

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.

RECEIVED  
FEB 10 1977  
REGISTRATION  
SECTION

1. Name and address of registrant DEVELOPMENT COUNSELLORS INTL. LTD. 733 Third Avenue - Suite 2100, New York, N. Y. 10017	2. Registration No.  1421
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3. Name of foreign principal CHAMBER OF FOREIGN TRADE, GERMAN DEMOCRATIC REPUBLIC	4. Principal address of foreign principal GDR - 108 Berlin, Schadowstrasse 1B
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5. Indicate whether your foreign principal is one of the following type:

- Foreign government
- Foreign political party
- Foreign or  domestic organization: If either, check one of the following:
  - Partnership  Committee
  - Corporation  Voluntary group
  - Association  Other (specify) \_\_\_\_\_
- Individual - State his nationality \_\_\_\_\_

6. If the foreign principal is a foreign government, state:

- a) Branch or agency represented by the registrant.  
Chamber of Foreign Trade
- b) Name and title of official with whom registrant deals.  
Wolfgang Goldner, Director

7. If the foreign principal is a foreign political party, state:

- a) Principal address NOT APPLICABLE
- b) Name and title of official with whom the registrant deals.
- c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

- a) State the nature of the business or activity of this foreign principal  
NOT APPLICABLE

b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal . . . . Yes  No
- Directed by a foreign government, foreign political party, or other foreign principal. . . . Yes  No
- Controlled by a foreign government, foreign political party, or other foreign principal . . . Yes  No
- Financed by a foreign government, foreign political party, or other foreign principal . . . Yes  No
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal . . . . . Yes  No
- Subsidized in part by a foreign government, foreign political party, or other foreign principal . . . . . Yes  No

N/A

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

NOT APPLICABLE

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

NOT APPLICABLE

Date of Exhibit A January 20, 1978	Name and Title Ted M. Levine, President	Signature <i>Ted M. Levine</i>
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UNITED STATES DEPARTMENT OF JUSTICE  
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT  
Under the Foreign Agents Registration Act  
of 1938, as amended

RECEIVED  
DEPARTMENT OF JUSTICE  
JAN 11 1978  
REGISTRATION UNIT

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
DEVELOPMENT COUNSELLORS INTL. LTD.	CHAMBER OF FOREIGN TRADE, GERMAN DEMOCRATIC REPUBLIC

Check Appropriate Boxes:

- The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
  - There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
  - The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

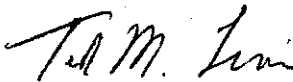
See attached LETTER OF AGREEMENT

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

All such details are in attached LETTER OF AGREEMENT

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act? <sup>1/</sup> Yes  No

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B	Name and Title	Signature
January 20, 1978	Ted M. Levine, Pres.	

<sup>1/</sup> Political activity as defined in Section 1(o) of the Act 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.



*Development Counsellors International, Ltd.*

733 THIRD AVENUE • NEW YORK, N.Y. 10017 • (212) MU 7-1383

LETTER OF AGREEMENT: CHAMBER OF FOREIGN TRADE, GERMAN  
DEMOCRATIC REPUBLIC AND DEVELOPMENT COUNSELLORS INTERNATIONAL

The following shall serve as a letter of agreement between the Chamber of Foreign Trade of the German Democratic Republic (Kfa) and Development Counsellors International, Ltd., (DCI) in respect to the organization of the German Democratic Republic 1st Economic-Technological Congress to be held in New York City, May 9-12, 1978 (Hilton Hotel), Los Angeles, May 11-12, 1978 (Hotel Bonaventure), and Chicago, May 16-17, 1978 (Hyatt Regency Hotel).

BASIC DESCRIPTION OF CONGRESS:

The Congress will inform persons from the areas of business, government, banking, management, research, technology, law, trade, consultancy, academia, professional associations and press of the economic, scientific and foreign trade developments and policies of the GDR and possibilities for GDR/USA trade resulting from such developments and policies.

Films, slides and possibly models will be shown in conjunction with some of the lectures. The printed lectures will be made available to visitors following the lectures. The lectures on the first day in each site are to be attended by some 150 persons, those on the second day by between 50 and 75 guests.

SEQUENCE OF EVENTS:

The lectures will be arranged in accordance with the schedule prepared by Kfa with the first day reserved for three general economic and trade subjects and the second day for ten lectures covering new technological developments in seven manufacturing areas.

Lunch will be provided on both days between 12 noon and 2 o'clock. A luncheon speaker will be provided by Kfa for the first day luncheon; there will be no speaker at the second day luncheon.

COSTS TO PARTICIPANTS:

The following charges will be levied:

Daily inclusive lectures charge.....\$35.00  
Daily lunch charge.....\$15.00

Kfa will provide DCI with a list of guests of honor who will pay no charges.

DCI will be responsible for issuing general press invitations (again, no charge). John A. Ogilvie and Associates, Inc., will be responsible for issuing technical press invitations.

ADDITIONAL MEETINGS FOR LECTURERS:

DCI will also assist in arranging individual meetings for lecturers with other New York City business contacts, as requested by Kfa.

DCI COORDINATION:

DCI will coordinate all preparatory operations on the New York/<sup>Congress</sup>with the GDR Commercial section of the Embassy and with the three manufacturer's representatives in the New York Area, provided by Kfa to DCI in accordance with the tentative timetable already presented to DCI.

MAIN RESPONSIBILITIES OF DCI:

1. Selection of mailing lists for N.Y. Congress. Some lists will be provided to DCI by GDR Embassy and three manufacturing representatives; DCI will provide others as required.
2. Preparation and printing of preliminary "Hold the date" notice. Quantities as specified by Kfa to be provided by DCI to Chicago and Los Angeles representatives.
3. Mailing of preliminary notice, as described in item 2 to prospects for New York Congress only.
4. Preparation and printing of basic brochure (approximately 20 pages) which will serve concurrently both as an invitational mailer and Congress program. Quantities, as specified by Kfa, also to be provided to Chicago and Los Angeles representatives. Written copy and layout to be approved by GDR Embassy representative.
5. Mailing of invitational mailer, as described above in item 4, with covering letter, return reply card and envelope to all prospects for New York Congress only.
6. Organization registration-reservations system for New York Congress.
7. Handling of contacts with general press, radio and television in New York area. (Technical press to be handled by John A. Ogilvie and Associates, Inc.)
8. Operational arrangements for N.Y. Congress:
  - a. Assist Kfa in booking Hilton meeting rooms, luncheon plans and hotel accommodations.
  - b. Assist Kfa in selection of all U.S. seminar co-chairmen.
  - c. Organization of schedule of meetings, in accordance with outline provided by Kfa.

- d. Organization of admission service, including registration of visitors, badges, provision of hostesses and interpreters for each lecture room.
- e. Arrange organization of appropriate visual materials including exhibits, models, printed prospect materials and the like.
- f. Provision of technical presentation aids, as requested by Kfa such as microphones, slide projectors and the like.
- g. Provision of directional indicators and entry posters.
- h. Provision of photographer as requested by Kfa.
- i. Printing and distribution at Congress of individual lecture texts as provided to DCI by Kfa.
- j. receipt and administration of participant registration charges and transferral to Kfa.
- k. Assistance in any necessary translations.
- l. Provision of DCI permanent representative during entire event.
9. Travel arrangements:
  - a. DCI to provide airport-hotel transfers for Kfa delegation.
  - b. DCI to arrange air reservations of delegation from New York City to Los Angeles.

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COMMUNICATIONS DIVISION

The dates for the major activities should be in accordance with the schedule provided in Appendix 1 to this Letter of Agreement.

PAYMENTS:

DCI will receive a fee of \$7,000 (US dollars) from Kfa for the services described earlier in this agreement. Payment will be made upon presentation of bills to the Kfa representative in the GDR Embassy, Commercial Section in the following rated arrangement:

- 1/3 (or \$2,333) by 31.1.1978
- 1/3 (or \$2,333) by 31.3.1978
- 1/3 (or \$2,333) by 31.5.1978

The fee of \$7,000 to be paid by Kfa is a gross sum--with taxes of any kind whatsoever the liability of DCI.

With the exception of the allowable reimbursable expenses listed below, no additional charges will be billed Kfa by DCI. Agreement must be reached between both partners in respect to any new activities over and above those stipulated in the agreement.

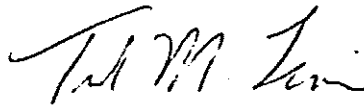
Kfa will reimburse DCI for the following out of pocket expenses within 15 days of billing:

- a) planning, layout, design, copy, mechanicals and printing of advance Congress notice, invitational materials, program and lecture texts.
- b) outside mailing service for addressing, collating and mailing of advance notice and program invitation packages.
- c) purchase of mailing lists, as required.
- d) all translation charges.
- e) large quantity duplication charges.
- f) all mailing charges for materials sent to Chicago and Los Angeles representatives, and GDR Embassy.
- g) all typing and editing charges, if needed, for preparation of lecture texts.
- h) all operational charges including (1) personnel i.e. hostesses, interpreters, photographer, etc., (2) services i.e. audio-visual rentals, (3) purchase or rental of presentation technology, i.e. flags, display equipment, directional materials, etc. as described above under "Operational Arrangements for N.Y. Congress."
- i) all charges for travel arrangements, i.e., airport-hotel transfers, as described earlier under "Travel Arrangements."

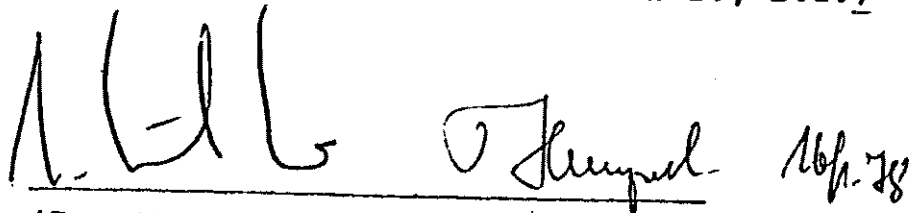
ACCEPTANCE OF TERMS:

Acceptance of terms and conditions of this agreement shall be signified by the signatures of appropriate executives of both Development Counsellors International, Ltd. and the Chamber of Foreign Trade of the German Democratic Republic in the spaces provided below.

This letter of agreement also includes the attached appendices 1 through 3.



(For Development Counsellors Intl., Ltd.)



(For Chamber of Foreign Trade of German Democratic Republic)

January 16, 1978



Appendix 1 to the agreement between KfA and Development Counsellors International on the May New York Congress event:

<u>Date:</u>	<u>Responsible:</u>	<u>Activity:</u>
25.1.78	KfA	Signing of agreement with agents
25.1.78	KfA	Handing over final lists of subjects to the agent with brief summaries
25.1.78	DCI	Agreement on hotel arrangements in line with KfA instructions.
25.1.78	KfA	Acceptance by KfA of "Preliminary Information" and "Programme Folder" by DCI.
25.1.78	KfA	Discussion of draft programme/printing with DCI.
30.1.78	KfA	Request to DCI for specific number of Preliminary Information sheets and general programs.
10.2.78	DCI	Selection of addresses for "Preliminary Information" mailing including manufacturer representative lists.
10.2.78	DCI	Commissioning translation and proof reading of general programme.
16.2.78	DCI	Mailing of invitations, N.Y. Congress.
15.3.78	DCI	Order to the printers concerning the General Programme (printers send according to requirements direct to Mr. King and Mr. Miner.
20.3.78	DCI	Mailing of General Programme
25.3.78	DCI	Provide progress report to HPA and KfA on the following activities: <ul style="list-style-type: none"> <li>. general sequence of the preparatory work;</li> <li>. anticipated number of participants for each lecture.</li> <li>. estimate of income through registration fees.</li> <li>. particular problems regarding further preparations.</li> </ul>
30.3.78	DCI	Ordering sufficient copies of the special publication GDR-USA Trade from Mr. Sharp, N.Y.
10.4.78	DCI	Obtaining specialist interpreters in agreement with manufacturing representatives.

<u>Date:</u>	<u>Responsible:</u>	<u>Activity:</u>
15.4.78	DCI	Proposals for invitation of honored guests to the first day luncheon to be submitted to the HPA
28.4.78	DCI	Report to HPA and the KfA on anticipated number of visitors to each lecture.
2.5.78	DCI	Invitation to the mass media and trade journals to attend N.Y. Congress.
8.5.78	DCI	Preparation of press information in line with data and material provided by KfA.
8.5.78	DCI	Personal follow-up of journalists to encourage maximum attendance.
9.5.78	DCI	Arrangements for transportation of KfA delegation, N.Y. to Los Angeles.
20.5.78	DCI	Final presentation of all bills.
20.5.78	DCI	Final report, summary of accomplishments and recommendations for future action.

Brief information on the 1st GDR Economic & Technological Congress  
in the USA, May 1978

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Cities

May 9th and 10th, 1978	New York. Hilton Hotel
May 11th and 12th, 1978	Los Angeles, Hotel Bonaventure
May 16th and 17th, 1978	Chicago, Hyatt Regency Hotel

Sponsorship

Trade and Economic Council GDR - USA  
Chairman, Secretary of State, Dr. G. Beil

Trade and Economic Council USA - GDR  
Chairman President of Amtel, J. Ottmar

Co-ordinating Sponsors

Department of Commerce  
New York Chamber of Commerce and Industry  
Los Angeles Area Chamber of Commerce  
Chicago Association of Commerce and Industry  
International Trade Club of Chicago

Public Relations Agents

New York	Development Counsellors International, Ltd. President Ted M. Levine 733 Third Avenue New York, N.Y. 10017	(212) MU 7-1383
Los Angeles	Richard C. King World Trade Center 350 So. Figueroa St. Los Angeles, Calif. 90071	(213) 489-3355
Chicago	Thomas H. Miner & Associates, Inc. Thomas H. Miner, President 135 South La Salle St. Chicago, Ill. 60603	(312) 236-8745

For all activities related to technical magazines, exclusively:

John A. Ogilvie & Associates Inc.  
Mr. John A. Ogilvie  
111 Broadway  
New York, N.Y. 10006

(212) 267-5250

Program (same course in the three cities)

/1st day/ Lecture 1 and 2

1. Economic prospects as well as the scientific policy of the GDR and possibilities for the GDR/USA trade resulting from that.

Lecturer:

2. Management, planning and financing of GDR foreign trade

Lecturer: Dr. rer. pol. dipl. rer. pol. dipl. rer. oec.  
Werner Polze

Vice-President  
of the Deutsche Aussenhandelsbank AG

RECEIVED  
DEPARTMENT OF JUSTICE  
JAN 27 12 11 PM '79  
ORIGINALS UNIT

GDR-participants

Ambassador, Commercial Councillor, Commercial Attache,  
Chamber of Foreign Trade, DABA and other leading managers

USA-participants

100 - 150 managers, directors, officials  
USA-Chairman Mr. Ottmar  
in the presidium - representatives of the Trade and  
Economic Council.

12:00 h Cocktails

12:30 h Lunch and official inauguration of the event by the luncheon  
speaker Dr. G. Beil, Secretary of State  
ca. 150 - 175 participants

Lecture/Discussion 3.

3. Licence policy of the GDR, efficiency of the GDR in the fields of science and technology as well as the organization of licence trade.

Lecturer: Dipl. Eng. Fritz Zschernig  
Director General  
Central Bureau for International Licencing  
trade of the GDR.

/2nd day/

9:00 - 12:00 h and  
2:00 - 4:00 p.m.

Lectures on technical topics followed by discussions

4. Improved fluorescence microscopes and microphotometres from the works Jena-Optik

Lecturer: Dipl. Ph. Peter Doepel  
Director  
Jena-Optik, Jena

5. Microscope image analyzer MORPHOQUANT - a progress in automatic chromosome-analysis  
Lecturer: Dipl. Ph. Peter Doepel  
Director  
Jena-Optik, Jena
6. Devices for digital-photogrammetry and orthophoto-technique from Jena  
Lecturer: Dipl. Eng. Horst Schoeler  
Director  
Jena-Optik, Jena
7. Instruments of the industrial photogrammetry from Jena  
Lecturer: Dipl. Eng. Horst Schoeler  
Director  
Jena-Optik, Jena
8. Machine tools and tool production in the GDR  
. the economical production of spur gears on products of WMW (experience with technological solutions of problems)  
Lecturer: Dr. Eng. Thalemann  
Director  
VEB Werkzeugmaschinenfabrik "7. Oktober", Berlin
9. High-performance machine tools for processing large prismatic parts as well as machine tools of the roll-turning and roll-grinding process group  
Lecturer: Dr. Eng. Gerald Krahnert  
Director  
VEB Werkzeugmaschinenkombinat "Fritz Heckert", Karl-Marx-Stadt
10. Trends in the field of sheet-fed offset presses illustrated by the VARIANT-type sheet-fed rotary offset machine  
Lecturer: Dipl. Eng. Herbert Patzelt  
Director  
VEB Druckmaschinenwerk PLANETA, Radebeul
11. Thread-sealing - a way to significantly raise labor productivity in the bookbinding industry  
Lecturer: Dipl. oec. Werner Band  
Director  
VEB Polygraph, Leipzig
12. Automation in welding engineering for small-lot and medium-lot quantities  
Lecturer: Prof. rer. nat. habil. Dr. Eng. E. h. Werner Gilde  
Director of the Institute  
Central Institute for Welding Technique  
of the GDR, Halle

13. Results and experience obtained in the manufacture of high-alloyed steels in GDR plasma-furnaces

Lecturer: Dr. Eng. Franz Mueller  
Director  
Ministry for Ore Mining, Metallurgy and  
Potash of the GDR

Appendix 3 to the agreement between the KfA and DCI, re  
 New York Congress

Sequence of Events

<u>Date</u>	<u>Responsible</u>	<u>Activity</u>
Before start	DCI	Positioning of indicators
" "	"	Setting up of a Presidium with flags of the USA and the GDR.
" "	"	Checking presentation and rehearsal of all audio-visual equipment
" "	"	Meeting between interpreters and lecturers about 30 minutes before each lecture.
" "	"	Commencement of 'reception' activity including receipt of participant fees and handing out of publicity material
" "	"	Preparation of tables in the lecture hall for brochures, patterns, small models
" "	"	Admission control incl. registration of visitors (cards)
" "	"	Presentation of pin-badges to participants.
" "	"	Constant presence of a DCI representative at the disposal of the KfA
Lecture	Chairmen	Welcoming participants and introducing the lecturer
"	Lecturer	Welcoming words and reading of a lecture incl. demonstration
"	DCI	Services of a photographer as needed
"	Chairmen	Introducing discussion, directing disc. final remarks
"	DCI	Distribution of lecture by the hostesses
"	DCI	Attendance list (three copies) to KfA