

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.*

1. Name and address of registrant The Hannaford Company, Inc., 1225 19th St., NW S. 750 Washington, D.C. 20036		2. Registration No. 2850
3. Name of foreign principal China External Trade Development Council	4. Principal address of foreign principal 10th floor, 201 Tunhna No. RD. Taipei, Taiwan, ROC	

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) A non profit organization to promote trade.
- Individual - State his nationality \_\_\_\_\_

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

- a) Branch or agency represented by the registrant.
- b) Name and title of official with whom registrant deals.

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

- a) Principal address
- 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

The China External Trade Development Council is a non-profit organization established to promote sales of commodities made in Taiwan and to develop the two-way trade of the Republic of China.

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.)

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.

The China External Trade Development Council is a legally franchised, non-profit national organization.

Date of Exhibit A 3/24/81	Name and Title Daniel T. Kingsley	Signature 
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Executive Vice President

UNITED STATES DEPARTMENT OF JUSTICE  
Washington, D.C. 20530

EXHIBIT B

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

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
The Hannaford Company, Inc.	China External Trade Development Council

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.

RECEIVED  
FEDERAL BUREAU OF INVESTIGATION  
U.S. DEPARTMENT OF JUSTICE  
WASHINGTON, D.C. 20535  
OCT 27 1981

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Promote mutually beneficial trade, economic and other relationships between ROC and the U.S. and a better and secure atmosphere conducive to such relationships.


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

Will be meeting with members of the Executive and Legislative branches of the U.S. government to implement the purposes stated in paragraph 4 above and provide public relations assistance for trade missions and to promote increased trade between the U.S. and the ROC.

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.

Will be contacting members of the Executive and Legislative branches to enhance the ROC's trade relationship with the U.S. and to insure a secure climate for trade development of the ROC

Date of Exhibit B	Name and Title	Signature
3/24/81	Daniel T. Kingsley Executive Vice President	

<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.

March 20, 1981

China External Trade Development Council  
Tenth Floor  
201 Tunhwa North Road  
Taipei, Taiwan  
Republic of China

ATTENTION: Secretary-General Wu Kuan-hsiung

Gentlemen:

We received confirmation by telephone on Wednesday this week of the C.E.T.D.C.'s wish to engage our services in the United States to promote mutually beneficial trade, economic and other relationships between the Republic of China and the U.S. and a better and secure atmosphere conducive to such relationships.

We shall make our public relations and public affairs counsel available to you in this regard, and this letter of agreement will be the basis on which we shall work in behalf of the C.E.T.D.C. Our fee for professional services will be US\$10,000.00 per month, payable monthly in advance, commencing with this month. Any out-of-pocket expenses will be passed on for reimbursement and will be itemized monthly.

The term of this agreement will be for twelve (12) months, and it may be renewed or modified by mutual consent.

We would appreciate it if you would sign and return one copy of this agreement for our files. Thank you.

Sincerely,

THE HANNAFORD COMPANY, INC.

  
Peter D. Hannaford  
Chairman of the Board

Approved & Accepted by  
China External Trade Development Council

BY: \_\_\_\_\_

TITLE: \_\_\_\_\_

DATE: \_\_\_\_\_