

For Six Month Period Ending **30 SEP 1997**
(Insert date)

I - REGISTRANT

1. (a) Name of Registrant

(b) Registration No.

Chlopak, Leonard, Schechter & Associates, Inc.

4953

(c) Business Address(es) of Registrant

1850 M Street, NW Suite 550
Washington, DC 20036

2. 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 ☒

(c) Explain fully all changes, if any, indicated in items (a) and (b) above.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, AND 5(a).

3. If you have previously filed Exhibit C¹, 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 ☐

If no, please attach the required amendment.

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¹ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws 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.)

4. (a) 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
Mary Maselli	Managing Director	4/25/97

- (b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
 Yes ☒ No ☐

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
Sally Aman	105-6th St, NE Carriage House Washington, DC 20002	USA	Managing Director	6/9/97
Dan Leonard	1538 Long Drive Ct Crofton, MD 21114	USA	Managing Director	5/27/97

5. (a) Has any person named in item 4(b) rendered services directly in furtherance of the interests of any foreign principal?
 Yes ☒ No ☐

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

Dan Leonard for PromPeru and M. Scott Vayer on behalf of Assicurazioni Generali. He provides strategic and public relations counseling.

- (b) Have any employee or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting?
 Yes ☒ No ☐

If yes, furnish the following information:

Name	Position or connection	Date terminated
Peter Silverman	Senior Associate	6/15/97

- (c) During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity?
 Yes ☒ No ☐

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
Julia Jane Brown	3522 N. 8th St Arlington, VA 22201	USA	Sr. Associate	4/15/97
Andrew Howell	1411 Prince St Alexandria, VA 22314	USA	Sr. Associate	6/23/97
Jennifer Paige Larson	2800 Woodley Road, NW #334 Washington, DC 20008	USA	Sr. Associate	4/1/97

6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(c) of the supplemental statement?
 Yes ☒ No ☐

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

II - FOREIGN PRINCIPAL

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

Yes ☐

No ☒

If yes, furnish the following information:

Name of foreign principal

Date of termination

8. Have you acquired any new foreign principal² during this 6 month reporting period?

Yes ☒

No ☐

If yes, furnish following information:

Name and address of foreign principal

Date acquired

- | | |
|---|----------|
| 1) M. Scott Vayer, Esq., 620 Fifth Ave, NY, NY 10020 on behalf of Assicurazioni Generali, S.p.A., Piazza Duca degli Abruzzi, n.2, 34132, Trieste, Italy | 7/9/97 |
| 2) Hoechst Marion Roussel Deutschland GmbH
Konigsteiner StraBe, 10
D-65812 Bad Soden Germany | 10/10/97 |

9. In addition to those named in Items 7 and 8, if any, list foreign principals² whom you continued to represent during the 6 month reporting period.

Office of the President of Mexico
Siderca Corporation
PromPeru

10. **EXHIBITS A AND B**

(a) Have you filed for each of the newly acquired foreign principals in Item 8 the following:

Exhibit A ³	Yes ☒	No ☐
Exhibit B ⁴	Yes ☒	No ☐

If no, please attach the required exhibit.

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

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

If no, please attach the required amendment.

2 The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual 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 principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

3 The Exhibit A, which is filed on form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

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

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 7, 8, and 9 of this statement? Yes ☒ No ☐

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

Please see attached.

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity⁵ 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.

Please see attached.

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.

⁵ The term "political activities" means any activity that the person engaging in believes will, or that the person intends to, in any 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 political or public interests, policies, or relations of a government or a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS-MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 7, 8, and 9 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 no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies⁶

Date	From Whom	Purpose	Amount
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Please see attached.

Total

(b) RECEIPTS - FUND RASING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fund raising campaign⁷, any money on behalf of any foreign principal named in items 7, 8, and 9 of this statement? Yes ☐ No ☒

If yes, have you filed an Exhibit D to your registration? Yes ☐ No ☐

If yes, indicate the date the Exhibit D was filed. Date _____.

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, and 9 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:

Name of foreign principal	Date received	Description of thing of value	Purpose
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^{6, 7} 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).)

⁸ An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fund raising campaign and transmitted for a foreign principal.

⁹ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS-MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign named in Items 7, 8, and 9 of this statement? Yes ☒ No ☐

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

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

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

Date	To Whom	Purpose	Amount
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Please see attached.

Total

(b) DISBURSEMENTS-THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value¹⁰ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, and 9 of this statement?

Yes ☐No ☒

If yes, furnish the following information:

Date disposed	Name of person to whom given	On behalf of what foreign principal	Description of thing of value	Purpose
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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 value¹¹ 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:

Date	Amount or thing of value	Name of political organization	Name of candidate
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^{10, 11} 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.

V - INFORMATIONAL MATERIALS

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials¹²?
 Yes ☒ No ☐

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

17. Identify each such foreign principal.

PromPeru

M. Scott Vayer on behalf of Assicurazioni Generali, S.p.A.

Hoechst Marion Roussel Deutschland GmbH

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 informational materials?
 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 informational materials 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) <u>Memo to editorial writers and reporters.</u> | | | |

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials 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 the informational materials:

- ☒ English ☐ Other (specify) _____

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes ☒ No ☐

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act? Yes ☒ No ☐

¹² The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4 (b) of the Act.

(Date of signature)

October 27, 1997

(Type or print name under each signature¹³)

(Type or print name under each signature¹³)

John Doe

Peter Schechter, Partner

13 This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

**ATTACHMENTS FOR CHLOPAK, LEONARD, SCHECHTER & ASSOCIATES, INC.
FARA SUPPLEMENTAL: APRIL 1, 1997 - SEPTEMBER 30, 1997**

SECTION III - ACTIVITIES

11. ACTIVITIES

Siderca Corporation

No services rendered during this reporting period.

Office of the President of Mexico

During the reporting period, the registrant rendered services to the Office of the President of Mexico. As needed, CLS advised the client of news and developments concerning issues affecting Mexico in the United States, and assisted in preparing communications documents and materials.

PromPeru

During the reporting period, the registrant rendered services to PromPeru. CLS advised the client of news and developments affecting trade and investment in Peru, and assisted the client in the preparation of communications documents and materials.

M. Scott Vayer on behalf of Assicurazioni Generali, S.p.A.

During the reporting period, the registrant rendered services to M. Scott Vayer on behalf of Assicurazioni Generali, S.p.A. CLS provided advisory services and preparation of communications materials in support of the establishment of an information center and memorial fund set up in remembrance of the victims of the Holocaust.

Hoechst Marion Roussel Deutschland GmbH

During the reporting period, the registrant rendered services to Hoechst Marion Roussel. CLS provided assistance in the area of public affairs related to the tuberculosis treatment programs. CLS educated the media and public policymakers on the threat of tuberculosis and an enhanced US involvement in the fight against tuberculosis.

12. POLITICAL ACTIVITIES

PromPeru

- 1) Beatriz Boza, President of PromPeru addressed the InterAmerican Dialogue on Friday, April 11, 1997 at the DoubleTree Hotel in Washington, DC. The subject of her speech was challenges Peru will face in the 21st century.

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- 2) President Alberto Fujimori visited New York City on May 15, 1997. During his visit, CLS arranged interviews with *U.S. News & World Report*, *MSNBC*, *The Charlie Rose Show*, *The Nightly Business Report*, and *Univision*. CLS also wrote President Fujimori's speech at the Council of the Americas that same day.

Hoechst Marion Roussel

CLS disseminated an editorial mailing highlighting the need for stronger international tuberculosis programs via fax on September 5, 1997.

SECTION IV - FINANCIAL INFORMATION

14. (a) RECEIPTS - MONIES

Siderca Corporation

04/30/97	fee for services	\$ 7,500.00
04/30/97	reimbursable expenses	\$ 2,574.00
05/12/97	fee for services	\$ 5,000.00
05/12/97	reimbursable expenses	\$ 472.74
08/08/97	fee for services	\$10,000.00
08/08/97	reimbursable expenses	\$ 186.82
08/12/97	fee for services	\$ 5,000.00
08/12/97	reimbursable expenses	\$ 83.19
09/05/97	fee for services	\$ 5,000.00
Total		\$35,816.75

Office of the President of Mexico

04/30/97	fee for services	\$20,000.00
04/30/97	reimbursable expenses	\$ 1,781.59
09/18/97	fee for services	\$64,200.00
09/18/97	reimbursable expenses	\$ 2,546.40
Total		\$88,527.99

PromPeru

04/30/97	fee for services	\$40,000.00
04/30/97	reimbursable expenses	\$ 5,458.21
05/12/97	fee for services	\$20,000.00
05/12/97	reimbursable expenses	\$ 2,889.45
Total		\$68,347.66

M. Scott Vayer on behalf of Assicurazioni Generali, S.p.A.

09/08/97	fee for services	\$49,118.75
09/08/97	reimbursable expenses	\$ 7,547.93
Total		\$56,666.68

Hoechst Marion Roussel Deutschland GmbH

No receipt of monies during this reporting period.

Total Receipts **\$249,359.08**

15. (a) DISBURSEMENTS - MONIES

Siderca Corporation

04/07/97	Cable & Wireless	phone/fax	\$ 237.88
04/07/97	DHL Worldwide	courier	\$ 61.74
04/07/97	Peter Schechter	taxis	\$ 10.00
04/07/97	Peter Schechter	publications	\$ 30.24
04/07/97	Lexis/Nexis	research	\$ 70.38
05/08/97	Cable & Wireless	phone/fax	\$ 75.00
06/09/97	DHL Worldwide	courier	\$ 86.82
07/07/97	DHL Worldwide	courier	\$ 83.19
09/09/97	Cable & Wireless	phone/fax	\$ 37.50
Total			\$ 692.75

Office of the President of Mexico

04/07/97	Cable & Wireless	phone/fax	\$ 231.50
04/07/97	Compuserve	research	\$ 300.33
04/07/97	DHL Worldwide	courier	\$ 30.71
04/07/97	Peter Schechter	taxis	\$ 10.00
04/07/97	Charles Leonard	taxis	\$ 10.00
05/08/97	Compuserve	research	\$ 133.50
05/08/97	DHL Worldwide	courier	\$ 209.37
05/08/97	CellularOne	long distance	\$ 112.82
06/04/97	Compuserve	research	\$ 572.27
06/04/97	Charles Leonard	taxis	\$ 24.00
06/04/97	DHL Worldwide	courier	\$ 55.71
06/04/97	Charles Leonard	meals	\$ 87.33
07/07/97	Cable & Wireless	phone/fax	\$ 97.23

07/07/97	Compuserve	research	\$ 282.69
07/07/97	Scot Montrey	long distance	\$ 26.86
08/01/97	Cable & Wireless	phone/fax	\$ 225.00
09/08/97	Cable & Wireless	phone/fax	\$ 97.62
09/08/97	Federal Express	courier	\$ 67.32
09/08/97	Quick Messenger	courier	\$ 25.16

Total			\$2,599.42
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PromPeru

04/07/97	Peter Silverman	airfare	\$2,040.95
04/07/97	Xanthus Design	reproductions	\$ 152.28
04/07/97	DHL Worldwide	courier	\$ 42.19
04/07/97	Cable & Wireless	phone/fax	\$ 392.49
04/07/97	Peter Silverman	taxis	\$ 107.00
04/07/97	Peter Silverman	long distance	\$ 42.50
04/07/97	Peter Silverman	meals	\$ 138.84
05/09/97	Latin Trade	publications	\$ 58.00
06/09/97	Federal Express	courier	\$ 152.44
06/09/97	DHL Worldwide	courier	\$ 130.23
06/09/97	Peter Schechter	airfare	\$ 378.00
06/09/97	Peter Silverman	airfare	\$ 378.00
06/09/97	Peter Schechter	taxis	\$ 70.00
06/09/97	Peter Silverman	taxis	\$ 48.70
06/09/97	Peter Silverman	long distance	\$ 45.14
07/07/97	Federal Express	courier	\$ 124.96
07/07/97	Bell Atlantic Co.	long distance	\$ 800.00
07/07/97	Cable & Wireless	phone/fax	\$ 597.28
07/07/97	Lexis/Nexis	research	\$ 342.32
09/09/97	Peter Silverman	taxis	\$ 10.00
09/09/97	Bell Atlantic Co.	long distance	\$ 19.92
09/09/97	Cable & Wireless	phone/fax	\$1,397.28
09/09/97	Federal Express	courier	\$ 224.52
09/09/97	Lexis/Nexis	research	\$ 342.33

Total			\$8,035.37
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M. Scott Vayer on behalf of Assicurazioni Generali, S.p.A.

08/04/97	Fort Hill Group, Inc.	consultant	\$5,085.33
08/04/97	Peter Schechter	airfare	\$ 752.00
08/04/97	Dan Leonard	airfare	\$ 642.00
08/04/97	Peter Schechter	hotel	\$ 346.71
08/04/97	Burrelle's Press	news clips	\$ 253.00

08/04/97	Peter Schechter	taxis	\$ 80.50
08/04/97	Dan Leonard	taxis	\$ 171.60
08/04/97	Peter Schechter	meals	\$ 12.92
08/04/97	Insty-Prints	copies	\$ 21.47
08/04/97	US Newswire	news releases	\$ 182.40
09/08/97	Fort Hill Group, Inc.	consultant	\$5,000.00
09/08/97	PR Newswire	news releases	\$2,246.34
09/08/97	William Waffle	supplies	\$ 143.28
09/08/97	Dan Leonard	airfare	\$ 302.00
09/08/97	Dan Leonard	meals	\$ 50.00
09/08/97	Dan Leonard	taxis	\$ 90.00
09/08/97	Lagana Printing	copies	\$1,491.08
09/08/97	Insty-Prints	copies	\$ 63.96
09/08/97	Portik Illustration	graphics	\$ 730.00
09/08/97	Federal Express	courier	\$ 28.56

Total			\$17,693.15
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Hoechst Marion Roussel Deutschland GmbH

09/01/97	Cable & Wireless	phone/fax	\$ 125.71
09/01/97	Quick Messenger	courier	\$ 14.12
09/01/97	Lexis/Nexis	research	\$ 126.65
09/01/97	Peter Schechter	taxis	\$ 8.00
09/01/97	Kelly Sullivan	taxis	\$ 9.00
09/01/97	Black,Kelly,Scruggs & Healey	consultant	\$5,000.00

Total			\$5,283.48
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Total Disbursements			\$34,304.17
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