

For Six Month Period Ending **E 1 JUN 1996**
(Insert date)

Name of Registrant Old Name: Robinson, Lerer &
Montgomery/The Sawyer Miller Group Registration No. 3911
New Name: Bozell Sawyer Miller Group

Business Address of Registrant 1501 M Street, N.W., Suite 600
Washington, D.C. 20005

I—REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes ☐	No ☐
(2) Citizenship	Yes ☐	No ☐
(3) Occupation	Yes ☐	No ☐

(b) If an organization:

(1) Name	Yes ☒	No ☐
(2) Ownership or control	Yes ☐	No ☐
(3) Branch offices	Yes ☐	No ☐

2. Explain fully all changes, if any, indicated in item 1.

Name was changed from Robinson, Lerer & Montgomery/The Sawyer Miller Group to Bozell Sawyer Miller Group and proper amendment form was filed with the Justice Department.

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

See Attached

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From Baltimore to Bali

One of the issues that has resonated throughout the Republican presidential primary cycle is whether free trade, particularly overseas trade pacts like NAFTA, create or destroy U.S. jobs. As I listened to the candidates' campaign rhetoric during Maryland's primary, I realized how close this country is to selling out our children's future. This concern does not stem from fear of ballooning social security payments as much as from the seeming support for economic isolationism. Working for a big U.S. corporation is not the secure position it once was for Americans, but the answer to this employment anxiety is not increased isolationism - it is an increased commitment to international trade and the jobs which trade creates. Jobs, for example, created by U.S. exports to Indonesia.

Indonesia, the world's fourth largest country with 190 million people, illustrates how jobs are created and maintained through exports. In Baltimore, Ellicott Machine Corporation International has just closed a deal with the Indonesian government worth \$21.5 million to provide dredge equipment. As the world's leading producer of cutter suction dredges, since 1885, these export orders have Ellicott employees working six days a week, two shifts a day. Peter Bowe, President of Ellicott, states that "his employees know that these jobs are dependent upon our ability to export not only to Indonesia but some 75 foreign countries around the world."

Certainly, all 50 states have companies with similar stories concerning job creation and exports to Indonesia and Southeast Asia. However, all too often we fail to realize that jobs created for U.S. workers in another country is like creating jobs right here in our own backyard. In addition to increasing U.S. jobs overseas through foreign investment projects, Ellicott creates added job opportunities by contracting with local and regional vendors. Many of Ellicott's workers are unionized steel workers who understand that real job security is directly linked to U.S. companies, large and small, who can compete effectively in a rapidly changing global market place.

The message of economic isolationism feeds Americans' anxiety that we cannot compete in the world economy and therefore must retreat to within our own borders. This message purports that everything from NAFTA to the GATT/WTO is the selling out of the individual for the sake of the big multi-nationals. This is not the truth however, as exports to Indonesia demonstrate - U.S. jobs are created and maintained through exports. It is true that some lower-wage jobs and plants will be lost overseas, but significantly more higher-skill jobs will be created in America through an aggressive export strategy.

The Ellicott deal, financed through the U.S. Export-Import Bank, was featured as the cover story of their 1995 annual report as a small business success story. Further, the government of Indonesia has remained Ellicott's largest single customer throughout its history. Ellicott has also worked with Indonesia's private sector supplying dredge equipment to marine contractors and shrimp farm operators.

With average growth rates of 7% per year, the World Bank estimates that by the year 2010, Indonesia could become the world's sixth largest economy. Indonesia belongs to the Association of Southeast Asian Nations (ASEAN) which also includes Brunei Darussalam, Malaysia, the Philippines, Singapore, Thailand and Vietnam. ASEAN with a market of 400 million people is the U.S.'s third largest trading partner, and the fastest growing consumer of U.S. goods and services. By the year 2010, ASEAN will be a ten country grouping with 570 million people and a trillion dollar GDP. It will have outpaced Japan to become our second largest overseas trading partner. If U.S. companies do not position themselves now to aggressively enter maturing markets like Indonesia, U.S. jobs will continue to be jeopardized.

Many good American manufacturing jobs would not exist if U.S. companies did not trade and invest overseas. Penelope Menzies, Executive Director of the World Trade Center Institute in Baltimore notes, "Southeast Asian developing countries are buying metropolitan Baltimore products and expertise in areas such as infrastructure development, information technology and industrial equipment."

This economic imperative can be clearly seen through U.S. trade with Indonesia. U.S. exports to Indonesia are now estimated at more than \$2.5 billion per year. The U.S. Department of Commerce estimates that 16,500 U.S. jobs result from \$1 billion in exports. Using this calculation, exports to Indonesia alone accounts for over 40,000 U.S. jobs. The number for ASEAN is over 600,000 American jobs.

U.S. trade with Indonesia clearly demonstrates why the U.S. must remain a global economic leader. To carry on the American dream of our children having better jobs and opportunities than we did, our leaders need to position us for economic growth. That growth, for the next generation, is in countries like Indonesia and the rest of Asia, not the United States. Therefore, while concerns about a candidate's views on the national debt, moral character and the welfare system are important, it is also important to find out where they stand on free trade - because ours and our children's jobs depend on it.

Ernest Z. Bower is President of the U.S.-ASEAN Council, a co-sponsor of the World Trade Center Institute in Baltimore "Building Your Business in Indonesia" April seminar.

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INDONESIA EMERGES AS A GIANT AMONG EAST ASIAN ECONOMIES

Thirty years ago, Indonesia was on the brink of total disaster. The violence that ensued a failed military coup resulted in as many as one million people killed. Unemployment was rampant and people were starving. In 1965, Indonesia's cost of living index was an astronomical 36,000 percent. Bosnia today would pale in comparison to Indonesia 30 years ago. The only thing missing then was today's permeating media coverage.

Yet the transformation of the world's fourth largest country is nothing short of astounding. Since President Suharto took the reins of power in 1966, Indonesia has made tremendous economic strides. It has gone from being an impoverished, agrarian nation unable to feed its people to a dynamic economy which has adopted outward looking economic policies that have enabled labor intensive manufacturing industries to flourish. In the mid-1960's more than 60 percent of Indonesia's populace was in poverty. Today that figure is 14 percent. The cost of living index is now just over ten percent. Consequently, the Indonesian people's quality of life has improved in numerous ways. Life expectancy has increased by more than ten years over the last decade and the infant mortality rate has been reduced by half. Most importantly, economic progress under President Suharto has brought a prolonged period of political stability to Indonesia.

Within the next 20 years, Indonesia is expected to have one of the 10 largest economies in the world. Two years ago, the Clinton Administration declared Indonesia as one of "the world's top ten big emerging markets". There

is good reason for this; since 1987 trade between the United States and Indonesia has more than tripled. As Southeast Asia is the United States' fastest growing export market, Indonesia will play a significant role as the region's largest country with a population that dwarfs all of its neighbors. The United States is Indonesia's second largest export market and an important source of foreign direct investment.

Indonesia has also constructively worked with the United States, through the Asia Pacific Economic Cooperation (APEC) Forum, in pushing for trade liberalization in Asia by the year 2020. In 1994, the same year President Suharto hosted the APEC Leaders Meeting, Indonesia opened up nine sectors of its economy previously closed to foreign investment. Sectors which opened up included electricity, telecommunications, shipping, civil aviation, and drinking water. This change in law made it possible to have 100 percent foreign ownership without having to transfer majority control to Indonesian ownership at a later date.

Moreover, Indonesia and its ASEAN brethren are moving even faster than APEC to liberalize trade. Under the ASEAN Free Trade Agreement (AFTA), trade will be liberalized within ASEAN by the year 2003. Unlike APEC, AFTA will not be a reciprocal trade bloc. Foreign companies that invest in the ASEAN states before 2003 will not be subject to tariffs. Thus, American businesses would be wise to consider investing in Indonesia now in order to circumvent tariff walls and benefit from zero tariffs within.

Indonesia is also of geopolitical importance to the United States. The archipelago has three straits which connect the Indian and Pacific Oceans. Safe passage through these waterways is imperative to U.S. and Asian economic and

security interests. Indonesia has also been very helpful to the United States in its relations with other Asian countries. Indonesia played a major role in bringing together the warring parties in Cambodia, and works with all nations that make territorial claims in the Spratly Islands in trying to find a peaceful solution to that dispute. Further, it is virtually unknown that Indonesia provided assistance in helping free the captured U.S. helicopter pilot who was shot down in North Korea in December of 1994.

The aforementioned is not to imply that Indonesia is trouble free. Like any country, Indonesia has its share of problems. One problem stems from Indonesia's economic success - a growing middle class that wants a greater say in how decisions are being made. The Indonesian government feels uncomfortable with a free expression of these views and, at times, stifles dissent with a heavy hand. This has caused strain in U.S.-Indonesian relations over the promotion of human rights in various parts of the country (most notably, East Timor) and labor association freedom.

Another problem Indonesia must grapple with is how to balance economic growth with environmental protection. Indonesia possesses the third largest rainforest in the world and it is important that policies are in place that do not squander valuable resources. The protection of intellectual property rights is still a problem in Indonesia, but the government has had some success in curbing the pirating of books, music recordings, and computer software. Nonetheless, more work needs to be done on this front.

Overall, Indonesia plays a central and positive role in the promotion of U.S. economic and foreign policy objectives in the region. Yet, despite its size and geopolitical significance, Americans know little about Indonesia. The little

press attention Indonesia receives in America is negative. The stories tend to focus on human rights abuses in East Timor and the authoritarian nature of the Suharto regime. While Indonesia's problems should be reported on, so too should the country's prospects. This would enable Americans to have a better understanding of what is becoming an increasingly important country.

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Tim Clarke	Editor	Interactive Week	PO Box 7757	Menlo Park	CA	94026	415-233-1748	415-233-0536
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Joan Downe	Editor	Wildlife Conservation Magazine	2300 Southern Blvd.	Bronx	NY	10460	718-220-5121	718-584-2625
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April 10, 1996

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Dear FIELD(Salutation) FIELD(Last name):

The U.S. State Department this week announced a major new policy to integrate environmental issues in America's core foreign policy and diplomatic goals. We thought this an appropriate occasion to provide you with information about how Indonesia is working to preserve one of the planet's environmental treasures - its vast tropical rain forests.

Indonesia ranks third in the world in total tropical forest cover. Its forests comprise 10 percent of the world's remaining tropical forests and are home to an estimated 17 percent of Earth's species. Indonesia's forests are also an important economic resource, and its forestry industry has played a leading role in combating poverty in the world's fourth most populous nation. Accordingly, Indonesia has created and is implementing a comprehensive plan to ensure sustainability of its forest resources:

- **All forest resources are classified into one of five categories**, with specific conservation and management standards for each category.
- Thirteen percent of Indonesia's tropical forests have been set aside as **National Parks and Wildlife Refuges**. An additional 21 percent is designated as **Protected Forests**, completely closed to all commercial and even recreational uses.
- **Strict government harvesting and reforestation regulations** apply to Limited and Regular Production Forests. Timber companies that violate industry laws and regulations can be fined or have their licenses revoked. Timber managers are required by law to replant or ensure natural regeneration of harvested trees. A tax is levied on all felled trees for a **national reforestation program**.
- Certain unproductive forest lands are designated as **Conversion Areas** and developed for ecologically-sound agricultural activities, including the establishment of timber estates that reduce pressure on natural forests.

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Indonesia's government and forestry industry have made great strides to protect these forestry resources and are working toward achieving sustainable productivity by the turn of the century. We invite you to review the enclosed materials to learn more about Indonesia's wealth of natural resources and our plan to preserve them as a permanent element of the planet's ecosystem.

Sincerely,



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INDONESIA: AN EMERGING WORLD POWER IN TROUBLED WATERS

EDWARD MASTERS

The growing importance of security issues in East Asia was amplified by the recent Chinese military exercises near Taiwan. While the crisis appears to have passed, there are a number of scenarios that could have resulted in the United States having to intervene militarily to protect international waters and regional stability.

Support from regional friends and allies would have been critical to the success of any American initiative in the region. Among those Asian leaders who would have provided sound advice to President Clinton would have been Indonesian President Soeharto, who in recent years has sought to play a more active role on the world stage and work constructively with Washington. Indonesia under Soeharto has been a good friend of the United States, but the question now is what his activism on the world stage means for United States policy in the region and how we will respond.

The foreign policy of Indonesia's first president, Soekarno, was characterized by high-profile confrontations, including regional military adventurism and withdrawal from the United Nations. In the 1960s Soekarno took this large and important nation into all but a formal alliance with the communist powers, and he became increasingly hostile toward the United States and the West.

By contrast, Soeharto, who became president in 1968, has focused on the challenges of building a unified, cohesive nation out of more than 17,000 islands comprised of more than 300 distinct ethnic groups, and on combating high rates of poverty, illiteracy and population growth. Soeharto replaced confrontation with

accommodation and moderation. He took Indonesia back into the United Nations and abandoned political adventurism in favor of economic development and cooperation. Soeharto's first foreign policy initiative was to rebuild relations with Indonesia's neighbors, severely damaged by his predecessor's military action against neighboring Malaysia. Toward this end, Indonesia was a prime mover in formation of the Association of Southeast Asian Nations (ASEAN), which has become one of the world's most effective regional organizations.

Following disintegration of the former Soviet Union, and faced with a more assertive China and doubts about the willingness of the United States to continue its traditional security role in the area (following loss of the military bases in the Philippines), Indonesia has become an active participant in and strong supporter of consultation on security issues. The vehicle for this is the ASEAN Regional Forum -- the only organization bringing together key Pacific Basin nations, including the United States, China and Russia, to consult on security matters. And there are indications that Indonesia may be willing to move toward a more structured security arrangement in East Asia.

Perhaps an even more dramatic shift in Indonesia's international relations during Soeharto's tenure has been the country's evolution from a highly protectionist economy to an active proponent of free trade and regional economic cooperation. As host of the Asia-Pacific Economic Cooperation (APEC) forum in 1994, Soeharto was the driving force in fashioning a free trade agreement among the 18 APEC economies that together represent more than 50 percent of total world trade. And through a series of deregulation packages, Indonesia has opened its economy to trade and foreign investment. The result is that multinationals have flocked to Jakarta and manufacturing has today replaced agriculture as by far the

largest component of Indonesia's economy. Annual economic growth has averaged seven percent over the past two decades.

Indonesia has been involved in a number of other international initiatives in recent years. It played a major role in the Cambodian peace process and has attempted to promote a settlement in the Spratly Islands territorial dispute in the South China Sea which pits China against five of its neighbors. It has provided peacekeeping forces in Bosnia and other trouble spots. And Soeharto served as Chairman of the Non-Aligned Movement (NAM) from 1992-95, where he moved that 112-nation multilateral forum away from its Cold War adversarial approach with the West toward increased cooperation on a broad range of development issues.

Indonesia has an excellent program of sharing with less developed nations its successful experiences in family planning, expanding food production and other programs. It is also paying increasing attention to the United Nations as a forum through which to exert constructive international influence, and is currently serving a two-year term on its Security Council.

This growing international activism reflects President Soeharto's greater confidence in his country's ability to play a major role on the world stage, a role which is fully supported by the Indonesian people. With his domestic agenda firmly in place, and his country on a seemingly irreversible road of growth and development, there is little doubt Soeharto desires in the remainder of his tenure as president to make a lasting mark on the world scene, not just as a regional leader but as a strong proponent of cooperation and dialogue between the industrialized economies and the developing world.

The United States has been slow to recognize Indonesia's growing political and economic influence. We will continue to ignore its growth to our regret. The

World Bank estimates that, if Indonesia continues to grow at current levels, it could become the world's sixth largest economy by the year 2010. Indonesia's economy has diversified into value-added manufacturing and services, and that nation has become a major regional trading and investment partner. A strong, vibrant middle class is emerging among its domestic market of 194 million people, the fourth largest in the world. As a result, Indonesia is attracting major attention from our international competitors in today's increasingly integrated global economy.

Soeharto's agenda -- regional cooperation on security issues, freer trade and greater economic cooperation -- is consistent with America's objectives in the Pacific Basin. Nurturing a strong partnership with Indonesia is very much in our national interest and should be an increasingly important component of America's foreign policy agenda for East Asia.

Ed Masters is a former United States ambassador to Indonesia.

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MERCURINDO
#16

May 17, 1996

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Dear FIELD(Salutation) FIELD(Last):

The economic boom now taking place in Indonesia is one of the world's most amazing development stories that has been largely ignored by the American business press.

Recently celebrating 50 years of independence, Indonesia has dramatically improved the quality of life of its people and diversified its economic base. President Soeharto has led the most sustained period of economic and social development in Indonesia's history. During his 30-year presidency, economic growth has averaged seven percent per year; per capita income has soared from \$70.00 nearly \$1,000.00; and the rate of poverty has declined from 60 percent to nearly 15 percent.

Indonesia today is the fourth largest market in the world with a burgeoning urban, middle class population. It also represents one of the world's most promising and exciting trade and investment opportunities. A series of deregulation and privatization programs has opened its economy to extensive levels of foreign investment. In 1995, foreign investment approvals approached \$40 billion, nearly equaling the previous three years combined.

I hope you will take a moment to review the enclosed materials and examine Indonesia's tremendous economic progress. More information can be obtained by contacting our internet address, <http://www.indonesiatoday.com>. We certainly hope this will help augment your current coverage or develop additional story angles on Indonesia.

Please contact us at (202) 739-0200 if you need further economic background on Indonesia or if my office can be of other assistance to you.

Sincerely,

Samuel Wang
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