

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  
CRIMINAL DIVISION  
FEDERAL BUREAU OF INVESTIGATION  
INTELLIGENCE SECURITY  
REGISTRATION UNIT  
2. Registration No.  
1481

1. Name and address of registrant Ruder & Finn Incorporated 110 East 59th Street New York, New York 10022	2. Registration No. 1481
3. Name of foreign principal Port of LeHavre Authority	4. Principal address of foreign principal 1 World Trade Center - Suite 2551 New York, New York 10048

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
    - Corporation
    - Association
    - Committee
    - Voluntary group
    - Other (specify) Government Agency
  - Individual - State his nationality \_\_\_\_\_

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

a) Branch or agency represented by the registrant.  
 Ministry of Transportation

b) Name and title of official with whom registrant deals.  
 Jean H. Datin U. S. Representative

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  
 Port Authority of Le Havre, France

b) Is this foreign principal

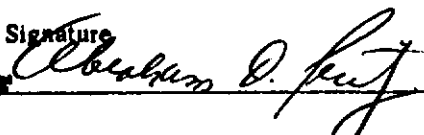
- Owned by a foreign government, foreign political party, or other foreign principal . . . . Yes  No
- Directed by a foreign government, foreign political party, or other foreign principal . . . . Yes  No
- Controlled by a foreign government, foreign political party, or other foreign principal . . . . 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

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

Owned by the Government but independent administratively and financially.

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	Name and Title	Signature
March 14, 1980	Abraham D. Peritz, Controller	

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  
ORIGINAL DIVISION  
FEDERAL BUREAU OF INVESTIGATION  
U.S. DEPARTMENT OF JUSTICE  
REC'D

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
Ruder & Finn Incorporated	Port of Le Havre Authority

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.

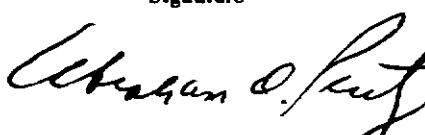
Please see copy of letter of agreement attached

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

See copy of letter - attached

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
March 14, 1980	Abraham D. Peritz Controller	

<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.

PORT OF LE HAVRE AUTHORITY  
NEW YORK OFFICE

ONE WORLD TRADE CENTER - SUITE 2551  
NEW YORK, N. Y. 10048  
TEL. (212) 432-0995  
TELEX 424125

February 7, 1980

Mr. Norman Weissman  
President  
Ruder & Finn, Inc.  
110 East 59th Street  
New York, NY 10022

Dear Mr. Weissman:

On behalf of Mr. Jacques Dubois, General Manager of the port of le Havre Authority, I confirm his decision to appeal to your company for the launching of a promotional campaign in the United States. I welcome this opportunity which gives me the pleasure of working again with your efficient organization.

I have had several preliminary meetings with Miss B. Burns in order to define the goals and to set up the program of this campaign, and I acknowledge with thanks receipt of her letter of December 11th in this respect.

Though it should be aimed at promoting the PAH with the shipping communities at some eastern seaboard ports, its main purpose is the "recuperation" of the general cargo traffics destined to France, which are diverted from le Havre. By general cargo we mean all traffics except buiks, and the diverted traffics are defined as follows:

- . Imports to France from the USA of goods destined to France, but discharged in a European port other than le Havre and subsequently reforwarded to France.
- . Exports from France to the USA: cargoes originating from France but shipped through a European port other than le Havre.

It is therefore of the utmost importance that the guests to the luncheons be selected mostly among the shippers/ consignees who handle substantial amounts of these diverted traffics.

The four ports in which the functions will be held will be indicated to you very shortly; however it appears, from the preliminary studies, that Baltimore, Philadelphia and Norfolk will very likely be selected. A presentation in Montreal is no longer contemplated.

As we attach a great importance to the press coverage, we would appreciate that arrangements be made to the effect that the performances, the facilities at the Port of le Havre, as well as the functions held, be widely covered by the professional press.

We agree to the budget presented by Miss B. Burns, the total amount being \$31,300.00 broken down as follows:

Ruder & Finn, New York	\$ 8,000.00
Research and Forecast Division	4,000.00
Ruder & Finn Affiliates (4 cities)	9,000.00
Estimated Expenses	<u>10,000.00</u>
Total:	\$31,300.00

It is perfectly understood that the fees for Ruder and Finn Affiliates may range from \$9,000 to \$ 10,000. We surely appreciate and thank you very much for having taken into account our status of "old" customers in establishing this budget.

I have duly noted that:

- the Estimated Expenses (\$10,300) will be billed as incurred.
- the "fixed costs" (\$21,000) will be billed in five installments of \$4,200 each, the first of each month from February to June included. Please have the bills sent in triplicate. A bill is needed for each payment.
- Ruder & Finn Affiliates will handle all the arrangements in the cities selected, as detailed in Miss B. Burns' letter of December 11, 1979, page 3, under III GENERAL ARRANGEMENTS; and also that Miss Burns will accompany us in two cities, which I appreciate very much.
- as far as the "follow up" of the campaign is concerned, the questionnaire will be mailed three different times running. This is particularly important as the final success of the campaign heavily depends on the efficiency of the follow-up.

I will advise you of the number and identity of the participants from le Havre, and their curriculum vitae will be given in due time. Needless to say that Mr. René Genin will lead the delegation.

Mr. Genin will be in New York during the week of February 25, and he and I are looking forward to meeting you at that

time and discussing the various aspects of the campaign.

I am convinced that the 1980 campaign will generate even more productive results and I thank you very much for your co-operation in this matter.

Sincerely,

Jean H. Datin  
U.S. Representative

JHD/dh

cc. Miss B. Burns 