			
Pacific Telephone	07/15/93	187.50	Long distance charges
Ad Personnel	07/14/93	181.18	Outside secretarial service
Audio Video	08/25/93	85.88	Transcript of June 24 "MTA Rail Car"
Fleishman-Hillard Inc	06/22/93	94.91	Duplicating
Fleishman-Hillard Inc	06/23/93	60.01	Duplicating
Fleishman-Hillard Inc	06/29/93	93.98	Duplicating
Fleishman-Hillard Inc	06/30/93	96.50	Facsimile charges
Fleishman-Hillare Inc	06/30/93	43.50	Photocopy charges
Fleishman-Hillard Inc	06/30/93	188.92	Duplicating
JUNE TOTAL		\$1,032.38	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

INDUSTRIAL DEVELOPMENT BOARD OF NORTHERN IRELAND

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>June Expenses</u>			
Jack Modzelewski	07/14/93	3,053.45	Air fare, cab fare, for June 19-24 trip
Jack Modzelewski	07/14/93	10.32	Meals for June 19-24
Michael Beightol	07/14/93	4,359.02	Air fare, cab fare, parking and gratuities for June 20-25 trip
Michael Beightol	07/14/93	16.88	Meals for June 20-25
JUNE TOTAL		\$7,439.67	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

GRINDSTED

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>January Expenses</u>			
Postmaster	01/31/93	.29	Postage charges
Fleishman-Hillard, Inc.	01/31/93	20.50	Facsimile charges
Fleishman-Hillard, Inc.	01/31/93	.30	Photocopy charges
JANUARY TOTAL		\$21.09	
<u>February Expenses</u>			
Postmaster	02/10/93	1.04	Postage charges
MCI	03/24/93	5.69	Long distance charges
MCI	03/24/93	.66	Long distance charges
Betsey Solberg	02/25/93	3.27	Long distance charges
Fleishman-Hillard, Inc.	02/28/93	8.50	Facsimile charges
Fleishman-Hillard, Inc.	02/28/93	3.00	Photocopy charges
FEBRUARY TOTAL		\$22.16	
<u>March Expenses</u>			
Postmaster	03/31/93	1.04	Postage charges
MCI	03/01/93	27.51	Long distance charges
Betsey Solberg	03/30/93	3.81	Long distance charges
MCI	03/16/93	9.04	Long distance charges
Federal Express	04/08/93	21.70	Overnight shipment
Fleishman-Hillard, Inc.	03/31/93	10.20	Photocopy charges
MARCH TOTAL		\$73.30	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

GRINDSTED

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>April Expenses</u>			
Jill Bagby	07/30/93	16.24	Mileage for April 8 trip
Postmaster	04/05/93	3.07	Postage charges
Corporate Express	05/12/93	15.00	Local messenger service
Elizabeth Solberg	04/29/93	4.36	Long distance charges
Fleishman-Hillard Inc	04/30/93	3.00	Facsimile charges
Fleishman-Hillard Inc	04/30/93	2.10	Photocopy charges
APRIL TOTAL		\$43.77	
<u>May Expenses</u>			
Postmaster	05/05/93	.29	Postage charges
Elizabeth Solberg	05/29/93	1.35	Long distance charges
MCI	05/29/93	1.67	Long distance charges
Federal Express	05/20/93	10.95	Overnight shipment
Fleishman-Hillard Inc	05/31/93	.90	Photocopy charges
MAY TOTAL		\$15.16	
<u>June Expenses</u>			
Jill Bagby	06/24/93	20.44	Mileage for May 26 trip to Grinsted for meeting
Elizabeth Solberg	06/24/93	3.26	Long distance charges
Fleishman-Hillard Inc	06/30/93	6.00	Facsimile charges
Fleishman-Hillard Inc	06/30/93	2.40	Photocopy charges
JUNE TOTAL		<u>\$32.10</u>	
GRAND TOTAL		\$207.58	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>January Expenses</u>			
JS Express	02/17/93	2.25	Local messenger
JS Express	03/09/93	22.75	Local messenger
AT&T	02/05/93	38.32	Long distance charges
Southwestern Bell	02/10/93	238.59	Long distance charges
Airborne Express	01/26/93	10.59	Overnight shipment
Carolyn McLean	01/14/93	37.73	December 22 luncheon mtg
La Prima	02/10/93	40.30	December 11 food for media training
Ginns	02/10/93	4.71	Cassette tapes
Quick Messenger	03/09/93	33.20	Local messenger
MCI	02/17/93	99.69	Long distance charges
Airborne Express	01/26/93	6.72	Overnight shipment
Quick Messenger	03/17/93	14.35	Overnight shipment
Red Top Cab	02/17/93	344.30	Ground transportation
Fleishman-Hillard, Inc.	01/01/93	36.32	Information retrieval/ search charges
Fleishman-Hillard, Inc.	01/03/93	2,446.01	Information retrieval/ search charges
Fleishman-Hillard, Inc.	01/07/93	50.44	Duplicating, assembling and mailing charges
Fleishman-Hillard, Inc.	01/21/93	42.44	Duplicating/assembling charges
Fleishman-Hillard, Inc.	01/31/93	45.30	Photocopy charges

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard, Inc.	01/31/93	75.00	Facsimile charges
Fleishman-Hillard, Inc.	01/31/93	50.00	Daily monitoring charges
Fleishman-Hillard, Inc.	01/31/93	1.80	Photocopy charges
Fleishman-Hillard, Inc.	01/31/93	1.00	Facsimile charges
JANUARY TOTAL		\$3,641.81	
<u>February Expenses</u>			
Postmaster	02/05/93	.52	Postage charges
JS Express	03/24/93	9.00	Local messenger service
Federal Express	03/17/93	10.50	Overnight shipment
Rhonda West	02/29/93	827.25	Air fare, hotel, cab fare and parking for January 21-22 trip
Rhonda West	02/29/93	17.13	Meals for trip
Video Monitoring	03/24/93	127.85	Audio tape of Feb. 2
Fleishman-Hillard Inc	02/28/93	29.41	For copy of "Cooling the Greenhouse Effect"
Postmaster	02/05/93	.29	Postage charges
Quick messenger	04/08/93	8.90	Local messenger service
Quick messenger	04/15/93	9.90	Local messenger service
MCI	03/15/93	59.24	Long distance charges
Airborne Express	04/01/93	1.05	Overnight shipment
Fleishman-Hillard Inc	02/02/93	76.00	Ground transportation
Red Top Cab	03/09/93	168.64	Ground transportation
Fleishman-Hillard Inc	02/26/93	26.00	Ground transportation

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard Inc	02/28/93	118.20	Photocopy charges
Fleishman-Hillard Inc	02/28/93	153.50	Facsimile charges
Fleishman-Hillard Inc	02/28/93	50.00	Subscriptions
Fleishman-Hillard Inc	02/28/93	625.00	Genigraphics
FEBRUARY TOTAL		\$2,318.38	
<u>March Expenses</u>			
Postmaster	03/05/93	4.11	Postage charges
AT&T	03/22/93	4.87	Long distance charges
Southwestern Bell	04/15/93	940.11	Long distance charges
Federal Express	04/16/93	10.50	Overnight shipment
DHL Airway	04/15/93	17.20	Overnight shipment
Federal Express	05/12/93	20.50	Overnight shipment
Wire News	04/15/93	120.00	Feb. 17 news release
Rhonda West	03/29/93	810.35	Air fare, hotel, cab fare and parking for March 2-3 trip
Rhonda West	03/29/93	667.86	Air fare, hotel, cab fare, parking, computer rental and phone charges for Feb. 7-9 trip
Rhonda West	03/29/93	29.22	Meals for March 2-3 trip
Rhonda West	03/29/93	22.20	Meals for Feb. 7-9 trip
Postmaster	03/05/93	1.67	Postage charges
Fleishman-Hillard Inc	03/30/93	7.41	Photocopy charges
Quick messenger	04/28/93	18.08	Local messenger service

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Quick messenger	04/28/93	52.05	Local messenger service
AT&T	03/22/93	93.80	Long distance charges
Airborne Express	04/15/93	15.75	Overnight shipment
Airborne Express	04/21/93	1.43	Overnight shipment
Washington Express	04/28/93	6.00	Overnight shipment
Airborne Express	04/21/93	1.32	Overnight shipment
Federal Express	04/28/93	13.00	Overnight shipment
Fleishman-Hillard Inc	03/01/93	15.00	Ground transportation
Fleishman-Hillard Inc	02/28/93	25.20	Photocopy charges
Fleishman-Hillard Inc	02/28/93	.50	Facsimile charges
Fleishman-Hillard Inc	03/01/93	543.68	Information retrieval
Fleishman-Hillard Inc	03/11/93	64.66	Duplicating and assembly
Fleishman-Hillard Inc	03/15/93	69.76	Duplicating and assembly
Fleishman-Hillard Inc	03/31/93	301.50	Photocopy charges
Fleishman-Hillard Inc	03/31/93	95.50	Facsimile charges
Fleishman-Hillard Inc	03/31/93	50.00	Subscriptions
MARCH TOTAL		\$4,023.23	
<u>April Expenses</u>			
Fleishman-Hillard, Inc	04/26/93	31.55	April 22 breakfast
Postmaster	04/05/93	1.73	Postage charges
AT&T	04/20/93	13.22	Long distance charges
Southwestern Bell	05/15/93	825.63	Long distance charges

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Federal Express	05/07/93	18.00	Overnight shipment
Federal Express	05/12/93	18.75	Overnight shipment
Laclede Cabs	05/12/93	43.50	Ground transportation
Congressional Delivery	05/12/93	1.50	Local messenger service
MCI	05/15/93	24.02	Long distance charges
Airborne Express	05/20/93	1.05	Overnight shipment
Airborne Express	05/26/93	1.49	Overnight shipment
Airborne Express	06/29/93	15.75	Overnight shipment
Fleishman-Hillard, Inc	04/15/93	8.00	Ground transportation
Fleishman-Hillard, Inc	04/01/93	5.65	Information retrieval
Fleishman-Hillard, Inc	04/30/93	47.50	Facsimile charges
Fleishman-Hillard, Inc	04/30/93	53.40	Photocopy charges
Fleishman-Hillard, Inc	04/30/93	19.20	Photocopy charges
Fleishman-Hillard, Inc	04/30/93	.30	Photocopy charges
Fleishman-Hillard, Inc	04/30/93	50.00	Subscription to Congressional Record
Fleishman-Hillard, Inc	04/30/93	6.00	Photocopy charges
Fleishman-Hillard, Inc	04/30/93	22.00	Facsimile charges
Fleishman-Hillard, Inc	04/30/93	13.20	Photocopy charges
Fleishman-Hillard, Inc	04/30/93	19.50	Facsimile charges
APRIL TOTAL		\$1,240.94	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>May Expenses</u>			
Postmaster	05/05/93	.29	Postage charges
Southwestern Bell	06/15/93	724.16	Long distance charges
AT&T	06/15/93	.27	Long distance charges
American Loose Leaf	05/07/93	46.72	Thermal roll
Rhonda West	05/27/93	1,005.20	Cab fare, air fare, and hotel for April 26-28 trip to Washington DC
Rhonda West	05/27/93	31.42	Meals for trip to DC
Quick Messenger	06/16/93	12.70	Local messenger service
Quick Messenger	07/01/93	39.80	Local messenger service
Washington Express	07/01/93	6.00	Local messenger service
Quick Messenger	05/30/93	14.35	Local messenger service
MCI	06/15/93	160.06	Long distance charges
Fleishman-Hillard, Inc	05/13/93	10.73	Note cards for EDF
Red Top Cab	06/09/93	9.73	Ground transportation
Fleishman-Hillard, Inc	05/03/93	29.00	Ground transportation
Fleishman-Hillard, Inc	05/13/93	19.90	Ground transportation
Fleishman-Hillard, Inc	05/01/93	50.00	Subscription to Congressional Record
Fleishman-Hillard, Inc	05/31/93	19.80	Photocopy charges
Fleishman-Hillard, Inc	05/31/93	28.00	Facsimile charges
Fleishman-Hillard, Inc	05/31/93	10.50	Facsimile charges
Fleishman-Hillard, Inc	05/31/93	14.10	Photocopy charges

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman-Hillard, Inc	05/31/93	7.50	Photocopy charges
Fleishman-Hillard, Inc	05/31/93	9.00	Secretarial overtime
Fleishman-Hillard, Inc	05/31/93	8.00	Facsimile charges
Airborne Express	07/01/93	3.94	Overnight shipment
Fleishman-Hillard Inc	05/31/93	1.00	Facsimile charges
MAY TOTAL		\$2,262.17	
<u>June Expenses</u>			
Postmaster	06/15/93	1.75	Postage charges
AT&T	06/15/93	277.24	Long distance charges
AT&T	06/21/93	37.01	Long distance charges
Southwestern Bell	07/15/93	348.76	Long distance charges
Airborne Express	08/15/93	4.75	Overnight shipment
David Senay	06/29/93	672.00	Air fare, taxi and parking charges for June 5 trip
David Senay	06/29/93	46.44	Meals for June 5 trip
Postmaster	06/05/93	.75	Postage charges
Lawsons Gourmet	06/23/93	73.78	Client luncheon May 26
Carolyn McLean	06/14/93	895.43	Cab fare, air fare and hotel for April 21-22 trip to St. Louis
Carolyn McLean	06/14/93	144.09	Hotel for April 26
Carolyn McLean	06/14/93	21.45	Meals for April 21-22 trip to St. Louis
Carolyn McLean	06/14/93	17.79	Meals for April 26
Fleishman-Hillard Inc	07/21/93	20.00	Breakfast April 6

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Quick messenger	07/01/93	32.70	Local messenger service
Quick messenger	07/28/93	13.35	Local messenger service
Quick Messenger	08/11/93	4.45	Local messenger service
AT&T	06/21/93	111.19	Long distance charges
MCI	07/15/93	114.81	Long distance charges
Fleishman-Hillard Inc	06/29/93	20.59	Rental tape for speaker
Federal Express	07/30/93	10.85	Overnight shipment
Airborne Express	07/14/93	19.95	Overnight shipment
Red Top Cab	07/14/93	75.77	Overnight shipment
Fleishman-Hillard Inc	06/16/93	18.00	Ground transportation
Fleishman-Hillard Inc	06/16/93	19.00	Faxes of World Book materials to Rhonda West
Fleishman-Hillard Inc	06/01/93	8.29	Information retrieval
Fleishman-Hillard Inc	06/30/93	50.00	Subscriptions
Fleishman-Hillard Inc	06/30/93	207.60	Photocopy charges
Fleishman-Hillard Inc	06/30/93	121.50	Facsimile charges
Postmaster	06/05/93	2.25	Postage charges
Fleishman-Hillard Inc	06/30/93	4.50	Photocopy charges
Federal Express	07/14/93	24.25	Overnight shipment
Fleishman-Hillard Inc	04/30/93	1,329.25	EDF Newsletter design
JUNE TOTAL		<u>\$4,749.54</u>	
GRAND TOTAL		\$18,236.07	

FLEISHMAN HILLARD

Fleishman-Hillard, Inc.

Public Relations

1301 Connecticut Avenue, N.W.
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Tel: 202.659.0330
Fax: 202.296.6119

June 22, 1993

Kathleen D. Nolan
Vice President

MEMORANDUM

TO: Juanita Harpster
FROM: Kathleen Nolan
RE: China Fam Trip

→ Lawrence ("Gazp") Greenhalgh
lead intl agent
303/488-0500

Plans are proceeding for next month's fam trip and I want to make sure that we have not excluded you in error. Are we correct in assuming you are unable to or are no longer interested in participating? Since we have not heard back -- or received your survey -- we put your name on a list for future contact.

As I explained earlier, CITS National, China's largest travel provider, will be hosting an exclusive, eight-day, all-expenses-paid fam tour July 29 - August 6 for a small group (no more than six) of senior travel executives. The tour, which will include stops in Beijing and Shanghai, is designed for companies that currently, or plan to, actively promote travel -- leisure, business or incentive -- to China.

I need to advise CITS and Northwest this week of the companies participating, so, if you are interested, I will need to have a completed survey returned by tomorrow morning.

My direct line is 202/828-8839; fax is 202/296-6119.

Thank you.

WASHINGTON, D.C.
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SACRAMENTO
LONDON
PARIS
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DUBLIN
FRANKFURT
HONG KONG
SINGAPORE

Kathleen D. Nolan
Vice President

June 22, 1993

MEMORANDUM

TO: Ed Kinne → *TBD*

FROM: Kathleen Nolan

RE: China Fam Trip

Hope the following information answers any questions you may have about the upcoming China fam trip.

As I explained when we spoke, CITS will host an exclusive, eight-day, all-expenses-paid familiarization tour July 29 - August 6 for a small group (no more than six) of senior travel executives. The size of the party is small to allow time for substantive one-on-one business discussions. Complimentary international roundtrip air travel will be provided by Northwest Airlines.

The tour, which will include stops in Beijing and Shanghai, is designed for companies that currently, or plan to, actively promote travel -- leisure, business or incentive -- to China.

Since I need to advise CITS and Northwest by Friday of the companies participating, please confirm participation -- and provide the name of your designated representative -- by no later than 5 p.m. tomorrow.

My direct line is 202/828-8839; fax is 202/296-6119.

Thanks very much. I look forward to speaking with you soon.

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Fax: 202.296.6119

June 22, 1993 Kathleen D. Nolan
Vice President

MEMORANDUM

TO: Sharon Novick
FROM: Kathleen Nolan
RE: China Fam Trip

Sorry for the delay in getting back to you. Hope the following information answers your questions.

As I explained when we spoke, CITS National, China's oldest and most experienced travel provider, is in the first phase of a longrange plan to forge a more mutually beneficial partnership with the U.S. travel industry.

As part of that effort, CITS will be hosting an exclusive, eight-day, all-expenses-paid familiarization tour July 29 - August 6 for a small group (no more than six) of senior travel executives. In addition to demonstrating the significant improvements in China's tourism infrastructure, the trip will include time for substantive one-on-one business discussions. Complimentary international roundtrip air travel will be provided by Northwest Airlines.

The tour, which will include stops in Beijing and Shanghai, is designed for companies that currently, or plan to, actively promote travel -- leisure, business or incentive -- to China.

If you will be unable to participate, please let me know as soon as possible. My direct line is 202/828-8839.

Thanks for your interest. I look forward to speaking with you soon.

WASHINGTON, D.C.
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FRANKFURT
HONG KONG
SINGAPORE

Kathleen D. Nolan
Vice President

June 22, 1993

MEMORANDUM

TO: Mitzi Wall
FROM: Kathleen Nolan
RE: China Fam Trip

Hope the following information answers any questions you may have about the upcoming China fam trip.

As I explained when we spoke, CITS will host an exclusive, eight-day, all-expenses-paid familiarization tour July 29 - August 6 for a small group (no more than six) of senior travel executives. The size of the party is small to allow time for substantive business discussion.

Complimentary international roundtrip air travel will be provided by Northwest Airlines. The tour will include stops in Beijing and Shanghai.

Since I need to advise CITS and Northwest by Friday of the companies participating, please confirm participation -- and provide the name of your designated representative -- by no later than 5 p.m. tomorrow.

My direct line is 202/828-8839; fax is 202/296-6119.

Thanks very much. I look forward to speaking with you soon.

Kathleen D. Nolan

Vice President

June 22, 1993

MEMORANDUM

TO: Lori Bartlett
FROM: Kathleen Nolan
RE: China Fam Trip

Hope the following information answers any questions you may have about the upcoming China fam trip.

As I explained when we spoke, CITS National, China's oldest and most experienced travel provider, is in the first phase of a longrange plan to forge a more mutually beneficial partnership with the U.S. travel industry.

As part of that effort, CITS will host an exclusive, eight-day, all-expenses-paid familiarization tour July 29 - August 6 for a small group (no more than six) of senior travel executives. In addition to demonstrating the significant improvements in China's tourism infrastructure, the trip will include time for substantive one-on-one business discussions. Complimentary international roundtrip air travel will be provided by Northwest Airlines.

The tour, which will include stops in Beijing and Shanghai, is designed for companies that currently, or plan to, actively promote travel -- leisure, business or incentive -- to China.

Since I need to advise CITS and Northwest by Friday of the companies participating, please confirm your participation -- or provide the name of your designated representative -- by no later than 5 p.m. tomorrow.

My direct line is 202/828-8839; fax is 202/296-6119.

Thanks for your interest. I look forward to speaking with you soon.

Kathleen D. Nolan
Vice President

June 22, 1993

MEMORANDUM

TO: Alyce Kopanoff
FROM: Kathleen Nolan
RE: China Fam Trip

Hope the following information answers any questions you may have about the upcoming China fam trip.

As I explained when we spoke, CITS National, China's oldest and most experienced travel provider, is in the first phase of a longrange plan to forge a more mutually beneficial partnership with the U.S. travel industry.

As part of that effort, CITS will host an exclusive, eight-day, all-expenses-paid familiarization tour July 29 - August 6 for a small group (no more than six) of senior travel executives. In addition to demonstrating the significant improvements in China's tourism infrastructure, the trip will include time for substantive one-on-one business discussions. Complimentary international roundtrip air travel will be provided by Northwest Airlines.

The tour, which will include stops in Beijing and Shanghai, is designed for companies that currently, or plan to, actively promote travel -- leisure, business or incentive -- to China.

Since I need to advise CITS and Northwest by Friday of the companies participating, please confirm your participation -- or provide the name of your designated representative -- by no later than 5 p.m. tomorrow.

My direct line is 202/828-8839; fax is 202/296-6119.

Thanks for your interest. I look forward to speaking with you soon.

Kathleen D. Nolan
Vice President

June 22, 1993

MEMORANDUM

TO: Joel Timmel
FROM: Kathleen Nolan
RE: China Fam Trip

Hope the following information answers any questions you may have about the upcoming China fam trip.

As I explained when we spoke, CITS National, China's oldest and most experienced travel provider, is in the first phase of a longrange plan to forge a more mutually beneficial partnership with the U.S. travel industry.

As part of that effort, CITS will host an exclusive, eight-day, all-expenses-paid familiarization tour July 29 - August 6 for a small group (no more than six) of senior travel executives. In addition to demonstrating the significant improvements in China's tourism infrastructure, the trip will include time for substantive one-on-one business discussions. Complimentary international roundtrip air travel will be provided by Northwest Airlines.

The tour, which will include stops in Beijing and Shanghai, is designed for companies that currently, or plan to, actively promote travel -- leisure, business or incentive -- to China.

Since I need to advise CITS and Northwest by Friday of the companies participating, please confirm your participation -- or provide the name of your designated representative -- by no later than 5 p.m. tomorrow.

My direct line is 202/828-8839; fax is 202/296-6119.

Thanks for your interest. I look forward to speaking with you soon.

FLEISHMAN HILLARD

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June 25, 1993

Kathleen D. Nolan
Vice President

MEMORANDUM

TO: Sharon Novick
Manager, International Travel
Arrington Travel

FROM: Kathleen Nolan

RE: China Fam Trip

Here is some additional information on next month's tour. Further details will be available next week. In the meantime, to facilitate planning and enable us to meet CITS deadlines, please fax back the information requested below no later than 5 p.m. today.

Thanks for your cooperation.

Departure: Wednesday, July 28
Flight: Northwest #8
From: Seattle
Time: 8:35 a.m.

Return: Friday, August 6
Flight: Northwest #7
Time: 3:05 p.m.

Name _____

Title _____

Responsible for: _____

Date of Birth _____

Passport Number _____

Office Phone Number _____

Home Phone _____

Itinerary Preference to/fm Seattle _____

Special Needs (Medical, Diet, etc.) _____

Previous Visit(s) to China? _____

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Fax: 202.296.6119

June 2, 1993

MEMORANDUM

TO: Han Rongliang, CITS National

**FROM: Steven Drake
Kathleen Nolan**

RE: Fam Trip

Just wanted to let you know that plans are proceeding for the July fam trip. We have had several conversations with travel company executives and they are quite interested. We have decided to tap that interest and at the same time use the opportunity to learn more about their businesses -- specifically what they are now doing or plan to do to promote travel to China.

Toward that end, we have today faxed the attached survey to our prospects for return to us by June 9. Responses will be used to determine the best candidates to participate in the trip. We will keep you apprised of our progress and of course, share the results of this very informal research.

We are proceeding on the assumption that the dates for the trip are July 24-31 and that the tour will include stops in Beijing and either Shanghai or Xian. Please confirm.

Thanks for your help. We look forward to hearing from you soon.

**cc: D. Wickenden
C. Sun**

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Fax: 202.296.6119

June 25, 1993

Kathleen D. Nolan
Vice President

MEMORANDUM

**TO: L. Jane Batio
Vice President, Operations
Corporate Travel Consultants**

FROM: Kathleen Nolan

RE: China Fam Trip

Here is some additional information on next month's tour. Further details will be available next week. In the meantime, to facilitate planning and enable us to meet CITS deadlines, please fax back the information requested below no later than 5 p.m. today.

Thanks for your cooperation.

**Departure: Wednesday, July 28
Flight: Northwest #8
From: Seattle
Time: 8:35 a.m.**

**Return: Friday, August 6
Flight: Northwest #7
Time: 3:05 p.m.**

Name _____

Full Title _____

Responsible for: _____

Date of Birth _____

Passport Number _____

Office Phone Number _____

Home Phone _____

Itinerary Preference to/fm Seattle _____

Special Needs (Medical, Diet, etc.) _____

Previous Visit(s) to China? _____

cc: Joel Timmel

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Fax: 202.296.6119

June 25, 1993

Kathleen D. Nolan
Vice President

MEMORANDUM

TO: Lori Bartlett
Manager, Tour Product Devt.
Carlson Travel Network

FROM: Kathleen Nolan

RE: China Fam Trip

Here is some additional information on next month's tour. Further details will be available next week. In the meantime, to facilitate planning and enable us to meet CITS deadlines, please fax back the information requested below no later than 5 p.m. today.

Thanks for your cooperation.

Departure: Wednesday, July 28
Flight: Northwest #8
From: Seattle
Time: 8:35 a.m.

Return: Friday, August 6
Flight: Northwest #7
Time: 3:05 p.m.

Name _____

Full Title _____

Responsible for: _____

Date of Birth _____

Passport Number _____

Office Phone Number _____

Home Phone _____

Itinerary Preference to/fm Seattle _____

Special Needs (Medical, Diet, etc.) _____

Previous Visit(s) to China? _____

WASHINGTON, D.C.
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HONG KONG
SINGAPORE

June 24, 1993

MEMORANDUM

TO: Ed Kinne
Director, Product Marketing
Maritz Travel

FROM: Kathleen Nolan

RE: China Fam Trip

Here is some additional information on next month's tour. Further details will be available next week. In the meantime, to facilitate planning and enable us to meet CITS deadlines, please 1) call me with the name of your alternate as soon as possible (I am being pressed now) and 2) fax back the information requested below no later than 5 p.m. tomorrow.

Thanks very much.

Departure: Wednesday, July 28

Flight: Northwest #8

From: Seattle

Time: 8:35 a.m.

Return: Friday, August 6

Flight: Northwest #7

Time: 3:05 p.m.

Name of Your Representative _____

Title _____

Responsible for: _____

Date of Birth _____

Passport Number _____

Office Phone Number _____

Home Phone _____

Itinerary Preference to/fm Seattle _____

Special Needs (Medical, Diet, etc.) _____

June 24, 1993

MEMORANDUM

TO: Alyce Kopanoff
Manager
Vacations, Inc.

FROM: Kathleen Nolan

RE: China Fam Trip

Here is some additional information on next month's tour. Further details will be available next week. In the meantime, to facilitate planning and enable us to meet CITS deadlines, please fax back the information requested below no later than 5 p.m. tomorrow.

Thanks for your cooperation.

Departure: Wednesday, July 28

Flight: Northwest #8

From: Seattle

Time: 8:35 a.m.

Return: Friday, August 6

Flight: Northwest #7

Time: 3:05 p.m.

Name _____

Title _____

Responsible for: _____

Date of Birth _____

Passport Number _____

Office Phone Number _____

Home Phone _____

Itinerary Preference to/fm Seattle _____

Special Needs (Medical, Diet, etc.) _____

June 24, 1993

MEMORANDUM

TO: Mitzi Wall
Manager of Account Managers
Northwestern Travel Service

FROM: Kathleen Nolan

RE: China Fam Trip

Here is some additional information on next month's tour. Further details will be available next week. In the meantime, to facilitate planning and enable us to meet CITS deadlines, please fax back the information requested below no later than 5 p.m. tomorrow.

Thanks for your cooperation.

Departure: Wednesday, July 28

Flight: Northwest #8

From: Seattle

Time: 8:35 a.m.

Return: Friday, August 6

Flight: Northwest #7

Time: 3:05 p.m.

Name _____

Title _____

Responsible for: _____

Date of Birth _____

Passport Number _____

Office Phone Number _____

Home Phone _____

Itinerary Preference to/fm Seattle _____

Special Needs (Medical, Diet, etc.) _____

**FLEISHMAN
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Fleishman-Hillard, Inc.

Public Relations

June 25, 1993

1301 Connecticut Avenue, N.W.
Washington, D.C. 20036
Tel: 202.659.0330
Fax: 202.296.6119

Kathleen D. Nolan
Vice President

MEMORANDUM

**TO: Laurence Greenholz
International Travel
Professional Travel**

FROM: Kathleen Nolan

RE: China Fam Trip

Here is some additional information on next month's tour. Further details will be available next week. In the meantime, to facilitate planning and enable us to meet CITS deadlines, please fax back the information requested below no later than 5 p.m. today.

Thanks for your cooperation.

**Departure: Wednesday, July 28
Flight: Northwest #8
From: Seattle
Time: 8:35 a.m.**

**Return: Friday, August 6
Flight: Northwest #7
Time: 3:05 p.m.**

Name _____

Full Title _____

Responsible for: _____

Date of Birth _____

Passport Number _____

Office Phone Number _____

Home Phone _____

Itinerary Preference to/fm Seattle _____

Special Needs (Medical, Diet, etc.) _____

Previous Visit(s) to China? _____

cc: Juanita Harpster

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Kathleen D. Nolan
Vice President

July 2, 1993

MEMORANDUM

**TO: Marcie McCarthy
Carlson Travel Network**

FROM: Kathleen Nolan

RE: CITS Travel Survey

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DUBLIN
FRANKFURT

I enjoyed talking with you this morning and appreciate your offer to complete and circulate our survey. I've attached two copies -- one for you to fax back and another to distribute.

As we discussed, a July 28th deadline is barely enough time to elicit comments from the 200 owners/managers in your 28 markets, but it's still worth a try. Perhaps we could

CITS NATIONAL CHINA TOURISM BUSINESS SURVEY

TO: Kathleen Nolan, Fleishman-Hillard/Washington, DC
FAX: 202/296-6119

NAME _____ DATE _____ PAGES _____

To qualify for the CITS National familiarization trip to China, please complete the following questionnaire, typing or printing neatly your responses on this form. Please feel free to expand your comments using additional pages if necessary. Fax your completed questionnaire to Fleishman-Hillard/Washington, DC no later than Wednesday, June 9.

Thank you for your interest and participation. If you have any questions, please call Kathleen Nolan at 202/828-8839.

Your Company's Existing Business to China

- 1) Approximately how many China-bound travellers and/or tours does your company expect to handle this year in the following categories? (Indicate an approximate number for each category)

Corporate _____ Leisure _____ Incentive _____

- 2) What is your broad estimate for your company's 1993 China-related gross revenues (including airfare, tour packages, hotels and other products in approximate US dollars) _____

- 3) What are your China-bound customers' two most frequently asked questions or stated comments: (Write questions or comments in full)

Before they visit China? _____

When they return from China? _____

Trends in Business to China

- 4) Concerning your China-related sales, in last two years, have you seen an increase in business, a decrease in business, or has business remained about the same for the following categories: (Please check appropriate line under each category)

Corporate

Increase _____ Decrease _____ Same _____

Incentive

Increase _____ Decrease _____ Same _____

Leisure

Increase _____ Decrease _____ Same _____

- 5) Generally speaking, to what do you attribute these trends? (Please offer your analysis) _____

Your Handling of Current China Business

- 6) How do you currently handle your customers' China travel requirements? (Please check all that apply)

Book directly with suppliers _____ Book through tour operators _____

Deal with Chinese travel company _____ (please specify companies)

Please comment briefly on the way your company currently handles China-related arrangements. _____

7) Are you happy with your current arrangements? (Check appropriate line below)

Yes _____

No _____

Please briefly explain why, or why not? _____

If you could change one aspect of your current arrangements, what would it be?

8) Has your company ever dealt with CITS National (formerly the CITS Head Office)?
(Check the appropriate line below)

Yes _____

No _____

If yes, please indicate in what capacity you dealt with CITS National.

If yes, please offer your overall impression of CITS National in the space below.

Your Company's Future Business to China

9) What actions, promotions or information could CITS National offer which would help you increase China-related customer interest, inquiries and bookings? (Please be specific)

10) Please indicate three specific steps your company could take to increase China-related customer interest, inquiries and bookings?

- 1) _____
- 2) _____
- 3) _____

11) Please indicate your top three concerns regarding your promotion of China travel (select up to three choices and number in order of priority):

- _____ Pricing of products and itineraries
- _____ Commissions
- _____ Availability of coop promotional budget
- _____ Quality of information and promotional materials
- _____ Access to information and knowledge
- _____ Reliability of services and products offered
- _____ In-country customer service

Briefly elaborate on your three choices above.

China Travel Information and Promotion

12) Please name two Asian countries you believe do the best job of self-promotion. For each one you name, please indicate the source of most of your information on that country and the reasons you rate their promotional efforts so highly.

1) Country _____ Source of most information _____

Why I give this country's promotions good marks _____

2) Country _____ Source of most information _____

Why I give this country's promotions good marks _____

13) Which two choices of promotion are most useful to you when you are booking Asian travel:

	<u>Leisure</u>	<u>Business</u>
Brochures	_____	_____
Videotapes	_____	_____
Newsletter items	_____	_____
Books	_____	_____
Formal presentation/proposal	_____	_____
Personal discussion	_____	_____
Other (please specify) _____	_____	_____

14) Please name at least two of the travel industry publications on which you rely most often for information on new tours, itineraries and services.

Thank you for taking the time to complete this survey. In the space below, or on a separate page, please offer any other comments, questions or observations on China tourism generally, or CITS National in particular.

July 23, 1993

City Hall
200 N. Spring Street, Room 305
Los Angeles, CA 90012

RE: BOMBARDIER-NORTHROP L.A. STANDARD CAR PROPOSAL MEANS
NEW JOBS FOR L.A. COUNTY

Dear Mayor Riordan:

Congratulations on your recent election to mayor of Los Angeles. The following information had been sent to members of the Metropolitan Transportation Authority board during the last month, and I wanted you to have it before the meeting next week.

Bombardier Corporation has gone on record: We want to establish a permanent rail car manufacturing and assembly plant in Los Angeles County.

At a time when our Los Angeles economy is reeling, we are committed to creating new permanent jobs. The Bombardier-Northrop Team wants to create more than 400 new long-term jobs if it is awarded the L.A. Standard Car Project.

MTA staff apparently did not take many critical elements of our proposal into consideration -- elements you need to know about since they play a major role in the future of Los Angeles and the success of this project. For example:

- The Bombardier-Northrop Team is the lowest priced proposal that offers a permanent plant in Los Angeles County. We want to create approximately 400 new jobs and immediately put \$40 million into the local economy; 64 percent more than the Siemens' proposal.
- The Bombardier-Northrop proposal has the highest level of MBE/WBE/DBE participation of any proposal.
- Northrop Corporation has 25,000 employees -- 75 percent of its workforce -- in Los Angeles County.

July 23, 1993
Page Two

The Bombardier-Northrop Team respectfully urges you to award this contract to our team. As a Commissioner, we know you will consider all the benefits we will bring to Los Angeles County.

Your constituents are counting on you!

Sincerely,

J. Gary Hallman
Director, Marketing and Sales

Encl.

June 29, 1993

URGENT MEMORANDUM

TO:

FROM: JEANNE OUELLETTE

SUBJECT: BOMBARDIER PROTEST FILED

I want to alert you to the fact that Bombardier Corporation has filed a protest today to the Metropolitan Transportation Authority staff recommendation for the Los Angeles Standard Car Project.

This protest is based on:

- MTA staff factual errors on Bombardier's domestic business development and technical scores.
- Errors in calculating Siemens' DBE/MBC participation ranking.

The conclusion of the protest states in part:

"The RCC Board's vote to recommend that the MTA execute a contract with Siemens was based largely on an RCC staff report that is fatally flawed for the reasons discussed in this protest. In addition, immediately prior to its vote, the Board was incorrectly told by an RCC staff member that Bombardier had not committed to a new manufacturing facility. Such a facility, the staff member told the Board, could 'not be a basis of the evaluation' - a statement that was obviously highly prejudicial and one that the staff failed to correct prior to the Board's vote."

The Bombardier-Northrop Team is the best choice for Los Angeles. It proposes more jobs and greater economic benefit to Los Angeles than any other proposal. We want to create approximately 400 long-term, sustainable jobs in Los Angeles with the prospect of more than 1,000 additional jobs in surrounding support industries. It is the only proposal which establishes a permanent passenger rail car manufacturing and assembly plant in Los Angeles County.

June 29, 1993
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The Bombardier-Northrop Team proposed the most opportunities for business in Los Angeles. It has the highest value of Los Angeles County subcontract work of any proposal and 64 percent more than the Siemens' proposal. In addition, Bombardier has delivered more vehicles to U.S. transportation authorities than all three competitors combined.

Attached is a copy of the formal protest, along with a fact sheet on the Bombardier-Northrop team.

Gary Hallman, Bombardier's director of marketing and sales, would be happy to discuss the implications of the protest filed today.

Please feel free to call me for an interview.

attachment