

For Six Month Period Ending February 5, 1995  
(Insert date)

Name of Registrant Fleischman-Hillard, Inc. Registration No. 3774

Business Address of Registrant

20 North Broadway  
St. Louis, MO 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 <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship       | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation        | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

(b) If an organization:

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

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

Date Connection  
Ended

INTERNATIONAL  
REGISTRATION UNIT  
SEP 11 5 19  
PM '88

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

If yes, furnish the following information:

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

## 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*

See Schedule 8.

*Date of Termination*

- 
9. Have you acquired any new foreign principal<sup>1</sup> during this 6 month reporting period? Yes  No

If yes, furnish following information:

*Name and address of foreign principal*

See Schedule 9.

*Date acquired*

- 
10. In addition to those named in Items 8 and 9, if any, list the foreign principals<sup>1</sup> whom you continued to represent during the 6 month reporting period.

Embassy of the Republic of Turkey  
ILVA S.A. Ceramica  
Industrial Development Board of Northern Ireland  
Electricite de France

## 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.

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<sup>1</sup>The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).  
A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>2</sup> as defined below?  
Yes  No

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

During this 6-month reporting period, Fleischman-Hillard engaged in political activity on behalf of the Embassy of the Republic of Turkey and the Government of Angola. As a supplement to this statement, Fleischman-Hillard will shortly file the information specified herein.

See also Schedule 12.

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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.

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

## IV—FINANCIAL INFORMATION

## 14. (a) RECEIPTS—MONIES

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

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

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

2,457,026.91

Total

## (b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value<sup>4</sup> other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes  No

If yes, furnish the following information:

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

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



15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value<sup>5</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?  
Yes  No

If yes, furnish the following information:

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

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>5</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?  
Yes  No

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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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. See Schedule 17.

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

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

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

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 A<sup>6</sup> Yes  No
- Exhibit B<sup>7</sup> 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.

<sup>6</sup>The Exhibit A, which is filed or  
<sup>7</sup>The Exhibit B, which is filed or.

RM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign  
RM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding betwe

gistrant and the foreign principal.

26. EXHIBIT C

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

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

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

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

If no, list names of persons who have not filed the required statement. N/A

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

x Royce L. Rollins  
Royce L. Rollins  
Executive Vice President and C.F.O.

Subscribed and sworn to before me at ST. LOUIS MISSOURI

this 2nd day of MARCH, 19 95

Constantine M. Baumgartner  
(Signature of notary or other officer)

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



**Schedule 2**

**New Branches Opened:**

**Belfast, Northern Ireland**

**21A Ormeau Avenue  
Belfast, BT28HD  
Northern Ireland**

**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>
Diana Sun Solymossy	December 9, 1994
Mary Hancock	December 20, 1994

**Schedule 7**

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?

If yes, furnish the following information:

<u>Name</u>	<u>Residence Address</u>	<u>Position or Connection</u>	<u>Date Connection Began</u>
Cynthia A. Coulter	11340 Dona Teresa Drive	Senior Vice Pres.	August 1992

**Schedule 8**

8. Has your connection with any foreign principal ended during this 6 month reporting period?

If yes, furnish the following information.

Name of Foreign Principal

Date of Termination

CW Agencies, Inc.

January 1995

**Schedule 9**

9. Have you acquired any new foreign principals during this 6 month reporting period?

If yes, furnish the following information.

<u>Name of Foreign Principal</u>	<u>Date Acquired</u>
Canadair, a division of Bombardier, Inc.	August 1994
Government of Angola	December 1994

## 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.

### Industrial Development Board of Northern Ireland

Fleishman-Hillard has continued to produce materials for IDB. Issue IV of the Bottom Line Newsletter was completed, a special 4-page Investors Forum Report and several fact sheets were drafted including New Investment and Tax. Media relation activities included targets in Chicago, Denver, Missouri, San Jose, New York, Atlanta and Washington, D.C. Fleishman-Hillard also provided on-site support at the December 1994 Belfast International Investment Forum, worked to develop an IDB media folder design, and began planning for a General Brochure and 1994 Annual Report.

### Electricite de France

On behalf of Electricite de France, Fleishman-Hillard, Inc. 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. On behalf of EdF, Fleishman-Hillard also arranged meetings with representatives of the World Bank, federal agencies and Congress.

### CW Agencies, Inc.

For the twelve month period ending February 5, 1995, Fleishman Hillard provided CW Agencies, Inc. with counsel on the U.S. legislative process and strategy. Fleishman-Hillard also contacted Members and staff of the House and Senate Judiciary Committees regarding Sec. 320905 (Interstate Wagering) of the Conference Report accompanying H.R. 3355, the Omnibus Crime Act of 1994.

### Canadair, a division of Bombardier, Inc.

Fleishman-Hillard worked with the County of Los Angeles Fire Department, California State Fire Marshal's Office, homeowner groups and the Insurance Industry to develop a private/public partnership to bring the Canadair amphibious waterscooping aircraft to Los Angeles County for evaluation. Fleishman-Hillard staged press conferences, issued press releases and worked with the media in conjunction with the Fire Department during the 90-day evaluation program. Fleishman-Hillard worked with local representatives of Congress, state assembly and senate as well as

with the County Board of Supervisors, City Council and staffers. Fleishman Hillard met with the County finance, procurement and legal departments regarding the evaluation, partnership and future potential avenues for the lease/acquisition of aircraft.

#### Embassy of the Republic of Turkey

On behalf of the Government of Turkey, Fleishman-Hillard's efforts have focused on public relations, government relations, and trade and investment promotion. The emphasis has clearly been on the first category. Fleishman-Hillard's has focused on the broad goal of improving Turkey's image in the U.S. Specifically, Fleishman-Hillard has worked with the media, non-governmental organizations, think tanks, the academic community, the U.S. business community, the Turkish-American community and others to achieve that goal. At the request of the Embassy, Fleishman-Hillard has worked on government relations, specifically facilitating access and gathering pertinent information. On trade and investment, Fleishman-Hillard has prepared action plans on a range of issues. In relation to all of these elements, Fleishman-Hillard has arranged travel and worked on special projects, for example, Turkish participation in the exhibitions at the 1996 Olympics in Atlanta.

#### Government of Angola

On behalf of the Government of Angola, Fleishman-Hillard has worked on public relations, government relations, trade and investment promotion. Since the beginning of 1995, Fleishman-Hillard has assisted the Angolans with: (1) access to and information about Congress and the Administration; (2) public relations with the media; and (3) promoting trade and investment, specifically arranging for U.S. firms to visit Angola and working with the U.S. Government on trade missions.

#### ILVA S.A. Ceramica

On behalf of ILVA, Fleishman-Hillard contacted staff of the U.S. Trade Representatives Office and the Commerce Department to gather information on issues of importance. Fleishman-Hillard also provided counsel on legislative and administrative strategy.

## **1994-1995 Public Relations Program**

### **Results to Date**

#### **Objectives**

- Conduct a business-to-business communications program that helps IDB Overseas Representatives secure meetings with prospective client companies.
- Create greater awareness among decision-makers of the positive business environments that now exists for inward investors.

#### **Strategies**

- Create publications (resource materials) that are delivered through a consistent pipeline to key decision makers.
- Establish an on-going communications program that seeks the proper balance between sales messages and third-party endorsements (testimonials) from credible sources.
- Leverage positive stories -- especially inward investment announcements -- to seek placements in targeted trade publications and selected U.S. business media.
- Develop new relationships for IDB with targeted individuals at key prospect companies by leveraging contacts available to us through the network of Fleishman-Hillard offices.

#### **Activities Completed to Date**

**Message Development/Testing:** The agency developed a research program that "tested" our messages against a qualified audience of site selection and inward investment decision makers. The program included several phases, including:

**Focus groups** were held in Chicago and San Jose among the senior-most executives available to test elements of the business-to-business program, key messages and overall "corporate" positioning for IDB vs. competitors. The focus groups involved executives who's inclusion in the process was pre-approved by IDB management to ensure that we talked to the right people.

**A Scientific Survey** of 200 U.S. executives, including a client requested control group, gave us further insights on effectiveness of IDB positioning, messages and product offerings. The survey established for IDB an awareness benchmark against which all future activities may be measured.

**An Analysis and Report** was prepared by F-H Research that helped us accomplish the following:

1. Measurement of effectiveness of positioning.
2. Ascertainment of messages that were likely to have greatest impact on key audiences.
3. Information that allowed us to fine-tune a program to ensure success at meeting stated objectives.

**Media Relations:** Early in the year, activities were confined, as in the past, to distributed U.S. versions of news releases as projects were announced in Belfast. With the August 31 ceasefire, we launched a more aggressive, proactive campaign. We actively sought out stories in Chicago, Denver, Missouri, San Jose, New York, Atlanta and Washington, D.C.

With the announcement of the Belfast International Investment Forum, we increased activities with the very successful debut of a radio news release program that was distributed across the country effectively reaching millions of radio listeners.

In Belfast, the agency coordinated the visits by two journalists who traveled with us from Detroit and New York, and assisted IDB personnel in Belfast with others.

**Influencers Program:** We sought to leverage agency contacts with clients and other influential executives in order to develop new relationships for IDB. To date, F-H has introduced 31 new corporate contacts to IDB.

Successful activities included two days of meetings with more than 15 attorneys recruited by F-H at the direction of IDB. Present for the meetings were James Gray, Desmond McVeigh and three guests of IDB over from Belfast.

The agency also arranged for a World Cup outing for James Gray, Trevor Robinson and four corporate guests.

In August the agency set up an event in Kansas City that involved a speech to the International Relations Committee there, and a dinner meeting afterwards with 12 interested business executives.

Unfortunately, a scheduled St. Louis dinner meeting in November was postponed until later this year in lieu of developments favoring our focus on the Belfast Forum.

**IDB Inaugural Annual Report:** Although budgeted in 1993-94, the first IDB Annual Report was prepared, printed and distributed in the current fiscal year. The report has since gone through a second printing, raising the total number distributed to nearly 4,000 to date.

**Bottom Line:** F-H researched, drafted, designed and delivered Issues III and IV of the Bottom Line newsletter in 1994-95. Each issue was printed at a count of 3,000, with a reprint of issue III totaling 500. We continued to work with IDB North America to identify appropriate stories, with IDB Belfast to acquire necessary background information and photos, and with a designer to maintain the house-style which was developed in 1993-94. In addition to delivering two issues of Bottom Line, drafting of Issue V is underway, with a target delivery date of April 1995.

**Fact Sheets:** Several fact sheets were drafted and mocked-up in the past year, with most currently awaiting final IDB approval prior to printing. Those fact sheets developed include: Investment, Tax, In Brief, Logistics, Lifestyle, and Medical Technology. Those in text form only to date include: Aftercare, Real Estate and Education. The expected delivery date of the Investment and Tax fact sheets is February 1995.

**Case Histories:** Case history development by the agency included Du Pont, Fruit of the Loom, Lee Jeans and Schrader. All currently await IDB approval in either text or mock-up form. Research, drafting and mock-up design for each was executed over the past year.

**Forum Special Report:** Following the Belfast Forum in December, we worked with IDB to develop a special report newsletter to detail the progress achieved in Belfast. Stories were developed relating to investing companies, comments by Prime Minister Major and Secretary of Commerce Ron Brown, as well as future investment opportunities resulting from the ceasefire. In addition, photos were secured through IDB Belfast and the special report was completed in one month's time. The report will be distributed in February 1995 at a print count of 3,000.

**IDB Folder:** We have identified and worked with a designer to develop a new IDB folder, which has undergone several drafts over the last year. Currently, the project awaits approval of design concepts, photos and existing text. The piece is a tri-fold, five-color, glossy folder containing two pockets and minimal text.

**IDB -- "Meet the Press" Mailer:** A one-page glossy mailer was developed to show recent media results as they relate to investment in the region. A designer was hired to organize the most impactful news clips, and to design an attractive, black and white mailer to prospects. The distribution count of the item was 3,000.

**Schedule 12**

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>1/</sup> as defined below?

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.

To the best of its knowledge, Fleishman-Hillard engaged in political activity on behalf of the Embassy of the Republic of Turkey and The Government of Angola during this six month reporting period. Accordingly, Fleishman-Hillard will file information responsive to this item for these two foreign principals as soon as practicable.

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<sup>1/</sup> The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 08/06/94 THROUGH 02/05/95  
 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>
211771	08/06/94	5,000.00	MAY FEE
212568	08/06/94	819.34	JUNE
214372	09/17/94	1,639.51	JULY
214532	09/19/94	12,000.00	JULY FEE
216139	10/07/94	12,000.00	AUG FEE
216466	10/07/94	891.30	AUGUST
211770	10/13/94	40,000.00	JUNE FEE
212569	10/13/94	1,354.60	JUNE
218819	11/25/94	12,000.00	SEPT FEE
219748	11/25/94	770.43	SEPTEMBER
220518	12/07/94	12,000.00	OCTOBER FEE
221044	12/07/94	1,289.01	OCTOBER
213187	01/19/95	12,000.00	NOVEMBER FEE
222779	01/19/95	<u>1,272.97</u>	NOVEMBER
	TOTAL	\$113,037.16	
		=====	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 08/06/94 THROUGH 02/05/95  
ALL OUT-OF-POCKET EXCEPT AS NOTED

CANADAIR

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
217118	10/29/94	582.34	AUGUST
219779	12/22/94	12,920.00	SEPT FEE
221335	12/22/94	37,035.50	OCTOBER FEE
219620	12/22/94	4,701.28	SEPTEMBER
217674	12/30/94	9,000.00	AUGUST FEE
222334	01/20/95	17,475.50	NOVEMBER FEE
221464	01/20/95	<u>11,533.14</u>	OCTOBER
	TOTAL	\$93,247.76 -----	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 08/06/94 THROUGH 02/05/95  
ALL OUT-OF-POCKET EXCEPT AS NOTED

C W AGENCIES

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
214882	09/26/94	579.72	JULY
212156	09/30/94	303.34	JUNE
213945	09/30/94	7,500.00	JULY FEE
211845	09/30/94	7,500.00	JUNE FEE
215902	10/22/94	7,500.00	AUGUST FEE
216510	10/22/94	340.54	AUGUST
217962	01/14/95	165.82	SEPTEMBER
	TOTAL	\$23,889.42	
		-----	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 08/06/94 THROUGH 02/05/95  
INVOICES INCLUDE BOTH FEES AND EXPENSES

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
209684	09/08/94	525,000.00	APRIL-JUNE PREBILL
211659	09/08/94	525,000.00	JULY-SEPT PREBILL
217673	11/17/94	<u>525,000.00</u>	OCT-DEC PREBILL
	TOTAL	\$1,575,000.00 -----	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 08/06/94 THROUGH 02/05/95  
INVOICES INCLUDE BOTH FEES AND EXPENSES

ILVA

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
213601	09/23/94	20,000.00	JUNE
215437	11/09/94	<u>7,500.00</u>	JULY
	TOTAL	\$27,500.00 *****	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 08/06/94 THROUGH 02/05/95  
ALL OUT-OF-POCKET EXCEPT AS NOTED

GOVERNMENT OF ANGOLA

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
222535	01/19/95	210,000.00	NOV'94-JAN'95 FEE
222536	01/19/95	<u>300,000.00</u>	NOV'94-OCT'95 PREBILL
	TOTAL	\$510,000.00 -----	

FLEISHMAN-HILLARD, INC.

PAYMENTS RECEIVED 08/06/94 THROUGH 02/05/95  
ALL OUT-OF-POCKET EXCEPT AS NOTED

INDUSTRIAL DEVELOPMENT BOARD OF NORTHERN IRELAND

<u>Invoice Number</u>	<u>Payment Date</u>	<u>Amount Received</u>	<u>Invoice Description</u>
215586	11/12/94	1,601.66	JULY
214139	11/12/94	22,872.50	JULY FEE
216561	11/12/94	19,012.50	AUGUST FEE
219053	11/12/94	10,540.16	SEPTEMBER
219092	11/12/94	17,506.25	SEPTEMBER FEE
220992	12/16/94	18,137.50	OCTOBER FEE
221651	12/16/94	2,518.30	OCTOBER
223537	01/21/95	15,422.50	NOVEMBER FEE
223919	01/21/95	<u>6,741.20</u>	NOVEMBER
	TOTAL	\$114,352.57	
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## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>July Expenses</u>			
Postmaster	08/03/94	1.95	Postage
AT&T	07/18/94	2.24	Long distance
Southwestern Bell	08/15/94	380.44	Long distance
Federal Express	08/15/94	30.67	Overnight shipment
Wire News Network	07/22/94	224.00	June 20 release
Christopher Horner	07/15/94	775.20	Mileage, cab and air fare
Fleishman Hillard	07/05/94	20.00	Food and supplies
Fleishman Hillard	07/31/94	37.78	Beverages for luncheon
Quick Messenger	08/31/94	4.76	Local messenger
AT&T	08/15/94	2.46	Long distance
AT&T	08/15/94	16.98	Long distance
Fleishman Hillard	07/19/94	23.93	Duplicating
Fleishman Hillard	07/31/94	2.00	Facsimile
Fleishman Hillard	07/31/94	50.00	Subscriptions
Fleishman Hillard	07/31/94	10.50	Facsimile
Fleishman Hillard	07/31/94	40.50	Photocopies
Fleishman Hillard	07/31/94	1.50	Facsimile
Southwestern Bell	08/15/94	.92	Long distance
Southwestern Bell	08/15/94	13.68	Long distance
JULY TOTAL		\$1,639.51	

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>August Expense</u>			
Postmaster	09/05/94	1.79	Postage
AT&T	08/21/94	7.35	Long distance
Southwestern Bell	09/16/94	623.36	Long distance
Federal Express	08/24/94	26.22	Overnight shipment
Federal Express	09/21/94	6.65	Overnight shipment
AT&T	09/16/94	69.10	Long distance
Federal Express	09/28/94	3.90	Overnight shipment
Fleishman Hillard	08/08/94	14.00	Ground transportation
Fleishman Hillard	08/03/94	52.96	Duplicating materials
Fleishman Hillard	08/25/94	12.47	Duplicating materials
Fleishman Hillard	08/31/94	4.50	Facsimile
Fleishman Hillard	08/31/94	12.00	Facsimile
Fleishman Hillard	08/31/94	57.00	Photocopies
AUGUST TOTAL		\$891.30	
<u>September Expenses</u>			
Postmaster	10/04/94	1.29	Postage
Southwestern Bell	10/12/94	458.44	Long distance
Airborne Express	10/12/94	4.25	Overnight shipment
DHL Airway	10/12/94	5.81	Overnight shipment
AT&T	10/12/94	23.61	Long distance
Fleishman Hillard	09/15/94	41.83	Duplicating

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	09/30/94	117.00	Research
Fleishman Hillard	09/30/94	7.50	Facsimile
Fleishman Hillard	09/30/94	50.00	Subscriptions
Fleishman Hillard	09/30/94	38.70	Photocopies
Fleishman Hillard	09/08/94	22.00	Ground transportation
SEPTEMBER TOTAL		\$770.43	

October Expenses

Postmaster	11/03/94	.29	Postage
AT&T	10/16/94	4.81	Long distance
Southwestern Bell	11/10/94	252.72	Long distance
Christopher Horner	10/14/94	839.05	Air fare, hotel, mileage, cab fare and parking
Quick Messenger	11/29/94	4.71	Local messenger
AT&T	11/10/94	47.73	Long distance
Fleishman Hillard	10/12/94	8.00	Ground transportation
Fleishman Hillard	10/31/94	50.00	Subscriptions
Fleishman Hillard	10/31/94	23.50	Facsimile
Fleishman Hillard	10/31/94	30.90	Photocopies
Ginns	10/25/94	11.77	Supplies
Red Top Cab	10/12/94	15.53	Ground transportation
OCTOBER TOTAL		\$1,289.01	

November Expenses

Postmaster	12/02/94	2.79	Postage
AT&T	11/21/94	3.41	Long distance
AT&T	12/15/94	258.01	Long distance

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Christopher Horner	11/14/94	766.79	Cab fare, parking, air hotel and meals
Quick Messenger	12/09/94	6.29	Local messenger
AT&T	12/15/94	38.55	Long distance
Fleishman Hillard	11/09/94	25.76	Duplicating, monitored Congressional activity
Fleishman Hillard	11/29/94	25.00	Research
Fleishman Hillard	11/30/94	44.27	Duplicating
Fleishman Hillard	11/30/94	10.00	Facsimile
Fleishman Hillard	11/30/94	<u>92.10</u>	Photocopies
NOVEMBER TOTAL		\$1,272.97	
<u>December Expenses</u>			
Postmaster	01/03/95	1.00	Postage
AT&T	12/15/94	8.03	Long distance
AT&T	01/13/95	165.22	Long distance
Quick Messenger	02/08/95	4.71	Local messenger
AT&T	12/15/94	18.99	Long distance
AT&T	01/13/95	3.86	Long distance
Federal Express	01/19/95	2.56	Overnight shipment
BT Ginns	01/03/95	5.88	Video tapes
Fleishman Hillard	12/01/94	50.00	Subscriptions
Fleishman Hillard	12/29/94	67.20	Duplicating and assembling
Fleishman Hillard	12/31/94	101.10	Photocopies

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ELECTRICITE DE FRANCE

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	12/31/94	9.00	Facsimile
Fleishman Hillard	12/31/94	50.00	Subscriptions
AT&T	01/13/95	9.92	Long distance
Christopher Horner	12/29/94	749.00	Air, hotel, cab fare, car rental, gas and meals
Fleishman Hillard	12/31/94	2.70	Photocopies
AT&T	12/15/94	19.62	Long distance
AT&T	01/13/95	92.99	Long distance
Airborne	01/25/95	5.52	Overnight shipment
Fleishman Hillard	12/31/94	17.70	Photocopies
Fleishman Hillard	12/31/94	8.00	Facsimile
AT&T	01/13/95	6.09	Long distance
Federal Express	01/23/95	10.18	Overnight shipment
Fleishman Hillard	11/30/94	41.40	Photocopies
Fleishman Hillard	12/31/94	<u>21.60</u>	Photocopies
DECEMBER TOTAL		\$1,472.27	
GRAND TOTAL		<u>\$7,335.49</u>	

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

CANADAIR

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>August Expense</u>			
Postmaster	09/05/94	5.26	Postage
Pacific Telephone	09/16/94	488.18	Long distance
Fleishman Hillard	08/31/94	79.00	Facsimile
Fleishman Hillard	08/31/94	<u>9.90</u>	Photocopies
AUGUST TOTAL		\$582.34	
<u>September Expenses</u>			
Cynthia Coulter	09/14/94	365.46	Mileage, parking, dinner and long distance
Pacific Telephone	10/14/94	744.29	Long distance
Video Monitoring	10/19/94	1,904.90	Videotapes and transcripts
Carstens Productions	10/12/94	129.42	Duplication of tapes
Video Monitoring	11/17/94	254.72	Transcript
Carstens Productions	10/19/94	70.59	Duplication of tapes
Carstens Productions	10/26/94	58.83	Duplication of tapes
Video Monitoring	11/28/94	470.39	Transcripts
Airborne Express	10/19/94	34.00	Overnight shipment
Airborne Express	10/26/94	104.00	Overnight shipment
Postmaster	10/04/94	3.51	Postage
Eagle Delivery	10/12/94	59.15	Overnight shipment
Eagle Delivery	11/09/94	50.32	Overnight shipment
Fleishman Hillard	09/30/94	93.50	Facsimile
Fleishman Hillard	09/30/94	<u>358.20</u>	Photocopies
SEPTEMBER TOTAL		\$4,701.28	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

CANADAIR

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>October Expenses</u>			
PIP Printing	12/06/94	471.84	Color copies
QRM Inc	11/09/94	1,788.75	Long distance
Pacific Telephone	11/10/94	1,016.14	Long distance
Ad Personnel	11/09/94	438.02	Temp service
Ad Personnel	11/17/94	571.33	Secretarial service
Video Monitoring	11/17/94	55.55	Transcript
Carstens Productions	11/09/94	2,553.01	Training and copies of tapes
Carstens Productions	11/17/94	1,835.35	Media training and duplicating tapes
AT&T	10/16/94	22.68	Remote phone charges
Postmaster	10/31/94	37.86	Postage
Eagle Delivery	11/17/94	129.16	Local messenger
Eagle Delivery	12/02/94	380.64	Local messenger
Airborne Express	11/17/94	116.71	Overnight shipment
Fleishman Hillard	09/30/94	36.00	Secretarial overtime
Fleishman Hillard	10/31/94	221.00	Facsimile
Fleishman Hillard	10/31/94	18.00	Secretarial overtime
Fleishman Hillard	10/31/94	<u>1,841.10</u>	Photocopies
OCTOBER TOTAL		\$11,533.14	
<u>November Expenses</u>			
Bacon's Clippings	12/09/94	254.96	Reading and clipping charge

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

CANADAIR

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Joan Adle	12/09/94	872.19	Photography charges
Cynthia Coulter	11/14/94	1,474.79	Mileage, cab, parking air, hotel and meals
Cynthia Coulter	11/14/94	52.94	Miscellaneous
Pacific Telephone	12/07/94	102.96	Long distance
Cynthia Coulter	11/14/94	142.62	Long distance
Sprint	11/17/94	1.95	Long distance
Pacific Telephone	12/07/94	447.12	Long distance
Carstens Productions	12/09/94	23.53	Duplication of video
FACE Broadcast Prod	11/30/94	1,024.08	Editing
Pac Satellite Connection	11/30/94	1,588.28	Satellite uplink
FACE Broadcast Prod	11/30/94	583.54	Editing
Doug Watson	12/09/94	1,117.68	Video Crew
Carstens Production	12/09/94	5,113.07	Assignment rate
Carstens Production	12/09/94	635.31	Video production
Carstens Production	12/09/94	152.95	Duplication of video
Video Monitoring	01/14/95	4,422.07	Video tapes and transcripts
Carstens Production	12/09/94	70.60	Duplication of video
Cynthia Coulter	11/17/94	2,128.58	Catering
PR Newswire	11/30/94	733.50	Distribution of news releases

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

CANADAIR

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	10/31/94	352.95	Deposit for photographer
Postmaster	12/02/94	20.58	Postage
Eagle Delivery	12/09/94	150.54	Local messenger
Eagle Delivery	12/28/94	147.89	Local messenger
Airborne Express	12/09/94	45.00	Overnight shipment
Federal Express	12/09/94	26.00	Overnight shipment
Airborne Express	12/09/94	148.42	Overnight shipment
United Parcel	12/09/94	8.24	Overnight shipment
Airborne Express	12/16/94	20.00	Overnight shipment
Fleishman Hillard	11/30/94	891.00	Secretarial overtime
Fleishman Hillard	11/30/94	106.50	Facsimile
Fleishman Hillard	11/30/94	<u>491.10</u>	Photocopies
NOVEMBER TOTAL		\$23,350.94	
<u>December Expenses</u>			
Fire Publications	12/28/94	1,058.85	Editorial services
Cynthia Coulter	01/05/95	2,511.29	Hotel accommodations, mileage, parking, air fare, cab fare, meals, drinks, lobbying and long distance
Sprint	01/19/95	6.04	Long distance
Pacific Telephone	01/19/95	450.22	Long distance
Ad Personnel	01/11/95	609.43	Temporary employee

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

CANADAIR

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
MCC Cellular	12/28/94	370.51	Pager rental
FACE Broadcast Prod.	12/16/94	483.85	Editing footage
Dubs, Inc.	01/11/95	710.77	Dubbing of two tapes
Video Monitoring	01/11/95	1,685.88	Television and radio coverage
Carstens Productions	01/11/95	77.65	Six dubs
Video Monitoring	02/13/95	681.86	Video tape
Video Monitoring	02/13/95	359.01	Video tape
Video Monitoring	02/26/95	3,178.38	Video tapes
AT&T	12/13/94	5.25	Remote phone charges
Bacon's Clippings	01/11/95	258.81	Reading and clipping fee
Postmaster	01/06/95	8.25	Postage
Eagle Delivery	01/11/95	62.85	Local messenger
Eagle Delivery	01/29/95	175.84	Local messenger
Airborne Express	01/11/95	133.00	Overnight shipment
Federal Express	01/11/95	106.20	Overnight shipment
Fleishman Hillard	10/31/94	7.50	Facsimile
Fleishman Hillard	10/31/94	90.60	Photocopies
Fleishman Hillard	12/31/94	109.50	Photocopies
Fleishman Hillard	12/31/94	19.00	Facsimile
Fleishman Hillard	12/31/94	2.00	Postage
Fleishman Hillard	12/31/94	26.50	Facsimile

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

CANADAIR

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	12/31/94	29.10	Photocopies
Fleishman Hillard	12/31/94	90.00	Secretarial overtime
Fleishman Hillard	12/31/94	<u>7.50</u>	Photocopies
DECEMBER TOTAL		\$13,315.64	
GRAND TOTAL		<u>\$53,483.34</u>	

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

C-W INDUSTRIES

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>July Expenses</u>			
Quick Messenger	08/17/94	18.78	Local messenger
AT&T	08/15/94	19.59	Long distance
Federal Express	08/10/94	19.50	Overnight shipment
Fleishman Hillard	07/07/94	10.00	Ground transportation
Fleishman Hillard	07/01/94	122.38	Information retrieval
Fleishman Hillard	07/01/94	63.30	Information retrieval
Fleishman Hillard	07/07/94	19.97	Duplicating
Fleishman Hillard	07/31/94	3.30	Photocopies
Fleishman Hillard	07/31/94	18.00	Secretarial overtime
Fleishman Hillard	07/31/94	75.00	Subscriptions
Fleishman Hillard	07/31/94	106.80	Photocopies
Fleishman Hillard	07/31/94	84.60	Photocopies
Fleishman Hillard	07/31/94	<u>18.50</u>	Facsimile
JULY TOTAL		\$579.72	
<u>August Expense</u>			
Postmaster	09/05/94	.75	Postage
Quick Messenger	09/13/94	57.03	Local messenger
Quick Messenger	09/28/94	20.70	Local messenger
AT&T	09/16/94	119.46	Long distance
Fleishman Hillard	08/15/94	8.00	Ground transportation
Fleishman Hillard	07/31/94	1.50	Photocopies

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

C-W INDUSTRIES

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	08/03/94	42.74	Duplicating materials
Fleishman Hillard	08/23/94	22.26	Duplicating materials
Fleishman Hillard	08/31/94	6.00	Facsimile
Fleishman Hillard	08/31/94	<u>62.10</u>	Photocopies
AUGUST TOTAL		\$340.54	
<u>September Expense</u>			
Quick Messenger	10/19/94	23.32	Local messenger
Federal Express	10/19/94	19.50	Overnight shipment
Fleishman Hillard	09/12/94	48.00	Ground transportation
Fleishman Hillard	09/30/94	<u>75.00</u>	Subscriptions
SEPTEMBER TOTAL		\$165.82	
<u>December Expenses</u>			
Staff Directories LTD	12/28/94	1,764.75	Zip codes for mailing
DECEMBER TOTAL		\$1,764.75	
GRAND TOTAL		<u>\$2,850.83</u>	

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>July and August Expense</u>			
JS Express	09/13/94	2.35	Local messenger
Southwestern Bell	07/14/94	5.52	Long distance
United Parcel	08/17/94	8.27	Overnight shipment
Federal Express	09/19/94	13.74	Overnight shipment
Kirsten Moller	08/10/94	282.36	Translation services
Lars Villemoes	09/09/94	1,764.75	Professional services
Kirsten Moller	09/13/94	352.95	Professional services
SNET Fax Works	08/04/94	209.63	Distribution of release
Wire News	08/04/94	613.00	Distribution of release
PR Newswire	08/04/94	450.00	Distribution of release
Pan International	09/09/94	882.38	Reproduction and printing of article
Thomas Buckmaster	07/14/94	5,551.45	Cab & air fare, hotel accommodations
Thomas Buckmaster	08/14/94	618.61	Cab & air fare, hotel accommodations
Thomas Buckmaster	07/14/94	106.50	Meals
Thomas Buckmaster	07/14/94	58.91	Lunch
Selim Bingol	07/14/94	120.00	Meals and entertainment
Thomas Buckmaster	08/14/94	62.13	Meals
Thomas Buckmaster	08/14/94	107.87	Entertainment
Turkish Embassy	09/14/94	941.20	Bulk mail account
Interface Video Sys	09/21/94	195.38	Dubs of videos

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Sylvia Caver	08/04/94	297.78	Overnight shipment
Lawsons Gourmet	08/10/94	47.75	Breakfast items
Amer Turkish Council	09/13/94	117.65	Lunch
Turkish Times	07/14/94	64.71	Subscription
Postmaster	08/03/94	5.15	Postage
Postmaster	09/04/94	2.25	Postage
Sylvia Caver	07/16/94	7.25	Parking
Fleishman Hillard	08/31/94	235.30	AP Photos
Need It Now	08/06/94	7.00	Local messenger
Need It Now	08/07/94	7.00	Local messenger
MCI	07/12/94	2.69	Long distance
MCI	07/22/94	15.78	Long distance
MCI	08/13/94	3.51	Long distance
MCI	08/13/94	567.19	Long distance
MCI	09/13/94	32.00	Long distance
MCI	09/27/94	347.42	Long distance
BAT Corp	08/06/94	153.00	Overnight shipment
Airborne Express	08/13/94	13.02	Overnight shipment
Airborne Express	08/24/94	14.12	Overnight shipment
Airborne Express	08/22/94	48.42	Overnight shipment
UTOG 2 Way	08/13/94	150.00	Ground transportation
UTOG 2 Way	08/24/94	648.10	Ground transportation

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
UTOG 2 Way	09/13/94	179.00	Ground transportation
Fleishman Hillard	08/31/94	21.74	Data processing
Fleishman Hillard	07/21/94	7.25	Parking
Fleishman Hillard	08/11/94	5.70	Library research
Washington	08/16/94	6.42	Local messenger
Quick Messenger	08/17/94	15.35	Local messenger
VMW Express	08/17/94	13.91	Local messenger
Quick Messenger	08/31/94	38.75	Local messenger
Quick Messenger	09/13/94	28.08	Local messenger
Quick Messenger	09/28/94	32.85	Local messenger
Washington	09/28/94	12.84	Local messenger
AT&T	08/14/94	49.68	Long distance
AT&T	08/14/94	269.88	Long distance
AT&T	09/14/94	513.30	Long distance
AT&T	09/06/94	764.36	Long distance
Federal Express	08/10/94	14.00	Overnight shipment
Federal Express	08/17/94	25.27	Overnight shipment
Washington	08/17/94	27.84	Overnight shipment
Federal Express	08/24/94	2.70	Overnight shipment
Federal Express	09/06/94	10.85	Overnight shipment
Federal Express	09/06/94	141.21	Overnight shipment
Federal Express	09/13/94	1.41	Overnight shipment

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Washington Express	09/13/94	77.04	Overnight shipment
DHL Airway	09/13/94	144.25	Overnight shipment
Federal Express	09/13/94	15.80	Overnight shipment
Federal Express	09/21/94	26.33	Overnight shipment
Federal Express	09/28/94	18.88	Overnight shipment
BAT Corp	09/28/94	51.00	Overnight shipment
Fleishman Hillard	08/10/94	55.30	Document retrieval
Fleishman Hillard	08/15/94	16.31	Copy of book
Red Top Cab	08/10/94	12.42	Ground transportation
Red Top Cab	08/17/94	154.11	Ground transportation
Fleishman Hillard	07/21/94	20.00	Ground transportation
Fleishman Hillard	07/21/94	6.00	Ground transportation
Diamond Cab	09/13/94	38.00	Ground transportation
Red Top Cab	09/13/94	53.10	Ground transportation
Fleishman Hillard	08/08/94	29.00	Ground transportation
Red Top Cab	09/13/94	20.70	Ground transportation
Fleishman Hillard	07/01/94	393.15	Duplicating and assembly of materials
Fleishman Hillard	07/21/94	123.81	Duplicating materials
Fleishman Hillard	07/22/94	52.23	Duplicating materials
Fleishman Hillard	07/22/94	568.23	Duplicating, assembly and postage
Fleishman Hillard	07/22/94	306.06	Duplicating, assembly and postage

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	07/25/94	25.72	Duplicating materials
Fleishman Hillard	07/26/94	393.00	Media Resource charge for mailing
Fleishman Hillard	07/26/94	226.00	Media Resource charge for mailing
Fleishman Hillard	07/31/94	47.50	Facsimile
Fleishman Hillard	07/31/94	1,374.00	Photocopies
Fleishman Hillard	07/31/94	94.50	Secretarial overtime
Fleishman Hillard	07/31/94	118.75	Facsimile
Fleishman Hillard	07/31/94	7.80	Photocopies
Fleishman Hillard	07/31/94	42.30	Photocopies
Fleishman Hillard	07/31/94	293.50	Facsimile
Fleishman Hillard	08/01/94	185.87	Duplicating and assembly
Fleishman Hillard	08/02/94	62.50	Research
Fleishman Hillard	08/02/94	87.50	Duplicating materials
Fleishman Hillard	08/03/94	238.98	Duplicating materials
Fleishman Hillard	08/05/94	18.87	Duplicating materials
Fleishman Hillard	08/08/94	22.74	Duplicating materials
Fleishman Hillard	08/09/94	26.79	Duplicating materials
Fleishman Hillard	08/11/94	26.97	Duplicating materials
Fleishman Hillard	08/23/94	58.30	Database search
Fleishman Hillard	08/23/94	679.86	Duplicating materials
Fleishman Hillard	08/26/94	170.82	Duplicating, assembly and postage

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	08/26/94	320.00	Media Resouce charge
Fleishman Hillard	08/31/94	25.00	Facsimile
Fleishman Hillard	08/31/94	38.50	Database search
Fleishman Hillard	08/31/94	150.00	Compiled media list
Fleishman Hillard	08/31/94	251.00	Facsimile
Fleishman Hillard	08/31/94	57.70	Photocopies
Fleishman Hillard	08/31/94	234.00	Secretarial overtime
Postmaster	08/04/94	3.48	Postage
United Parcel	08/20/94	19.33	Overnight shipment
Burrelles Clippings	09/28/94	1,280.83	Reading and clippings
Robert Cabelly	07/14/94	73.00	Meals and entertainment
Robert Cabelly	07/14/94	267.00	Meals and entertainment
Robert Cabelly	07/29/94	60.00	Lunch
Robert Cabelly	08/11/94	459.00	Meals and entertainment
Robert Cabelly	08/30/94	341.00	Meals and entertainment
Robert Cabelly	07/14/94	76.92	Long distance
Fleishman Hillard	07/15/94	119.78	Copy of interview
Chrystyna Czajkowsky	07/14/94	352.95	Photography services
Peter Mc Cue	07/14/94	5,279.29	Parking, cab and air fare, hotel
Peter Mc Cue	07/29/94	314.00	Cab and air fare
Edward Lansdale	07/29/94	330.00	Air and taxi fares

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Peter Mc Cue	07/14/94	84.33	Meals
Video Planning Plus	09/28/94	70.37	Duplicating audiotapes
Need It Now	08/14/94	27.00	Local messenger
Need It Now	09/29/94	14.00	Local messenger
AT&T	07/23/94	83.44	Long distance
MCI	08/11/94	35.58	Long distance
MCI	09/12/94	28.04	Long distance
Airborne Express	08/02/94	16.14	Overnight shipment
Airborne Express	08/24/94	18.15	Overnight shipment
Airborne Express	09/06/94	12.88	Overnight shipment
Airborne Express	09/24/94	8.78	Overnight shipment
BAT Corp	10/05/94	61.00	Overnight shipment
BAT Corp	10/12/94	72.50	Overnight shipment
UTOG 2 Way	09/13/94	640.90	Ground transportation
Global Tantium	09/06/94	4,875.21	Database search
Fleishman Hillard	07/07/94	14.71	Copies
AT&T	09/16/94	208.47	Long distance
Federal Express	08/17/94	1.09	Overnight shipment
Federal Express	08/24/94	10.85	Overnight shipment
Federal Express	09/13/94	25.57	Overnight shipment
Fleishman Hillard	07/07/94	7.74	Office supplies
Fleishman Hillard	07/05/94	16.68	Copies of two Nat'l Geographics

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	07/05/94	36.40	Ground transportation
Fleishman Hillard	07/21/94	45.00	Ground transportation
Fleishman Hillard	07/01/94	789.00	Research
Fleishman Hillard	07/05/94	929.00	Research
Fleishman Hillard	07/06/94	318.27	Monitoring of media and coordinating clips
Fleishman Hillard	07/13/94	100.00	Strategy meeting
Fleishman Hillard	07/13/94	149.71	Research
Fleishman Hillard	07/15/94	442.00	Daily monitoring
Fleishman Hillard	07/15/94	276.00	Research
Fleishman Hillard	07/18/94	500.00	Daily monitoring
Fleishman Hillard	07/18/94	327.00	Media Resource charges
Fleishman Hillard	07/21/94	167.73	Duplicating and assembly
Fleishman Hillard	07/25/94	45.00	Database research
Fleishman Hillard	07/27/94	100.00	Research
Fleishman Hillard	07/31/94	38.15	Research
Fleishman Hillard	07/31/94	473.16	Daily monitoring
Fleishman Hillard	07/31/94	316.00	Photocopies
Fleishman Hillard	07/31/94	13.75	Facsimile
Fleishman Hillard	07/31/94	300.00	Photocopies
Fleishman Hillard	07/31/94	30.50	Facsimile
Fleishman Hillard	08/01/94	80.00	Research

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	08/03/94	425.00	Daily monitoring
Fleishman Hillard	08/23/94	32.53	Research
Fleishman Hillard	08/23/94	79.27	Research
Fleishman Hillard	08/23/94	100.73	Database search
Fleishman Hillard	08/23/94	98.40	Database search
Fleishman Hillard	08/23/94	34.07	Research
Fleishman Hillard	08/25/94	34.07	Database search
Fleishman Hillard	08/25/94	50.00	Research and retrieval
Fleishman Hillard	08/31/94	35.30	Research
Fleishman Hillard	08/31/94	2,290.89	Daily monitoring
Fleishman Hillard	08/31/94	515.00	Developed research list
Fleishman Hillard	08/31/94	20.50	Facsimile
Fleishman Hillard	08/31/94	303.20	Photocopies
Bryan Glazer	07/22/94	113.10	Dinner
Edward Lansdale	07/14/94	4,515.95	Hotel, air and cab fare
Peter Mc Cue	08/11/94	5.00	Cab fare
Peter Mc Cue	07/14/94	44.70	Meeting
Peter Mc Cue	07/14/94	95.00	Luncheon
Peter Mc Cue	08/30/94	101.75	Luncheon
Need It Now	08/10/94	40.00	Local messenger
MCI	08/10/94	434.98	Long distance

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
BAT Corp	08/17/94	51.00	Overnight shipment
Federal Express	08/17/94	29.75	Overnight shipment
Airborne Express	08/17/94	16.12	Overnight shipment
Airborne Express	08/17/94	8.07	Overnight shipment
Airborne Express	08/24/94	8.07	Overnight shipment
BAT Corp	09/13/94	17.00	Overnight shipment
BAT Corp	09/13/94	11.00	Overnight shipment
Airborne Express	09/13/94	4.01	Overnight shipment
UTOG 2 Way	08/02/94	131.00	Ground transportation
UTOG 2 Way	08/16/94	322.10	Ground transportation
Fleishman Hillard	07/30/94	19.25	Ground transportation
Fleishman Hillard	08/31/94	3.25	Ground transportation
UTOG 2 Way	09/13/94	58.00	Ground transportation
Fleishman Hillard	07/01/94	345.00	Production charges
Fleishman Hillard	07/31/94	27.00	Secretarial overtime
Fleishman Hillard	07/31/94	2.50	Facsimile
Fleishman Hillard	08/31/94	5.00	Facsimile
Fleishman Hillard	08/31/94	27.90	Photocopies
Fleishman Hillard	08/31/94	6.76	One issue of Presidents/Prime Ministers
BAT Corp	10/12/94	11.50	Overnight shipment
Federal Express	09/13/94	10.85	Overnight shipment

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	08/31/94	.90	Photocopies
MCI	09/14/94	50.44	Long distance
Fleishman Hillard	08/31/94	22.50	Facsimile
Fleishman Hillard	08/31/94	<u>1.30</u>	Photocopies
JULY & AUGUST TOTAL		\$56,123.06	
<u>September Expense</u>			
Federal Express	10/28/94	11.63	Overnight shipment
Composing Room	10/12/94	67.06	Reproduction proofs
Composing Room	10/12/94	61.18	Reproduction proofs
JS Express	08/20/94	20.80	Local messenger
Federal Express	08/20/94	21.00	Overnight shipment
Federal Express	08/26/94	41.00	Overnight shipment
Christina Connelly	10/04/94	88.24	Translation fee
Newsletter Service	10/12/94	610.73	Printing and mailing
Thomas Buckmaster	09/29/94	309.75	Air, train and cab fare
Thomas Buckmaster	09/29/94	27.00	Cab fare
Robert Cabelly	09/29/94	342.00	Air and cab fare
Arzu Tuncata	09/29/94	24.00	Cab fare
Arzu Tuncata	09/29/94	30.00	Lunch
Postmaster	08/16/94	820.00	Postage
Bell Atlantic	10/12/94	141.64	Long distance
Superintendent of Documents	09/21/94	107.06	Subscription

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Postmaster	10/03/94	137.36	Postage
Radio/TV Reports	09/21/94	148.77	Videotape
Need It Now	10/12/94	28.00	Local messenger
Need It Now	10/19/94	24.00	Local messenger
MCI	09/23/94	40.00	Long distance
AT&T	10/03/94	24.16	Long distance
MCI	10/03/94	8.22	Long distance
Airborne	10/07/94	24.21	Overnight shipment
UTOG 2 Way	09/28/94	67.00	Ground transportation
Fleishman Hillard	09/08/94	18.06	Metro fare, telephone and lunch
Quick Messenger	09/29/94	143.58	Local messenger
Washington Express	09/29/94	39.59	Local messenger
Washington Express	10/11/94	19.26	Local messenger
Quick Messenger	10/11/94	89.67	Local messenger
Cellular One	09/16/94	2.96	Long distance
Cellular One	09/16/94	.71	Long distance
AT&T	10/11/94	472.20	Long distance
Federal Express	10/12/94	33.75	Overnight shipment
Federal Express	09/28/94	42.75	Overnight shipment
Federal Express	10/19/94	5.89	Overnight shipment
Lawsons Gourmet	10/12/94	214.88	Lunch

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	09/19/94	11.01	Paper
Ginns	10/21/94	4.71	Disks
Fleishman Hillard	09/12/94	13.79	Travel book
Fleishman Hillard	09/19/94	29.41	Copies
Fleishman Hillard	09/26/94	29.41	Books
Fleishman Hillard	09/30/94	17.65	Organization directory
Yellow Cab	10/12/94	10.50	Ground transportation
Fleishman Hillard	09/08/94	40.50	Ground transportation
Fleishman Hillard	09/10/94	10.00	Ground transportation
Fleishman Hillard	09/12/94	6.00	Ground transportation
Red Top Cab	10/12/94	81.21	Ground transportation
Fleishman Hillard	09/26/94	20.00	Ground transportation
Fleishman Hillard	09/29/94	19.00	Ground transportation
Fleishman Hillard	07/01/94	50.23	Database search
Fleishman Hillard	07/31/94	12.00	Laser prints
Fleishman Hillard	07/31/94	4,668.00	Photocopies
Fleishman Hillard	08/31/94	3,548.10	Photocopies
Fleishman Hillard	09/06/94	1,160.25	Duplicating & assembly
Fleishman Hillard	09/08/94	320.00	Mailing labels
Fleishman Hillard	09/13/94	664.52	Duplicating, assembly and mailing
Fleishman Hillard	09/19/94	151.52	Duplicating & assembly
Fleishman Hillard	09/26/94	88.00	Research

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	09/26/94	29.93	Database search
Fleishman Hillard	09/26/94	180.26	Researched articles
Fleishman Hillard	09/26/94	35.30	Researched articles
Fleishman Hillard	09/26/94	25.00	Copies
Fleishman Hillard	09/26/94	25.00	Monitoring wires
Fleishman Hillard	09/30/94	25.00	Researching speech
Fleishman Hillard	09/30/94	25.00	Researching charts
Fleishman Hillard	09/30/94	55.00	Database search
Fleishman Hillard	09/30/94	50.00	Researched information
Fleishman Hillard	09/30/94	50.00	Reseached information
Fleishman Hillard	09/30/94	85.83	Researched biography and made copies
Fleishman Hillard	09/30/94	102.00	Database search
Fleishman Hillard	09/30/94	149.30	Database search
Fleishman Hillard	09/30/94	219.19	Duplicating & assembly
Fleishman Hillard	09/30/94	45.37	Duplicating
Fleishman Hillard	09/30/94	22.05	Duplicating
Fleishman Hillard	09/30/94	183.75	Facsimile
Fleishman Hillard	09/30/94	81.00	Secretarial overtime
Fleishman Hillard	09/30/94	278.50	Facsimile
Fleishman Hillard	09/30/94	6,125.10	Photocopies
Fleishman Hillard	09/30/94	54.00	Secretarial overtime

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Robert Cabelly	09/14/94	64.00	Lunch
Robert Cabelly	09/14/94	105.00	Lunch
Robert Cabelly	09/14/94	65.00	Lunch
Postmaster	10/03/94	122.25	Postage
Video Monitoring	11/22/94	145.65	Videotape
Fleishman Hillard	09/30/94	137.36	Lunch
Need It Now	10/19/94	49.00	Local messenger
AT&T	10/03/94	7.71	Long distance
MCI	10/11/94	196.52	Long distance
Airborne	10/07/94	24.21	Overnight shipment
BAT Corp	10/26/94	51.00	Overnight shipment
UTOG 2 Way	09/28/94	31.00	Ground transportation
UTOG 2 Way	10/12/94	305.00	Ground transportation
Fleishman Hillard	09/30/94	11.00	Ground transportation
Ginns	10/21/94	2.35	Cassette tapes
Fleishman Hillard	09/10/94	8.00	Ground transportation
Fleishman Hillard	09/19/94	8.00	Ground transportation
Fleishman Hillard	09/28/94	320.00	Mailing labels
Fleishman Hillard	09/28/94	197.64	Duplicating, assembly and postage
Fleishman Hillard	09/29/94	259.16	Duplicating, assembly and postage
Fleishman Hillard	09/30/94	1,980.00	Daily monitoring of media

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	09/30/94	677.00	Media resource charge
Fleishman Hillard	09/30/94	519.75	Facsimile
Fleishman Hillard	09/30/94	192.30	Photocopies
Fleishman Hillard	09/30/94	36.00	Secretarial overtime
Istanbul Intl Travel	10/03/94	780.00	Hotel accommodations
UTOG 2 Way	10/12/94	24.00	Ground transportation
MCI	10/11/94	<u>23.01</u>	Long distance
SEPTEMBER TOTAL		\$29,452.41	
<u>October Expenses</u>			
Wire News Network	10/19/94	613.00	July 5 news distribution
Global Tantium/ Ebulula Caddesi	11/17/94	9,707.31	Monitoring of Turkish newspapers and photographs
Thomas Buckmaster	10/28/94	232.25	Car rental, air transportation and taxi fare
Thomas Buckmaster	10/13/94	198.78	Entertainment and lunch expense
Selim Bingol	10/28/94	164.15	Lunch meeting
Montgomery Data Sys	10/19/94	135.25	Distribution and label processing
Thomas Buckmaster	10/13/94	207.02	Shipping charges
News USA, Inc.	10/26/94	5,800.00	PKK features placement
Video Monitoring	11/19/94	186.46	Videotape of coverage

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Video Monitoring	12/10/94	88.92	Transcript
Hudson's Directory	11/09/94	182.36	Subscription
Postmaster	11/04/94	18.22	Postage
MCI	11/10/94	1.39	Long distance
AT&T	11/10/94	150.86	Long distance
UTOG 2 Way	11/09/94	113.75	Ground transportation
Fleishman Hillard	10/10/94	24.32	Parking and lunch
Quick Messenger	11/17/94	28.62	Local messenger
Washington Express	11/17/94	30.06	Local messenger
Quick Messenger	11/29/94	43.86	Local messenger
Washington Express	11/29/94	19.02	Local messenger
AT&T	10/17/94	9.05	Long distance
Cellular One	10/17/94	27.95	Long distance
AT&T	11/10/94	352.29	Long distance
Federal Express	10/26/94	21.72	Overnight shipment
Federal Express	11/09/94	21.25	Overnight shipment
Federal Express	11/17/94	55.65	Overnight shipment
Federal Express	11/27/94	55.17	Overnight shipment
Fleishman Hillard	10/10/94	35.50	Ground transportation
Fleishman Hillard	10/12/94	28.75	Ground transportation
UTOG 2 Way	11/17/94	85.00	Ground transportation
Fleishman Hillard	10/07/94	312.10	Duplicating, folding and stuffing

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	10/17/94	15.90	Duplicating
Fleishman Hillard	10/18/94	165.65	Duplicating and assembling
Fleishman Hillard	10/18/94	28.20	Duplicating labels
Fleishman Hillard	10/19/94	32.53	Research
Fleishman Hillard	10/21/94	80.00	Research
Fleishman Hillard	10/24/94	225.34	Duplicating, folding, stuffing and mailing
Fleishman Hillard	10/25/94	425.00	Research
Fleishman Hillard	10/25/94	34.71	Folding, stuffing and mailing
Fleishman Hillard	10/31/94	25.00	Copies
Fleishman Hillard	10/31/94	50.00	Media list
Fleishman Hillard	10/31/94	25.00	Copy of biography
Fleishman Hillard	10/31/94	74.75	Labels, folding and stuffing
Fleishman Hillard	10/31/94	19.35	Duplicating labels
Fleishman Hillard	10/31/94	270.50	Facsimile
Fleishman Hillard	10/31/94	8,363.40	Photocopies
JS Express	11/17/94	2.70	Local messenger
Federal Express	11/17/94	37.79	Overnight shipment
Federal Express	11/24/94	9.00	Overnight shipment
Burrelle's Press Clippings	11/29/94	2,363.89	Reading and clipping

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Robert Cabelly	10/13/94	722.45	Cab and air fare and hotel accommodations
Robert Cabelly	10/13/94	59.50	Lunch
Robert Cabelly	10/28/94	43.00	Lunch
Robert Cabelly	11/14/94	65.00	Lunch
Bryan Killian	10/19/94	294.13	Photography services
Video Monitoring	11/09/94	1,217.87	Videotapes and transcripts
Need It Now	10/26/94	35.00	Local messenger
Need It Now	11/09/94	14.00	Local messenger
Need It Now	11/17/94	10.00	Local messenger
AT&T	10/16/94	585.02	Long distance
AT&T	11/17/94	4.70	Long distance
Airborne Express	11/17/94	12.11	Overnight shipment
Airborne Express	12/03/94	24.21	Overnight shipment
UTOG 2 Way	11/09/94	80.00	Ground transportation
AT&T	11/17/94	48.22	Long distance
Federal Express	11/02/94	3.71	Overnight shipment
UTOG 2 Way	11/17/94	85.00	Ground transportation
Fleishman Hillard	10/06/94	320.00	Mailing labels
Fleishman Hillard	10/13/94	8.79	Mailing supplies
Fleishman Hillard	10/13/94	320.00	Mailing labels
Fleishman Hillard	10/24/94	320.00	Mailing labels

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	10/25/94	135.00	Research
Representative of Turkey	10/25/94	25.00	Attempt to obtain transcripts
Representative of Turkey	10/31/94	50.00	Attempt to obtain journals
Fleishman Hillard	10/31/94	200.00	Research
Fleishman Hillard	10/31/94	1,970.00	Daily monitoring
Fleishman Hillard	10/31/94	95.50	Facsimile
Fleishman Hillard	10/31/94	18.00	Secretary overtime
Fleishman Hillard	10/31/94	157.50	Photocopies
Fleishman Hillard	10/31/94	<u>16.20</u>	Photocopies
OCTOBER TOTAL		\$38,138.65	
<u>November Expenses</u>			
Federal Express	12/28/94	9.54	Overnight shipment
Global Tantium	12/02/94	5,963.91	Monitoring newspapers
Newsletter Services	11/17/94	1,388.29	Printing
Arzu Tuncata	11/14/94	347.00	Cab and air fare
Thomas Buckmaster	11/14/94	134.33	Car rental and lunch
Robert Cabelly	11/14/94	5,617.70	Air transportation
Arzu Tuncata	11/14/94	95.00	Meals
Robert Cabelly	11/14/94	349.00	Meals and entertainment
Thomas Buckmaster	11/29/94	58.83	Lunch meeting
Arzu Tuncata	11/29/94	65.00	Entertainment
U.S. Postal Service	11/30/94	800.00	Postage fees

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Radio/TV Reports	12/09/94	374.37	Videotape and transcripts
Newsletter Services	11/17/94	539.49	Overnight shipment
Postmaster	12/02/94	106.10	Postage
Video Planning	11/30/94	234.38	Video editing
AT&T	12/15/94	123.40	Long distance
UTOG 2 Way	12/09/94	274.00	Ground transportation
Fleishman Hillard	12/09/94	85.58	Translation fee and photo enlargement fee
Fleishman Hillard	11/06/94	8.00	Parking
Fleishman Hillard	11/15/94	3.75	Reimbursement for Turkey Today
Fleishman Hillard	12/09/94	105.89	Article
Fleishman Hillard	12/09/94	6.34	Local messenger
Quick Messenger	12/09/94	4.71	Local messenger
Quick Messenger	12/28/94	51.80	Local messenger
AT&T	11/14/94	184.83	Long distance
AT&T	11/21/94	62.04	Long distance
AT&T	12/15/94	480.72	Long distance
Federal Express	12/09/94	229.68	Overnight shipment
Washington Express	12/28/94	42.59	Overnight shipment
Federal Express	12/09/94	871.61	Overnight shipment
Federal Express	12/28/94	417.16	Overnight shipment

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	11/15/94	2.73	File folder labels
Fleishman Hillard	11/30/94	5.88	Article
Red Top Cab	11/30/94	23.81	Ground transportation
Red Top Cab	11/30/94	88.08	Ground transportation
Fleishman Hillard	11/15/94	3.00	Ground transportation
Red Top Cab	12/09/94	167.93	Ground transportation
Fleishman Hillard	11/09/94	100.00	Demonstration fee
Fleishman Hillard	11/09/94	92.86	Research
Fleishman Hillard	11/09/94	325.00	Media list
Fleishman Hillard	11/09/94	268.78	Duplicating, folding, stuffing and mailing
Fleishman Hillard	11/11/94	396.90	Duplicating, folding stuffing and mailing
Fleishman Hillard	11/15/94	223.61	Duplicating, folding stuffing and mailing
Fleishman Hillard	11/16/94	105.00	Calendar of Events
Fleishman Hillard	11/16/94	118.95	Research
Fleishman Hillard	11/16/94	100.00	Monitoring
Fleishman Hillard	11/18/94	320.00	Media Resource
Fleishman Hillard	11/22/94	85.00	Database search
Fleishman Hillard	11/22/94	67.97	Research
Fleishman Hillard	11/29/94	155.00	Research
Fleishman Hillard	11/29/94	2,182.65	Daily monitoring

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	11/29/94	312.32	Research
Fleishman Hillard	11/30/94	269.87	Duplicating, stuffing, folding and mailing
Fleishman Hillard	11/30/94	45.00	Secretarial overtime
Fleishman Hillard	11/30/94	633.25	Facsimile
Fleishman Hillard	11/30/94	8,991.00	Photocopies
Federal Express	12/01/94	6.50	Overnight shipment
Federal Express	12/28/94	11.55	Overnight shipment
Robert Cabelly	11/29/94	560.00	Air transportation
Christina Mazzola	11/29/94	26.22	Dinner
Financial Times	12/09/94	450.00	Subscription
Peter McCue	11/14/94	317.91	Meals
Video Monitoring	11/17/94	135.89	Videotape
AT&T	12/15/94	21.32	Long distance
Christina Mazzola	11/14/94	50.59	Book
Fleishman Hillard	11/09/94	240.00	Research
Fleishman Hillard	11/09/94	320.00	Media Resources
Fleishman Hillard	11/22/94	310.00	Background research
Fleishman Hillard	11/28/94	320.00	Media Resources
Fleishman Hillard	11/30/94	<u>231.00</u>	Photocopies
NOVEMBER TOTAL		\$ 37,120.61	

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Arzu Tuncata	12/14/94	2,540.41	Hotel, taxi fares, telephone and fax charges
Thomas Buckmaster	12/14/94	82.00	Cab fare
Arzu Tuncata	12/14/94	334.30	Hotel accommodations
Arzu Tuncata	12/14/94	141.27	Meals
Bell Atlantic	12/16/94	80.95	Long distance
Bell Atlantic	12/16/94	32.45	Long distance
Video Monitoring	01/19/95	57.87	Transcript
Video Monitoring	01/29/95	314.88	Videotapes
Radio/TV Reports	01/11/95	46.21	Transcripts
Radio/TV Reports	01/29/95	46.21	Transcripts
Radio/TV Reports	01/11/95	47.06	Transcripts
Henninger Video	01/11/95	214.36	Lowband conversion
Radio/TV Reports	01/29/95	41.18	Transcripts
Radio/TV Reports	01/29/95	111.77	Videotape
Girard Video	01/11/95	25.18	VHS dub
Henninger Video	01/11/95	84.47	Lowband conversion
Henninger Video	01/19/95	332.75	Lowband conversion
Thomas Buckmaster	12/29/94	278.26	Overnight shipment
Tuba Guvel	12/29/94	80.00	Overnight shipment
Mary's	01/19/95	31.71	Lunch meeting
Greek American	12/09/94	52.94	Subscription

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Thomas Buckmaster	01/05/95	80.95	Book
Postmaster	01/03/95	72.83	Postage
J R O'Dwyer Co	12/14/94	46.47	Int'l PR Directory
MCI	11/20/94	5.86	Long distance
AT&T	01/17/95	9.75	Long distance
Video Planning Plus	01/11/95	800.89	Video tape
Fleishman Hillard	12/06/94	41.77	Attendance fee for conference
Fleishman Hillard	12/15/94	200.00	Postage
Washington Express	01/11/95	13.74	Local messenger
Downtown Express	01/26/95	21.58	Local messenger
Washington Express	01/29/95	10.00	Local messenger
Quick Messenger	01/29/95	67.98	Local messenger
Quick Messenger	02/14/95	30.89	Local messenger
AT&T	12/17/94	279.93	Long distance
Cellular One	12/17/94	11.15	Long distance
AT&T	01/17/95	443.09	Long distance
Federal Express	01/11/95	10.85	Overnight shipment
Federal Express	12/28/94	62.70	Overnight shipment
Federal Express	01/11/95	30.35	Overnight shipment
BT Ginns Store	01/31/95	37.65	Computer disks
Armenian Mirror- Spectator	12/09/94	70.59	Subscription

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	12/04/94	17.59	Book
Mark Donofrio	12/14/94	70.59	Human Rights reports
Fleishman Hillard	12/04/94	56.75	Ground transportation
Diamond Cab	01/11/95	10.40	Ground transportation
Fleishman Hillard	12/06/94	40.00	Ground transportation
Fleishman Hillard	12/19/94	36.64	Cab
Yellow Cab	02/13/95	11.40	Ground transportation
Fleishman Hillard	12/31/94	54.00	Ground transportation
Red Top Cab	01/30/95	35.81	Ground transportation
Fleishman Hillard	12/12/94	.59	News paper
Fleishman Hillard	08/31/94	128.00	Black & white laser prints
Fleishman Hillard	09/30/94	30.00	Black & white laser prints
Fleishman Hillard	09/30/94	216.00	Color copies
Fleishman Hillard	09/30/94	26.50	Facsimile
Fleishman Hillard	09/30/94	4.20	Photocopies
Fleishman Hillard	10/01/94	120.00	Color image scan
Fleishman Hillard	11/30/94	27.50	Facsimile
Fleishman Hillard	11/30/94	9.60	Photocopies
Fleishman Hillard	12/07/94	168.63	Duplicating, folding stuffing and mailing
Fleishman Hillard	12/09/94	37.50	German newspaper
Fleishman Hillard	12/16/94	25.00	Retrieve articles

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	12/16/94	75.00	Copy of report
Fleishman Hillard	12/16/94	37.50	Information and Near North News
Fleishman Hillard	12/16/94	163.00	Research
Fleishman Hillard	12/18/94	308.87	Duplicaiting, stuffing folding & mailing
Fleishman Hillard	12/21/94	25.00	Book copy
Fleishman Hillard	12/21/94	65.00	Database search
Fleishman Hillard	12/21/94	59.60	Research
Fleishman Hillard	12/21/94	62.00	Database search
Fleishman Hillard	12/28/94	210.48	Duplicating, folding, stuffing, labels and mailing
Fleishman Hillard	12/29/94	296.88	Duplicating, folding, stuffing & mailing
Fleishman Hillard	12/30/94	40.44	Duplicating, folding, stuffing and mailing
Fleishman Hillard	12/31/94	2,116.68	Daily monitoring
Fleishman Hillard	12/31/94	108.00	Secretarial overtime
Fleishman Hillard	12/31/94	9,146.40	Photocopies
Fleishman Hillard	12/31/94	584.25	Facsimile
Fleishman Hillard	12/31/94	500.00	Black & white laser prints
Fleishman Hillard	12/31/94	288.00	Color copies
Federal Express	01/31/95	14.04	Overnight shipment

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Burrelle's Press Clippings	01/11/95	2,321.88	Reading and clipping
Burrelle's Press Clippings	03/01/95	1,241.03	Reading and clipping
Robert Cabelly	12/29/94	434.00	Meals
Robert Cabelly	12/14/94	311.00	Meals
Greek Star	12/09/94	35.30	Subscription
Edward Lansdale	12/14/94	325.00	Air and cab fare
Peter McCue	12/29/94	329.00	Air and cab fare
Edward Lansdale	12/14/94	5.00	Meals
Peter McCue	12/29/94	8.50	Meals
Need It Now	01/11/95	7.00	Local messenger
Need It Now	01/26/95	7.00	Local messenger
AT&T	01/17/95	125.55	Long distance
Fleishman Hillard	12/31/94	38.82	Transcript
Airborne	12/16/94	30.80	Overnight shipment
UTOG 2 Way	01/11/95	260.00	Ground transportation
Fleishman Hillard	12/08/94	320.00	Media resource charge
Fleishman Hillard	12/31/94	320.00	Media resource charge
Fleishman Hillard	12/31/94	315.00	Facsimile
Fleishman Hillard	12/31/94	276.90	Photocopies
Fleishman Hillard	12/31/94	18.00	Secretarial overtime
AT&T	01/17/95	4.43	Long distance
Fleishman Hillard	12/31/94	1.20	Photocopies

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>December Expenses</u>			
AT&T	01/17/95	5.07	Long distance
Paragon Typographers	10/08/94	222.36	Reproduction proofs
JS Express	10/16/94	10.15	Local messenger
Southwestern Bell	09/14/94	61.12	Long distance
Southwestern Bell	09/20/94	5.52	Long distance
Southwestern Bell	10/15/94	11.04	Long distance
AT&T	12/15/94	112.17	Long distance
Federal Express	09/29/94	2.98	Overnight shipment
Federal Express	10/04/94	21.00	Overnight shipment
Federal Express	10/18/94	28.60	Overnight shipment
Federal Express	10/31/94	8.66	Overnight shipment
Federal Express	12/16/94	9.00	Overnight shipment
Federal Express	12/28/94	43.30	Overnight shipment
Christina Connelly	01/11/95	58.83	Translation fee
Christina Connelly	01/11/95	41.18	Translation fee
Global Tantium	01/03/95	6,438.81	Media monitoring
Mouse That Roars	01/11/95	529.43	Christmas Card design
Nordic Press	03/16/95	1,405.92	Printing Christmas Cards
Montgomery Data Sys	01/11/95	87.96	Data processing
Arzu Tuncata	12/14/94	6,737.00	Air transportation

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

EMBASSY OF THE REPUBLIC OF TURKEY

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
AT&T	01/17/95	27.09	Long distance
Fleishman Hillard	12/31/94	<u>      .90</u>	Photocopies
DECEMBER TOTAL		\$ 45,156.59	
GRAND TOTAL		<u>-----</u> \$205,991.32 <u>-----</u>	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ILVA

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>October Expenses</u>			
AT&T	07/18/94	5.59	Long distance
Fleishman Hillard	08/15/94	11.39	Photocopy
Quick Messenger	11/14/94	14.87	Local messenger
AT&T	07/18/94	7.38	Long distance
AT&T	08/09/94	39.65	Long distance
Postmaster	09/02/94	24.78	Postage
Federal Express	08/02/94	20.85	Overnight shipment
Federal Express	09/13/94	23.35	Overnight shipment
DHL Airways	09/13/94	80.25	Overnight shipment
Ginns	10/24/94	2.00	MAC/IBM discs
Fleishman Hillard	07/07/94	10.00	Ground transportation
Fleishman Hillard	09/29/94	10.00	Ground transportation
AT&T	08/12/94	20.31	Long distance
Fleishman Hillard	07/31/94	50.70	Photocopies
Fleishman Hillard	07/31/94	6.00	Facsimile
Fleishman Hillard	08/03/94	65.00	Duplicating and assembling
Fleishman Hillard	08/31/94	.90	Photocopies
Fleishman Hillard	10/19/94	59.53	Database search
Fleishman Hillard	10/31/94	17.10	Photocopies
Fleishman Hillard	10/31/94	<u>29.00</u>	Facsimile
OCTOBER TOTAL		\$498.65	

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

ILVA

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>November Expenses</u>			
Congressional Delivery	11/30/94	51.25	Local messenger
Fleishman Hillard	11/15/94	5.00	Ground transportation
Fleishman Hillard	11/30/94	<u>55.20</u>	Photocopies
NOVEMBER TOTAL		\$111.45	
GRAND TOTAL		<u>-----</u> \$610.10 <u>-----</u>	

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

INDUSTRIAL DEVELOPMENT BOARD OF NORTHERN IRELAND

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>July Expense</u>			
L Larose Advertising	08/02/94	157.50	Layouts
AT&T	07/18/94	3.59	Long distance
MCI	08/09/94	168.08	Long distance
Deadline Express	08/15/94	8.90	Local messenger
AT&T	07/18/94	2.26	Long distance
MCI	08/09/94	80.40	Long distance
United Parcel	08/18/94	41.75	Overnight shipment
Fleishman Hillard	07/28/94	13.13	Copy of newspaper
Fleishman Hillard	07/31/94	11.25	Facsimile
Airborne	08/24/94	5.25	Overnight shipment
Konen Advertising	07/28/94	609.00	Design, production and delivery
Cellular One	07/19/94	4.25	Long distance
AT&T	07/19/94	2.97	Long distance
MCI	08/09/94	170.80	Long distance
Michael Beightol	07/28/94	39.06	Mileage and parking
Deadline Express	08/09/94	38.90	Local messenger
Cellular One	07/19/94	18.25	Long distance
AT&T	07/19/94	3.66	Long distance
Federal Express	08/04/94	21.75	Overnight shipment
Fleishman Hillard	06/30/94	2.50	Facsimile
Fleishman Hillard	07/31/94	2.50	Facsimile

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

INDUSTRIAL DEVELOPMENT BOARD OF NORTHERN IRELAND

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
MCI	08/09/94	28.84	Long distance
Federal Express	08/19/94	44.75	Overnight shipment
Fleishman Hillard	07/31/94	17.50	Facsimile
Fleishman Hillard	07/31/94	17.50	Facsimile
Cellular One	07/19/94	17.25	Long distance
Postmaster	08/02/94	2.13	Postage
Southern Bell	08/09/94	57.14	Long distance
Fleishman Hillard	07/31/94	.30	Photocopies
Fleishman Hillard	07/31/94	<u>10.50</u>	Facsimile
JULY TOTAL		\$1,601.66	
<u>September Expense</u>			
Southwestern Bell	04/15/94	9.20	Long distance
Federal Express	05/09/94	31.00	Overnight shipment
Michael Green	09/14/94	127.50	Meals and entertainment
MCI	08/19/94	1.52	Long distance
Need It Now	10/19/94	1.00	Local messenger
Wire News Network	10/12/94	365.00	Distribution
Gary Rudnick	08/30/94	59.17	Car rental and cab fare
Michael Beightol	09/29/94	8.40	Mileage
Michael Beightol	09/29/94	175.18	Air fare, hotel, parking, mileage and car rental

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

INDUSTRIAL DEVELOPMENT BOARD OF NORTHERN IRELAND

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Michael Beightol	09/29/94	6.25	Parking
Michael Beightol	09/29/94	11.50	Meals
Postmaster	10/03/94	.58	Postage
Deadline Express	10/19/94	51.90	Local messenger
MCI	09/13/94	33.53	Long distance
Fleishman Hillard	04/30/94	72.00	Laser prints
Fleishman Hillard	09/01/94	202.32	Info retrieval
Fleishman Hillard	09/30/94	11.10	Photocopies
Fleishman Hillard	09/30/94	62.50	Facsimile
Jack Morris	08/30/94	3,966.38	Annual report charges
Postmaster	09/06/94	4.65	Postage
MCI	10/11/94	47.28	Long distance
Fleishman Hillard	08/31/94	42.50	Facsimile
Fleishman Hillard	09/30/94	6.30	Photocopies
MCI	08/16/94	46.63	Long distance
Michael Beightol	09/29/94	175.18	Air, hotel, car rental and mileage
Michael Beightol	09/29/94	11.50	Meals
AT&T	08/16/94	243.54	Long distance
Federal Express	10/12/94	14.00	Overnight shipment
Fleishman Hillard	08/31/94	51.00	Facsimile
Fleishman Hillard	09/30/94	4.75	Facsimile

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

INDUSTRIAL DEVELOPMENT BOARD OF NORTHERN IRELAND

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	09/30/94	2.70	Photocopies
Di Donato Assoc	09/06/94	4,226.76	Printing & delivery
Press, Type & Copy	09/06/94	25.20	Printing
Deadline Express	09/06/94	8.90	Local messenger
AT&T	08/19/94	1.38	Long distance
Fleishman Hillard	08/31/94	42.50	Facsimile
Fleishman Hillard	08/31/94	.30	Photocopies
Deadline Express	09/28/94	17.80	Local messenger
Cellular One	08/15/94	35.46	Long distance
Fleishman Hillard	08/31/94	40.00	Facsimile
MCI	09/13/94	52.36	Long distance
AT&T	09/13/94	4.29	Long distance
Gary Rudnick	08/30/94	61.61	Car rental and taxi fares
Michael Beightol	08/30/94	39.06	Mileage and parking
Michael Beightol	08/30/94	19.00	Meals
MCI	10/12/94	71.48	Long distance
Fleishman Hillard	08/31/94	15.00	Facsimile
Fleishman Hillard	09/30/94	<u>33.00</u>	Photocopies
SEPTEMBER TOTAL		\$10,540.16	

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

INDUSTRIAL DEVELOPMENT BOARD OF NORTHERN IRELAND

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
<u>October Expense</u>			
Michael Beightol	10/13/94	107.59	Cab fare and lunch
Postmaster	11/04/94	62.39	Postage
Deadline Express	11/09/94	47.80	Local messenger
Cellular One	11/09/94	248.01	Long distance
Preferred Bus Ctr	11/09/94	85.31	Transcript
Video Monitoring	11/09/94	177.64	Audio tape and transcripts
Preferred Bus Ctr	11/17/94	149.63	Transcript
Federal Express	11/09/94	37.80	Overnight shipment
Fleishman Hillard	10/31/94	233.75	Facsimile
Fleishman Hillard	10/31/94	15.90	Photocopies
Federal Express	11/09/94	21.75	Overnight shipment
Ruby Barcklay	10/28/94	38.59	Book
Gary Kisner	10/28/94	426.75	Dinner reception
AT&T	10/12/94	83.33	Long distance
United Parcel	11/09/94	70.00	Overnight shipment
Fleishman Hillard	10/31/94	.30	Photocopies
Deadline Express	10/26/94	95.95	Local messenger
Fleishman Hillard	10/31/94	43.75	Facsimile
AT&T	09/30/94	254.14	Long distance
Airborne Express	09/13/94	32.47	Overnight shipment
Fleishman Hillard	08/31/94	28.00	Data processing supplies

FLEISHMAN-HILLARD, INC. DISBURSEMENTS

INDUSTRIAL DEVELOPMENT BOARD OF NORTHERN IRELAND

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Fleishman Hillard	08/31/94	57.90	Photocopies
Fleishman Hillard	09/01/94	118.83	Duplicating and assembling
MCI	11/10/94	39.32	Long distance
Deadline Express	10/26/94	38.90	Local messenger
Fleishman Hillard	10/31/94	<u>2.50</u>	Facsimile
OCTOBER TOTAL		\$2,518.30	
<u>November Expenses</u>			
Stacy Dixon	11/30/94	3.15	Telephone
Deadline Express	11/30/94	25.25	Local messenger
Deadline Express	12/09/94	6.50	Local messenger
Deadline Express	12/28/94	84.30	Local messenger
Fleishman Hillard	11/30/94	22.50	Facsimile
MCI	12/15/94	16.96	Long distance
News Broadcast Network	11/15/94	4,515.00	Radio advertising
MCI	12/15/94	145.37	Long distance
Video Monitoring	12/28/94	51.37	Transcript
Federal Express	11/30/94	9.00	Overnight shipment
Fleishman Hillard	11/30/94	50.00	Facsimile
Fleishman Hillard	11/30/94	16.20	Photocopies
Fleishman Hillard	11/30/94	36.00	Secretarial overtime
Di Donato	11/30/94	1,139.82	Design, printing and delivery

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

INDUSTRIAL DEVELOPMENT BOARD OF NORTHERN IRELAND

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Deadline Express	11/30/94	38.90	Local messenger
MCI	12/15/94	429.52	Long distance
Fleishman Hillard	11/15/94	4.20	Issue of Chicago Business
Fleishman Hillard	11/30/94	65.10	Photocopies
Fleishman Hillard	11/30/94	8.75	Facsimile
MCI	12/15/94	14.56	Long distance
Fleishman Hillard	11/30/94	.30	Photocopies
Fleishman Hillard	11/30/94	12.50	Facsimile
Deadline Express	11/30/94	13.45	Local messenger
MCI	12/15/94	10.00	Long distance
Fleishman Hillard	11/30/94	<u>22.50</u>	Facsimile
NOVEMBER TOTAL		\$6,741.20	
<u>December Expenses</u>			
Airborne Express	12/16/94	12.10	Overnight shipment
KPCC-FM	01/11/95	386.75	Underwriting fee
Michael Beightol	01/12/95	254.44	Meals
Melissa Varady	12/29/94	47.25	Biography fee

FLEISHMAN-HILLARD, INC. DISBURSEMENTS  
INDUSTRIAL DEVELOPMENT BOARD OF NORTHERN IRELAND

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
WBEZ-FM	01/11/95	525.00	Five radio spots
Stacy Verne Dixon	12/29/94	1.89	Telephone expense
Luce Press Clippings	01/11/95	28.64	Reading and clipping
Fleishman Hillard	12/28/94	36.75	VHS copy
Konen Advertising	02/08/95	2,063.40	Printing brochures
Di Donato Assoc.	12/28/94	735.00	Duplicate printouts of case histories and newsletters
Press, Type & Copy	12/28/94	10.76	Color copies
Press, Type & Copy	12/28/94	7.09	Color copies
Alphagraphics	01/11/95	73.50	Laser copies
Michael Beightol	12/14/94	27.76	Mileage & parking
Gary Rudnick	12/29/94	12.00	Cab fare
Michael Beightol	12/14/94	18.00	Lunch meeting
Postmaster	01/03/95	.29	Postage
MCI	12/16/94	423.24	Long distance
AT&T	12/16/94	24.38	Long distance
WBEZ-FM	01/11/95	525.00	Radio spots
Federal Express	12/16/94	27.00	Overnight shipment
Fleishman Hillard	12/31/94	12.00	Ground transportation
Fleishman Hillard	12/31/94	2.70	Photocopies
Fleishman Hillard	12/31/94	152.50	Facsimiles

FLEISHMAN-HILLARD, INC. DISBURSEMENTS  
INDUSTRIAL DEVELOPMENT BOARD OF NORTHERN IRELAND

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Larose Advertising	12/28/94	3,011.43	Design and mock-up charges
Michael Beightol	01/12/95	4,159.27	Mileage, cab fare, tolls, parking and air transportation
Postmaster	01/03/95	1.27	Postage
Deadline Express	01/19/95	39.90	Local messenger
MCI	12/16/94	50.12	Long distance
Fleishman Hillard	12/31/94	.60	Photocopies
Fleishman Hillard	12/31/94	<u>15.00</u>	Facsimiles
DECEMBER TOTAL		\$12,685.03	
GRAND TOTAL		<u>\$34,086.35</u> =====	

## FLEISHMAN-HILLARD, INC. DISBURSEMENTS

GOVERNMENT OF ANGOLA

<u>Vendor Name</u>	<u>Date</u>	<u>Amount</u>	<u>Description</u>
Robert Cabelly	12/29/94	177.00	Dinner meeting
Robert Cabelly	01/12/95	73.15	Lunch meeting
Bell Atlantic	12/15/94	81.78	Long distance
DHL Airway	01/11/95	63.00	Overnight shipment
AT&T	12/15/94	5.52	Long distance
Cellular One	12/15/94	.84	Long distance
AT&T	01/17/95	110.81	Long distance
Fleishman Hillard	12/31/94	<u>6.50</u>	Facsimile
DECEMBER TOTAL		\$518.60	

**Schedule 17**

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above?

If yes, respond to the remaining items in this Section V.

To the best of its knowledge, Fleishman-Hillard was involved in the preparation and dissemination of political propaganda as defined in Section 1(j) of the Act during this 6 month reporting period on behalf of The Embassy of the Republic of Turkey and The Government of Angola.<sup>2/</sup> Accordingly, Fleishman-Hillard is in the process of preparing answers responsive to the questions in Section V for these two foreign principals. These items will be forwarded to the Justice Department as soon as practicable.

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<sup>2/</sup> 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.

# County of Los Angeles FIRE DEPARTMENT

## **NEWS RELEASE**



FOR FURTHER INFORMATION, CALL  
COMMUNITY RELATIONS - (213) 881-2413  
COUNTY OF LOS ANGELES FIRE DEPARTMENT

CONTACT: Captain Steve Valenzuela  
Date Issued: October 10, 1994

**R. MICHAEL FREEMAN**  
FIRE CHIEF

FOR IMMEDIATE RELEASE

## **SUPERSCOOPERS ARRIVE!**

### **COUNTY OF LOS ANGELES FIRE DEPARTMENT EVALUATES UNIQUE WATER SCOOPING AND DROPPING AMPHIBIOUS AIRCRAFT**

Two Canadair CL-215T SuperScooper aircraft have arrived and will begin a testing and evaluation process to be ready to combat wildland brush fires in Los Angeles County. These unique water scooping amphibious aircraft will begin active duty on Thursday, October 13, 1994, following a comprehensive two-day training program.

On Tuesday, October 11 and Wednesday, October 12, 1994, training exercises, water and foam dropping demonstrations will be conducted giving County firefighters an opportunity to evaluate the use and application of this new addition to the Fire Department's fire fighting arsenal.

These fire fighting aircraft have been made available for testing through the action of the Los Angeles County Board of Supervisors. This extraordinary international public/private partnership has brought together the County, Bombardier Inc., which manufactures Canadair's aircraft and the California Insurance Industry, in an effort to assist firefighters in reducing the loss of life and property due to wildfires.

County Fire Chief P. Michael Freeman is looking forward to the prospect of having two planes to test for up to 90 days. Chief Freeman stated, "I am very pleased with Bombardier's decision to underwrite the funding of the second Canadair SuperScooper for this evaluation period. Having two of these aircraft at our disposal will enhance our fire fighting resources and provide us with a variety of opportunities to utilize the SuperScooper while working alone or in tandem."

Last August, a joint meeting sponsored by the County of Los Angeles Fire Department and the Personal Insurance Federation of California, was held to explore the possibility of forming a public/private partnership and to address the use of the SuperScooper.

- MORE -

In September of 1994, the Board of Supervisors authorized Chief Freeman to lease one Canadair SuperScooper aircraft for a test period of up to 90 days. A lease agreement was then signed with the Province of Quebec, which owns and operates the aircraft. California insurance companies have also pledged additional financing to help offset the cost to Los Angeles County for the first aircraft.

Raymond Mathieu, Canadair's Director of Marketing for North and South America said, "We are very pleased that the County of Los Angeles Fire Department has initiated this testing effort. Our SuperScooper aircraft is the only one in the world designed and built specifically to fight fires and we believe it can be of tremendous benefit to the people of this area in stopping wildfires before they reach disastrous proportions. We are extremely impressed by the degree of commitment and professionalism that the County is applying in this project. While we appreciate the budgetary constraints facing the County, we also recognize the fact the most of our operators use the aircraft in tandem for optimum effect in the initial attack. This is why we have committed to fund the introduction of the second SuperScooper."

The Canadair SuperScooper is an amphibious aircraft capable of skimming bodies of water, scooping up a load of 1,410 gallons in 10 to 12 seconds and depositing it (mixed with foam if desired) on fires. It's unique strength is the ability to make repeated fire assaults for up to four hours, delivering large quantities of suppressant, without having to land. During the past 25 years of use, the SuperScooper has proven to be an effective fire fighting tool in other areas of the world, particularly in the Mediterranean Basin.

James A. Snyder, President of the Personal Insurance Federation of California said, "We welcome this opportunity to be a part of a process which may lead to more security from fire for our customers and the other citizens of Southern California. The SuperScooper has great potential to protect our neighbors' lives and property."

Canadair pilots and County firefighters together have identified between 12 and 15 bodies of water, including lakes, reservoirs and areas of the Pacific Ocean as potentially suitable to the needs of the aircraft in scooping water. The SuperScooper requires a body of water at least 2000 feet long, 300 feet wide and six feet deep from which to scoop its full load.

"It is our determination, that there are suitable bodies of water within easy striking distance of virtually all areas of high fire danger in the County." Chief Freeman said. "This availability of water will help us conduct a reliable and effective test of the aircrafts' capabilities."

The SuperScooper will be based at Van Nuys Airport in space made available by the City of Los Angeles through the cooperation of City Fire Chief Donald Manning and his Department.

- PAGE 3 -

Throughout the evaluation period, the SuperScoopers will be on standby for any and all actual fire situations in the County and may also be made available for emergencies outside the County. The aircraft will also be involved in various simulated situations and demonstrations as part of the evaluation procedure. The evaluation process for the County of Los Angeles Fire Department will be under the direction of Deputy Fire Chief Darrell Higuchi.

"When these tests are completed, we will have a much better idea of whether the SuperScooper will fill a void in our fire fighting capabilities and just how well the aircraft integrates into our existing complement of fire fighting assets," Chief Freeman said.

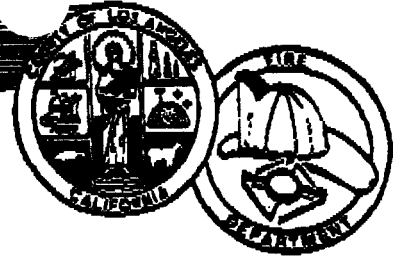
The lead aircraft will have a three-person crew, two pilots from the Province of Quebec and one from the County Fire Department. The pilots from Quebec are experienced SuperScooper fliers who have logged thousands of hours fighting fires in Canada and elsewhere in the world.

A 24-hour SuperScooper hotline 1-800-900-0335 has also been set-up with pre-recorded information on this unique firefighting aircraft. For additional information, please contact Captain Steve Valenzuela in the Community Relations Office at (213) 881-2413 or Cynthia Coulter at Fleishman Hillard at (213) 629-4974.

###

COUNTY OF LOS ANGELES  
**FIRE DEPARTMENT**

**NEWS RELEASE**



FOR FURTHER INFORMATION, CALL  
COMMUNITY RELATIONS - (213) 881-2413  
COUNTY OF LOS ANGELES FIRE DEPARTMENT

CONTACT: Captain Steve Valenzuela  
Date: August 23, 1994

**P. MICHAEL FREEMAN**  
FIRE CHIEF

**FOR IMMEDIATE RELEASE**

**SUPERSCOOPER COMING TO SOUTHERN CALIFORNIA  
LA COUNTY BOARD OF SUPERVISORS APPROVES TEST**

Today the Los Angeles County Board of Supervisors approved Los Angeles County Fire Chief P. Michael Freeman's, request to seek private and public financial support and begin negotiating a lease agreement to bring the Canadair CL-215T "Superscooper" to Southern California early this fall. With the Board of Supervisor's approval Fire Chief Freeman may now start negotiating to bring the Superscooper to Los Angeles County for a minimum 30 day test period, not to exceed 60 days.

Chief Freeman said, "This unique aircraft will be integrated into our initial air attack on brush fires, especially in urban interface areas. Given the losses suffered in Los Angeles County alone, last year, we feel that it is important to review and evaluate this technology which is capable of dropping large amounts of water on wildland fires in their earliest stages."

While the action taken today was initiated by the County Board of Supervisors the effort to bring the Superscooper to Los Angeles County will be a joint effort. At an initial planning meeting, the County Fire Department was joined by the Insurance Industry, Canadair, the State Fire Marshall's Office, California Department of Forestry and Fire Protection, neighboring fire departments which include City of Los Angeles, Orange County, Ventura County, and the U.S. Forest Service, and all parties have agreed to assist in the test. "I'm pleased that we've all come together to participate in this test. We all have a stake in protecting lives and property," said Freeman.

"Since the past 's devastating fires, we in the insurance industry realize traditional methods of providing assistance to homeowners is going to require a different approach. We view our participation in this test as a co-operative effort to demonstrate the industry's desire to promote more public/private partnerships to better service the taxpayer and our customers," explained James A. Synder, President, Personal Insurance Federation of California.

The 1993 catastrophic fires in Malibu and Altadena, and in surrounding counties, provide compelling reasons for the fire service to explore potential improvements in method and technology to knock down wildland fires in the initial attack. The County Fire Department Wildfire Safety Panel recommended a broad range of fire prevention changes that are now being undertaken. The Fire Department has also established Operation Firestop to focus on codes, operations, training, and community awareness.

During the Fire Department's review of technology, new options are being considered for application at the initial point of fire attack. Among the air attack resources available today is the CL-215T-Superscooper. The aircraft was uniquely designed to scoop up 1,400 gallons of water from the ocean, lakes, rivers or reservoirs in about 10 seconds and deliver the water to the fire. The aircraft can stay in the air between 4 to 5 hours without returning to base for refill. The aircraft also carries on board class "A" biodegradable foam which can automatically be mixed with the water as the aircraft is scooping.

"This aircraft is not to be viewed as a panacea or that it alone can save the day—but properly integrated into the current fire management system the CL-215T can deliver thousands of gallons of water or fire fighting foam as soon as the fire is detected. The aircraft working along with other area resources such as helicopters to improve the effectiveness of the system as well as assist in improving conditions for the valued ground crews," said Raymond Mathieu, Canadair's Director of Marketing for North and South America.

The Superscooper aircraft will be leased from the Canadian Province of Quebec since this is the closest source for lease of the latest state of the art aircraft. The aircraft has been successfully integrated into aerial fire fighting systems around the world in countries such as Canada, France, Spain, Greece, Italy and Yugoslavia.

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● international  
**investment**  
*forum*  
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**A SPECIAL REVIEW  
 OF THE BELFAST  
 INTERNATIONAL  
 INVESTMENT FORUM**

*"I only ask you to recognize that there is a society {here} bursting with the desire to succeed, to put the past behind it and to exploit its undoubted potential."*

**-John Major**  
 British Prime Minister

## Investment Forum Builds Momentum

They came. They saw. And they left very impressed.

In mid-December, hundreds of business leaders from around the world arrived in Belfast, at the invitation of British Prime Minister John Major, to see firsthand what the region has to offer. After a two-day series of meetings with government officials and corporate leaders, the business executives left the International Investment Forum with a better sense of the opportunities that Northern Ireland offers to companies planning to conduct business in Europe.

More than 250 business leaders were joined by an equal number of the global media. Television satellite trucks lined the streets surrounding the refurbished Europa Hotel, the Forum's four-star, world-class venue.

Hotels throughout Belfast and suburbs were booked fully by business executives and members of

the media, adding to the crowds of festive, pre-Christmas shoppers that packed an already bustling city.

"The Northern Ireland of today and tomorrow is not the Northern Ireland of 25 or 50 years ago," Major told an audience of 270 at the Forum's opening black-tie dinner. "I am not asking you to be less than hard-headed about your business decisions. I only ask you to recognize that there is a society {here} bursting with the desire to succeed, to put the past behind it and to exploit its undoubted potential."

U.S. Commerce Secretary Ron Brown, offering the full support of the Clinton Administration, led a delegation of American business leaders to the Forum. Brown told the gathering that President Clinton is committed to helping stimulate economic growth in the region by encouraging private investment.

CONTINUED ON PAGE 4



Prime Minister Major Lends Full Support To Building Strong Ties With U.S. Business and Political Leaders

British Prime Minister John Major (right) joined the recent International Investment Forum, delivering the event's keynote address, and lending his

# New Investments Announced At Belfast Forum



## Seagate Hosts Site Visits

Seagate Technology, along with other international companies, hosted site visits for political leaders, business executives and members of the news media during December's International Investment Forum, sponsored by IDB. Michael Caulfield, Managing Director, Seagate Technology (Ireland)(right) and Patrick Bonnie, Seagate's Vice President of Recording Head Operations (second from right) meet U.S. Secretary of Commerce Ron Brown (second from left) and John Hume (center) Member of Parliament and Member of European Parliament outside of Seagate's new facility in Londonderry.



## Concorde a Hit With Reporters and Delegates

Delegates and the media traveled in style from London's Heathrow to Belfast for the International Investment Forum. British Airways made available to IDB guests the option of flying "supersonic" to the Forum onboard the ultra-sleek Concorde. At the Forum's end the next day, guests returned to London also on the Concorde.

Prime Minister Major's speech at the International Investment Forum opened with the announcement of a \$113 million package of new investment from five top worldwide companies including Du Pont, Ford, NACCO Materials Handling (Hyster), British Telecom and Fujitsu.

"The end of sectarian strife has unleashed business confidence which was already on a rising curve," said Major, referring to the high levels of retail, commercial and industrial investment attracted to Northern Ireland in recent years.

Du Pont, the American chemicals group, plans to invest an additional \$20 million to develop prototype technologies for the production of Lycra fiber. Research and development will take place at the company's existing Maydown facility.

At the same time, Ford will invest \$22.5 million to aid in the production of a new range of car engine fuel system components at the company's West Belfast plant. The investment will lead to the plant's supplying of automotive components to the North American market for the first time. Next year, Ford in Belfast will begin exporting parts to their plant in Chihuahua, Mexico, where the parts will then be built into American versions of Ford's Contour world car.

NACCO Industries Inc., of Cleveland, Ohio, plans to spend \$16.5 million to consolidate the role of its Craigavon plant as its source for 2-3 ton Hyster and Yale lift trucks. More than 100 new jobs will be created through the new investment.

In addition to the investments made by American companies, Fujitsu of Japan and British Telecom also announced significant reinvestments. Fujitsu will spend \$5.25 million on a new West Belfast factory making telecommunications equipment, while British Telecom plans to spend \$45 million to relocate its Belfast staff and to recruit an additional 113 people at its Enniskillen customer service center.

The Prime Minister said that investments such as those by Du Pont, Ford, NACCO, Fujitsu and British Telecom are the best way of cementing the historic peace deal. Confirmation that established companies are expanding their activities is seen as vital to building confidence among potential inward investors.

Since the Belfast Forum, Korean-based Daehwa Metal Company announced that it will establish an \$11 million facility in Northern Ireland, which will provide high quality and high precision metal components to companies including Daewoo Electronics, also of Korea.

# Political Leaders Promote Peace, Prosperity and Opportunity

More than 250 business people from around the world heard the resounding rhetoric of peace and the promises of business opportunity from British Prime Minister John Major and U.S. Secretary of Commerce Ron Brown at Belfast International Investment Forum in December.

Prime Minister Major spoke of Northern Ireland's investment advantages, including a skilled labor force, attractive incentive packages and easy access to the European market. In addition, Major announced new investments by Du Pont, Ford, NACCO, Fujitsu and British Telecom, each already investors in Northern Ireland.

Secretary Brown, who led a 50-member U.S. team to the Forum, was also joined by seven influential representatives of American-owned subsidiaries in Europe.

Following are highlights of remarks made during the Forum by the two political leaders:

Prime Minister John Major:

- "Northern Ireland has a new beginning. I want to keep up the momentum. I want people to seek, with the minimum delay, the benefits peace is bringing to commerce, to industry, to everyday life."
- "The modern investor looks for technological excellence. You will find it here. Northern Ireland has a vibrant network of industrial and academic collaboration..."



Frank Hewitt, (right) IDB's Deputy Chief Executive, welcomes to the International Investment Forum the Governor of Massachusetts, William Weld (left), and John Duffey of the U.S. Presbyterian Church.

- "In the manufacturing sector, almost half of the workforce in Northern Ireland is employed by some 175 overseas companies."
- "Some of the biggest names in American business - Hyster,

Ford, Du Pont, Fruit of the Loom and more recently, Seagate - have opened plants here, committing hundreds of millions of dollars..."

U.S. Secretary of Commerce Ron Brown:

- "There are 40 U.S. companies now operating in Northern Ireland, employing about 9,000 persons. Some, like Du Pont and Ford, have been here for more than 30 years. Others, like Seagate Technology, are relative newcomers that have also recognized the profit potential of investing here."
- "My task as Commerce Secretary is to speed economic growth and bring new opportunities to the American people — to help America compete in and trade with an increasingly integrated world. But our economic growth must take place within a growing worldwide economy, where the technology and expertise we offer become tools with which regions can create their own prosperity, and both parties can benefit."
- "The virtues of the Northern Irish economy are becoming well known to Americans: the high educational level and intense motivation of the workforce here; economic and transportation links to the European Union; close cultural ties and a common language."



## U.S. and Northern Ireland Sign Tech Accord

December's International Investment Forum was the occasion of an historic agreement between the United States and Northern Ireland to share technology. All smiles for the signing event were U.S. Secretary of Commerce Ron Brown (seated left) and Secretary of State for Northern Ireland Sir

# Positive News Prevailed in Coverage of Forum

"The images purveyed to television viewers from Tokyo to Toronto will have conveyed an impression of a bright future for Northern Ireland." This quote from The Irish Times sums up the positive response of the international media in regard to December's International Investment Forum in Belfast. The media saw a positive future for Northern Ireland and discussed topics including the progression of peace, establishment of the pilot training program, new investors and the business advantages of the region.

Peace was clearly a hot topic. Nearly every story mentioned the difference peace has made in everything from the general atmosphere to the number of companies investing in Northern Ireland. It was noted by the Daily Express that "...the Ulster people were experiencing an environment of normality many had not known for 25 years." The press recognized the impact that peace was having on investment in Northern Ireland. In fact, Reuters ran a headline proclaiming "Fruit of the Loom Chief Sees Benefits from Irish Peace."

The Chicago Tribune also mentioned that Bill Farley, Chief Executive Officer of Fruit of the Loom, thought that other companies would invest in Northern Ireland. Similarly, the Daily Express hailed peace as bringing a \$120 million pilot training program to the country.

The media praised the pilot program, which will create at least 1,000 new jobs for people in the most

economically deprived areas of the Northern Ireland. The Irish News headlined its front page with "Economic Blueprint to Provide Jobs Bonanza." The article applauded the initiative as one of many positive announcements to come out of the Forum.

The press widely reported the announcement of expanded investments by five top foreign companies. The media cited Du Pont, NACCO, British Telecom, Ford and Japanese electronics manufacturer Fujitsu, as the companies expanding investments in Northern Ireland. The Chicago Tribune's "Investor's show support for Northern Ireland" and CNN's coverage of Prime Minister Major's announcement of a \$113 million investment program for Northern Ireland, did their part to encourage perceptions about Northern Ireland as a land of vast investment opportunities. CNN addressed how the increased investments are bringing new and better jobs into the region.

The practical advantages of investing in Northern Ireland were not lost in the glitz and glamour of the forum. PBS, Reuters, Associated Press and the Chicago Tribune all mentioned why it is preferable to invest in Northern Ireland. Ward's Automotive International, a leading trade publication, also reported that "Northern Ireland's low labor costs and developed infrastructure are uniquely positioned to supply the European Union."

*"The virtues of the Northern Irish economy are becoming well known to Americans: the high educational level and intense motivation of the workforce here; economic and transportation links to the European Union; close cultural ties and a common language."*

**-Ron Brown**  
U.S. Secretary of Commerce

For additional information on IDB and investment opportunity in Northern Ireland, call us at:

800-432-6022  
IDB

Or contact our regional offices at:

## CHICAGO

2201 Waukegan Road, Suite South 150  
Bannockburn, IL 60015  
Tel (708) 945-2908, Fax (708) 945-2988

## LOS ANGELES

550 North Brand Boulevard, Suite 990  
Glendale, CA 91203  
Tel (818) 547-3716, Fax (818) 547-4053

## SAN JOSE

181 Metro Drive, Suite 780  
San Jose, CA 95110  
Tel (408) 441-0544, Fax (408) 441-0547

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## Investment Forum (continued from page one)

At the Forum, Prime Minister Major announced a \$113 million package of investments from five international companies planning to expand existing operations in Northern Ireland. Among the companies announcing expansion projects were Ford, Du Pont, NACCO Materials Handling (Hyster), Fujitsu and British Telecom.

U.S. firms account for the largest share of investment in Northern Ireland, and President Clinton has announced that he will host a follow-up conference in Washington next May to encourage others to invest there.

Among the features of the Forum were site visits to some of the 170 foreign companies operating

successfully there, arranged by the Industrial Development Board for Northern Ireland.

Seagate Technology hosted a visit for 20 executives and media. Patrick Bonnie, Seagate Vice President of Recording Head Operations, told his guests that the company's choice of Londonderry was made over 12 other sites from around the world.

Bonnie said personal safety was not a factor in choosing Northern Ireland. "The community support (in Derry) was the best we have ever seen," Bonnie said. "The universities here are world-class, and they produce first-rate engineering and management people."

Site visits were also made to American Home Products, Du Pont, Ford, Northern Telecom, Bombardier, Fruit of the Loom, and other multi-nationals.

# BOTTOM LINE

## YOUR REVIEW OF INTERNATIONAL INVESTMENT IN NORTHERN IRELAND

### In This Issue:

#### GLOBAL INVESTMENT SOARS

A Review of the Most Successful Year Ever

#### TOURISM

Radisson and Hilton to Establish Northern Ireland Facilities

#### NEWS BRIEFS

Northern Ireland News Summary

#### TECHNOLOGY

Daewoo Electronics' Expansion

## Business Confidence Grows; Economic Boom Predicted

### INVESTMENT

The last several weeks have seen an outpouring of social, political and business news from Northern Ireland. The events of late offer the prospect for an unrivaled economic boom in the near future.

The recent political progress comes at a time when Northern Ireland is attracting record levels of new investment from around the world.

In the last two years alone Northern Ireland has attracted \$500 million of new manufacturing investment, and last year, the region outperformed any other part of the United Kingdom attracting 14 percent of total foreign direct investment into Britain compared with a population share of two and a half percent.

"American companies investing in Northern Ireland are likely to reap tremendous rewards," said James Gray, head of IDB's North American operations. "Already, U.S. companies like Ford, Fruit of the Loom, Du Pont and Seagate, who recognized early the advantages of investing in Northern Ireland, are poised for even greater success there."

IDB's recent track record at recruiting companies has generated more than \$300 million in

U.S. investment in the last 18 months. This is likely to be the beginning of a new wave of U.S. investment, Gray said.

Business confidence in the region is soaring right now. Over the summer, an influential British business journal reported that of all the regions throughout Great Britain, confidence was highest among executives based in Northern Ireland.

"There is a palpable sense of excitement in the business community right now that most certainly extends to our American friends at work there," Gray said. "The feeling is Northern Ireland is where the action is right now."

Even before recent political developments, Northern Ireland was one of the bright spots in what has been a slow-to-recover European economy.

In addition to soaring business confidence, regional GNP had surged, and factory orders were ahead of the same period a year ago.

"The international media has focused a lot of attention on the economic prospects for areas like Vietnam and South Africa," Gray said. "Right now, the smart money is on Northern Ireland because the region is already providing a solid return on investment for the global companies there."



### Bottom Line:

*"The high quality of the workers combined with our technical expertise has resulted in productivity exceeding projections. This, when combined with consistent and reliable quality, has given us the competitive edge."*

# 1994: Northern Ireland's Best Year Ever

## GLOBAL INVESTMENT SOARS

In the international investment arena, Northern Ireland continues to achieve remarkable success. During the past year, the region won more than six times its per capita share of all greenfield investment coming into the United Kingdom. The IDB has reported its most successful year ever, during which it announced projects from 26 overseas investors worth approximately \$450 million, and with an employment potential of 2,300 jobs.

These companies recognize Northern Ireland as an ideal springboard into Europe with its skilled and available local workforce, efficient business and transportation systems, low operating costs and generous incentive packages.

The cost advantage of a Northern Ireland operation was an important consideration for

Korean company Shinsung Industrial, which is establishing a printed circuit board plant in Ballymena, County Antrim. The factory will produce components on a 'just in time' basis for other Asian electronics companies in Europe. These will include another Korean company - Daewoo Electronics, which has a state-of-the-art video cassette recorder plant in Antrim and is in the middle of a \$22.5 million expansion program.

Seagate Technology, the largest disk drive manufacturer in the world, and a company valued at nearly \$3 billion, announced their plans to build a new \$65 million plant in Londonderry.

And in a further show of commitment to the region, Seagate also announced plans to create a \$20 million research and development center to explore new applications for thin-film magnetic recording technology.

***"U.S. investment jumped to \$300 million in the last 18 months, double 1991 levels, says the government's Industrial Development Board. The upswing started even before the cease-fire, which is expected to spur further activity."***

***- Crain's New York Business (October 10, 1994)***

***"Other local businesses — United Technologies, Du Pont, Fruit of the Loom — made us feel good about coming here."***

***-Al Shugart***  
Chairman, President and Chief Executive Officer  
Seagate Technology

***"The company looked at other sites in Europe but decided on Northern Ireland because of the availability of good, quality, easily trained people with a strong work ethic."***

***-Gary Chow***  
Chairman  
Benelux

***"Putting Belfast on the Hilton map is a strategic step in our global expansion program and one of which we are proud."***

***-Tommaso Zanzotto***  
Chief Executive  
Hilton International

### Some companies investing recently in Northern Ireland include:

Company - (N.I. Subsidiary)	Products/Services
Arntz Belting, Germany	Power transmission belts
AVX/Kyocera, United States/Japan	Multilayer ceramic and hybrid surface mount capacitors
Daewoo Electronics, Korea	VCR head mechanisms
Digital Equipment Corporation, Maynard, Massachusetts	Computer supply, maintenance and consulting
Ford Motor Company, Detroit	Motor car components
Fruit of the Loom Inc., Bowling Green, Kentucky	Cotton yarn apparel and other textile products
International Business Machines, New York - (IBM UK Ltd.)	Supply and service of computer hardware and software
Michelin, France	Tire manufacturer
Montupet, France	Aluminum car components
Ryobi Aluminum Castings, Japan	Aluminum transmission and clutch castings
Seagate Technology Inc., Bloomington, Minnesota	Thin film heads
3M Company, St. Paul, Minnesota	Pressure sensitive tapes
VF Corporation, Reading, Pennsylvania - (Lee Apparel (UK) Ltd.)	Leisurewear

### Bottom Line:

***A package of new investment from five international firms, Ford, Du Pont, NACC was announced during the recent International Investment Forum in Belfast. British investment in Northern Ireland is on the rise and is becoming more evident day by day. Northern Ireland now has ever***

# Radisson and Hilton to Establish Northern Ireland Facilities

## TOURISM

Both Radisson Hotels International and Hilton International have recently announced substantial investment plans in Northern Ireland. The plans for both companies will help to further establish Northern Ireland's tourism business as one of great growth potential.

Radisson Hotels' development plans for Ireland's first four-star hotel, golf and country club resort in Limavady on the North Coast.

"Radisson's entry into Northern Ireland's tourism market will improve worldwide perceptions of the destination and bring international standards of management, marketing and operations to our hotel industry," said Hugh O'Neill, Chairman, Northern Ireland Tourist Board.

The 70 room hotel and country club will sit on a 155-acre development, and is expected to cost \$12 million. It will be the first four-star hotel in the North West and the first in Northern Ireland to boast its own 18-hole championship golf course. It will also feature the historic Roe Park House which will be restored to its original country house charm.

"We are very pleased to introduce the Radisson name to Ireland with this outstanding hotel and country club development which reflects the high quality of the Radisson organizations around the world," said Peter Blyth, Executive Vice President of Development, Radisson Hotel's International.

At the same time, Hilton International announced plans to build a luxury hotel in Belfast. The joint venture with Belfast-based real estate development company Ewart PLC, will cost more than \$26 million, providing a 187 room luxury hotel in the center of Belfast.

Construction of the hotel will begin in early 1995, with completion expected by late 1996 or early 1997. The hotel will be a part of a river front development which will include a 2,250-seat concert hall and conference center, office space, shopping centers and parks. In all, total investment at Laganbank will reach more than \$200 million.

This announcement directly reflects the improving trend in Northern Ireland's economic climate. "The hotel sparks bright hopes for the future and is an important vote of confidence in the city," said Hugh Smyth, Belfast's lord mayor.



Belfast's Lord Mayor Hugh Smyth shakes hands with Tommaso Zanzotto, Chairman and Chief Executive of Hilton International at the Hilton contract signing. Pictured from left to right are Paul McWilliams, Ewart PLC Chairman, Sir Patrick Mayhew and the Duke of Abercorn, Chairman of the Laganaside Corporation.

SPECIAL  
INVESTMENT  
EDITION

## NEWS BRIEFS

- Norbrook Laboratories Limited recently announced its plans to create 235 new jobs through an additional investment of \$57.6 million at its Newry factories. The program will allow the company to expand into the field of human pharmaceuticals.
- Minnesota-based Cray Research, Inc., the world's leading high performance computer manufacturer, recently announced a high performance computing venture with The Queen's University of Belfast. This venture could lead to major advances in areas ranging from aircraft design and medical imaging to weather forecasting and video-on-demand technology. Under the agreement, Queen's University will develop advanced software for use on a range of parallel machines produced by Cray.
- Mackie International, based in Belfast, will design and supply water and sewage treatment plants after signing its largest ever single contract with an Argentina water sanitation firm. Mackie recently diversified into lucrative environmental water treatment products.
- Londonderry's Du Pont chemical plant, which runs an annual diet competition for its employees as part of a \$1.5 million health and fitness program, was recently named the U.K.'s healthiest company. The company's site is the inaugural winner of the Working for Health Award given by the Wellness Foundation.
- The 32nd annual Belfast Arts Festival, the largest arts festival in Ireland, took place November 7 through November 27. This year's festival hosted the best of the international performing arts as well as three of the best theatre companies in Ireland. Festival events ranged from orchestra concerts to comedy and cabaret, from jazz and blues to poetry lectures and literature and from children's

Materials Handling, Fujitsu and British Telecom, worth more than \$110 million  
Prime Minister John Major commented "The evidence of opportunity is all

# Europe's First Fully Integrated VCR Production Unit Coming

## TECHNOLOGY

Daewoo Electronics has announced plans to expand its Northern Ireland operations and become the first fully integrated video cassette recorder production unit in Europe. The expansion will create an additional 250 jobs for Daewoo's existing Antrim manufacturing plant by the end of 1995.

Daewoo Electronics plans to manufacture deck mechanisms at Antrim that were previously imported from Korea. These components are the most important parts in VCRs, as they comprise the front loading device and the spinning drum that records and plays back from the video tape.

"Within five months of our decision to locate in Northern Ireland, the IDB handed over to us a purpose-built 100,000 square foot factory to house our European video cassette recorder manufacturing operations. This practical help played a major part in ensuring the fastest start-up possible for our European operations," said Dy Kan, Director, Daewoo Corporation.

Daewoo plans to increase its VCR output at

Antrim by 30 percent as part of a global strategy to expand its market share by 1996.

When the new project is complete, the site will be the only fully integrated VCR production plant in Europe. It will also consolidate the position of the Antrim plant within Daewoo's worldwide operation.

The project includes the construction of a new 4,000-square-foot factory, as well as an expansion of 1700 square feet to Daewoo's existing building. Advance equipment will also be installed for the manufacture of the deck mechanisms.

"We have been impressed by the dedication shown by employees at Antrim to the Daewoo spirit of continuous improvement and commitment to creativity and challenge," said Dr. S.H. Bae, President, Daewoo Electronics. Originally established in 1988, Daewoo currently employs more than 400 workers at Antrim.

Daewoo Electronics is one of 22 companies that comprise the Daewoo Group, one of the largest Korean conglomerates. The Group has an annual turnover in excess of \$28 billion and manufactures more than 3,000 products sold in 126 countries.

***"We are investing again in Northern Ireland in order to reinforce our current manufacturing activities. The high quality of the workers combined with pure technical engineering expertise has resulted in productivity exceeding projections."***

**-Dr. S.H. Bae**  
President,  
Daewoo Electronics

## Belfast Forum Draws International Investors

In December, hundreds of corporate executives and representatives of the international press corps gathered in Belfast for IDB's International Investment Forum, chaired by British Prime Minister John Major.

Corporate representatives traveled from the world over to see firsthand the dramatic changes taking place in Northern Ireland today. Ron Brown, U.S. Secretary of Commerce, represented the Clinton Administration, and pledged continued economic support.

Major announced a \$113 million package of investments from five international companies planning to expand existing operations in Northern Ireland. Major told the forum at the refurbished Europa Hotel that low business costs and an exceptional package of financial incentives makes Northern Ireland an attractive investment locale.

Among the companies announcing expansion projects were Ford, Du Pont, NACCO Materials Handling, Fujitsu and British Telecom.

### **Bottom Line:**

***U.S.-owned Analytical Bio-Chemistry (ABC) Laboratories will invest \$4.5 million in a contract research laboratory at Coleraine. The facility will target contracts from the chemical and agrichemical industry, and will also establish capabilities to service the pharmaceutical industry by 1997.***

**For additional information on IDB and investment opportunity in Northern Ireland, call us at:**

**800-432-6022**  
IDB

**Or contact our regional offices at:**

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