

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 Pierson, Semmes, Crolius & Finley 1054 - 31st Street, N.W., Washington, DC 20007	2. Registration No.  2988
3. Name of foreign principal People's Republic of China China Council for the Promotion of International Trade, CCPIT	4. Principal address of foreign principal P.O. Box 1420, Peking People's Republic of China

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.  
 Technical Exchange Department  
 China Council for the Promotion of International Trade, CCPIT  
 P.O. Box 1420, Peking, People's Republic of China
- b) Name and title of official with whom registrant deals.  
 Li Chao-Li, Director of Technical Exchange Dept.  
 Hsiao Chia-Ming Director, Trademark Registration Agency

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

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.)

The China Council for the Promotion of International Trade, including its Technical Exchange Department and Trademark Registration Agency, is directly under the People's Republic of China Ministry of Foreign Trade. A table of organization is enclosed.

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.

Date of Exhibit A January 12, 1979	Name and Title David H. Semmes, Partner	Signature <i>David H. Semmes</i>
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UNITED STATES DEPARTMENT OF JUSTICE  
Washington, D.C. 20530

OMB  
No. 43-F1435  
Approval Expires Oct. 31, 1981

JAN 17 5 06 PM '79

RECEIVED  
COMMUNICATIONS SECTION

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
Pierson, Semmes, Crolius and Finley	People's Republic of China, (China Council for the Promotion of International Trade, CCPIT)

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.


Performance under any forthcoming agreement would be on the basis of specific legal services rendered by the registrant with respect to evaluation of U.S. patents and trademarks and representation of China Council for the Promotion of International Trade, CCPIT, on the basis outlined in the attached correspondence.

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

The registrant proposes to engage in the acquisition of U.S. patent and trademark copies; study and evaluation of U.S. patents and trademarks; and negotiations, representing China Council for the Promotion of International Trade with respect to purchases or sale of technology, as specifically outlined in the attached correspondence.

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 12, 1979	David H. Semmes, Partner	

<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.

PIERSON SEMMES CROLIUS AND FINLEY

CANAL SQUARE

1054 THIRTY-FIRST STREET, N.W.

WASHINGTON, D. C. 20007

(202) 333-4000

W. DEVIER PIERSON  
THEODORE F. T. CROLIUS  
DAVID H. SEMMES  
WILLIAM T. FINLEY, JR.  
KNOX BEMIS  
PETER J. LEVIN  
SHELDON E. HOCHBERG  
ROSS F. HAMACHEK  
MARK ELY GREENWOLD  
WILLIAM C. LIEBLICH

November 29, 1978

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TELEX 248528 PSCF

Writer's Direct Dial:  
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WARREN E. OLSEN  
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JAMES M. COSTAN  
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DAVID F. B. SMITH  
PAUL RYBERG, JR.

Technical Exchange Department  
Centre Introducing Literature & Samples  
of New Foreign Products, CCPIT  
P.O. Box 1420  
Peking,  
People's Republic of China

TECHNOLOGY TRANSFER  
AND EVALUATION

Gentlemen:

Thank you for the opportunity for discussion on Monday,  
November 6, 1978.

As we have discussed, the undersigned represents the  
people and people's business companies before the United States  
Patent Office in Washington, DC. One of my representations is  
American Industrial Report. In this capacity I am day to day  
involved in the study, evaluation and negotiation for purchase  
or sale of technology.

The United States Patent Office is a library of 4 million U.S.  
patents and as many foreign patents and technical publications.  
The U.S. patent system requires for the benefit of the people  
that each patent contain a detailed description of the invention  
and its method of operation. Thus, the individual patent docu-

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ment provides an extraordinary opportunity for study and evaluation of new technology at very low cost. The U.S. Patent Office is open to the public, permitting copying of all patent copies, patent file histories and printed publications. It is estimated that 85% of U.S. corporate technology is published in U.S. patents. Through this access to the U.S. Patent Office in Washington, Chinese companies can obtain immediate, low cost technological benefits, as follows:

- 1) Study of all old or new patents to learn the state of current technology in any given field,
- 2) Evaluation or comparison of any of these patents with respect to current world technology,
- 3) Scrutiny and evaluation of any one U.S. or Japan company technological position, as published in U.S. patents, prior to negotiation for purchase or sale of the technology,
- 4) Infringement study of Chinese products, processes of manufacture, design, or medicines, with respect to existing U.S. patents and prior to introduction into the U.S. market. This infringement study may ensure that the Chinese technology does not infringe existing U.S. patents, thus avoiding legal conflicts with U.S. companies,
- 5) Obtaining of U.S. patents for Chinese technology, including products, process of manufacture, medicines and designs, so as to provide exclusivity in the U.S. market and to prevent U.S. manufacturers from copying.

For example, we could provide at least the following for

PIERSON SEMMES CROLIUS AND FINLEY

Technical Exchange Department  
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your end users:

SERVICES:

COST:

1. Basic company name search:

Given the name of an American, Japanese, German or other company, we can provide:

- a. A list of U.S. patents obtained by that country,
- b. Copies of the listed patents.

\$ 200.00

2. Basic Technology Investigation:

Given a basic description of a new product or process, design or medicine, for example, as developed by an industrial or agricultural commune, we can conduct an investigation of U.S. Patent Office records and provide an opinion as to whether the product or process would be patentable in the United States, together with copies of pertinent U.S. patents. The patents are a full disclosure of past and present technology in the particular areas.

\$ 250.00

3. Comprehensive technical investigation:

Given a specific area of interest, for example a Swine vaccine, herbicides or mechanical devices, we can investigate U.S. Patent Office records and obtain Patent Office copies of pertinent patents in the specific area, thus providing a broad disclosure of present technology in the area.

\$ 500.00

4. Comparative technology evaluation:

Given a disclosure of the Chinese technology, pertaining to a mechanical product, process of manufacture, medicinal composition or design, we can evaluate the

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Chinese technology with respect to the U.S. patent technology and provide an opinion as to whether the Chinese technology would be patentable. Copies of the pertinent U.S. patents will be provided as a guide to the state of U.S. technology.

\$ 500.00

5. Comprehensive study and evaluation of U.S. patent files:

As a particular U.S. patent may be of specific interest, we can obtain a copy of the "file history", which is a record of the prosecution of the patent in the U.S. Patent Office and on this basis can evaluate the patent as to its strength or weakness in the U.S. market. For example, study of the U.S. patent may indicate that the U.S. patent is weak or restricted and is not to be feared, thus providing an opportunity for export of the Chinese technology into the U.S. market.

\$ 500.00

6. Infringement study:

Given a specific Chinese product, process of manufacture, medicine or design, we can study any pertinent U.S. patent and provide an opinion as to whether the Chinese technology would avoid infringement of that prior U.S. patent, in the U.S. market. Such a study is necessary, of course, prior to the introduction of the Chinese technology into the U.S. market, in order to avoid conflict and to assist an uncontested acceptance of the Chinese technology.

\$ 500.00

7. Monitor U.S. technology with respect to issuing patents:

Given a specific area of technical interest, we can monitor the approximately 1500 U.S. patents issuing weekly and immediately provide copies of all issued



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patents in a given field. For example, in the light appliance field, we could provide copies of all U.S. patents issuing on a type of hair curler, cigarette lighter or the like. Per month. \$ 200.00

8. Patent application:

Given a disclosure of the Chinese technology, such as product, process of manufacture or medicine, we can prepare and file application for patent, so as to obtain a position of exclusivity for the Chinese technology in the U.S. market. \$ 600.00

Given a disclosure of the Chinese design, for example, silk imprintation, carved jade, sandalwood fan or cigarette lighter, we can file application for design patent, to ensure exclusivity in the U.S. market. \$ 300.00

9. Special studies:

- a. Litigation history: Study of the litigation history of any U.S. patent in the U.S. Courts. (Per hour) \$ 50.00
- b. Evaluation of licensing contracts, drafting of technology exchange agreements. (Per hour) \$ 50.00

10. Negotiation:

Representation of Chinese companies versus U.S. companies in negotiations for import and export of technology:

In Washington, DC. (Per hour) \$ 50.00  
Outside Washington, DC. (Per hour) \$ 75.00

EXPENSES:

Copy of U.S. patent \$ 1.00  
(plus costs of duplication)  
U.S. Patent Drawings (per sheet) \$ 60.00

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U.S. Government fees:

Basic filing fee for U.S.  
patent applications:

a. Product, process, medicine	\$ 65.00
b. Design	\$ 20.00

Basic issuance fee for U.S.  
patent applications:

a. Product, process, medicine	\$ 120.00 (approximately)
b. Design	\$ 30.00

Communication, as incurred:

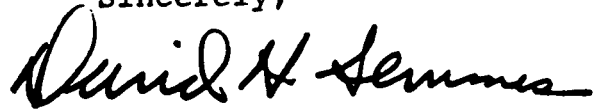
Postage	at cost
Translation	at cost
Duplication	at cost

Travel, as required. at cost

It is believed that the foregoing services can provide an extraordinary amount of technology at low cost and, also, assist in an evaluation of technology prior to any negotiation for licensing or purchase. Since the U.S. law requires full disclosure and detail in each patent, the patent document offers an extraordinarily valuable tool for evaluation of a particular U.S. company's technological strength.

We would be pleased to assist you, of course, in any of the foregoing.

Sincerely,



David H. Semmes

DHS:eam

中国国际贸易促进委员会  
国外新产品样本、样品介绍中心

CENTRE INTRODUCING LITERATURE AND SAMPLES  
OF NEW FOREIGN PRODUCTS, CCPIT

TELEGRAMS: P. O. BOX 1420, PEKING  
"CLSNFP" PEOPLE'S REPUBLIC OF CHINA  
PEKING

通讯地址:  
中华人民共和国  
北京 1420 号信箱

OUR REF.

Pierson Semmes Crollus & Finley  
Canal Square  
1054 Thirty-First Street, N.W.  
Washington, D.C. 20007  
USA

Pierson Semmes Crollus and Finley

Dec 23, 1978

JAN 2 1979

Dear Mr. Semmes,

Thank you very much for letter of November 28 and the enclosed copy of the U.S. Patent Office Manual of Classification and Index as well as the letter dated November 29.

We have forwarded "Manual of Classification" and "Index" to the Patents Division of China Institute of Scientific and Technical Information. If they have any further requests, we will let you know.

We have distributed all the copies of your letter dated November 29 to the scientific research institutions and trading organizations both at national and provincial levels. In case they need your assistance to get information about US patents, they will make contacts with you through appropriate approaches.

On the occasion of the normalization of relations between the People's Republic of China and the United States, we wish you success in the coming year.

Yours faithfully,





**PIERSON SEMMES CROLIUS and FINLEY**

1054 - 31st STREET, N.W.

WASHINGTON, D. C. 20007

TELEPHONE: 202/333-4000

Writer's Direct Dial:  
202/965-4570

Writer's Direct Dial:  
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December 12, 1978

Trademark Registration Agency  
China Counsel for the Promotion  
of International Trade, CCPIA  
P.O. Box 1420, Peking  
People's Republic of China

Trademarks

Gentlemen:

Thank you for the opportunity for discussion on Saturday, November 4, 1978. The undersigned agrees that "100 people are not worth a single meeting" (bai ren bu yi jyan) and greatly values this past opportunity for discussion.

As requested, we enclose several Power of Attorney forms for registration of trademarks of Chinese companies. You will notice that the registrations may be based on the Chinese company's uses of the trademark in United States commerce. The Chinese company applicant must insert the designation of goods, and the date of first use of the trademark both in China and the United States before inserting the date and signing. The company officer must also insert his full Romanized name and title. The signed trademark application should then be returned

to us, together with seven samples of the trademark.

We would be pleased, of course, to assist your end users in any one or more of the following:

SERVICES:

1. Comprehensive Investigation of Existing Trademark Registrations and Registration Opinion.

Given a proposed mark for introduction into the U.S. market, the investigation and opinion will provide the owner of the Chinese mark with a definition of his rights to register the mark in the U.S. market or a warning to avoid use of a mark which has already been registered.

\$ 150.00

2. Company Name Search.

Given a U.S. company name, we can provide copies of the U.S. company's existing trademark registrations or pending applications.

\$ 125.00

3. Study of Individual U.S. Trademark Registration File.

As a particular U.S. trademark may be of paramount interest to a Chinese exporter, we can provide a detailed evaluation of the U.S. trademark strength or weaknesses.

\$ 250.00

4. Infringement Study.

Evaluation of the China company's trademark with respect to an existing U.S. trademark registration and opinion as to whether the Chinese mark would infringe the U.S. registration, so as to avoid conflict in the U.S. market.

\$ 250.00

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5. Filing Application for U.S. Trademark  
Registration.

Given particulars with respect to  
the people's Republic of China  
registration or uses in the United  
States and samples of the trademark,  
we can prepare and file application  
for registration

\$ 150.00

6. Special Services.

Consultation with respect to develop-  
ing new trademarks, competitor activi-  
ties or any trademark subject.  
Per hour

\$ 50.00

Negotiation - Representation of PRC  
companies versus U.S. companies  
with respect to licensing and  
settlement negotiations.

In Washington, DC (Per hour)

\$ 50.00

Outside of Washington, DC (Per hour)

\$ 75.00

EXPENSES:

U.S. Government filing fee for trademark  
application

\$ 35.00

Trademark copies, each  
(plus copying charges)

\$ .50

Duplication (file histories, facsimiles of  
marks, etc.)

at cost

Communication:

Postage

Telex

Telephone

at cost

Computer rental per trademark search

\$ 76.00

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As requested, I am pleased to enclose, also, some printed matter relating to trademarks, as follows:

1. Guide to the Care of Trademarks,  
USTA, (1974)
2. A Trademark is not a Copyright  
or a Patent  
USTA Executive Newsletter, No. 25  
(1977)
3. Legal Considerations and Guidelines  
Bell System Trademark Manuel  
page 13-15, Fourth Edition (1978)
4. Publications available from  
Superintendent of Documents

As you have suggested, the American Bar Association delegation tour of China, November 2-19, was a golden opportunity for study. I believe that this opportunity has not been wasted and hope that my understanding has improved.

In any case, we would be pleased to answer any questions raised in the foregoing and, of course, would be honored by your visit to this office.

We would value your criticism of the enclosed trademark application forms and would be pleased to make any corrections which you suggest.

Sincerely,

DHS:bhd

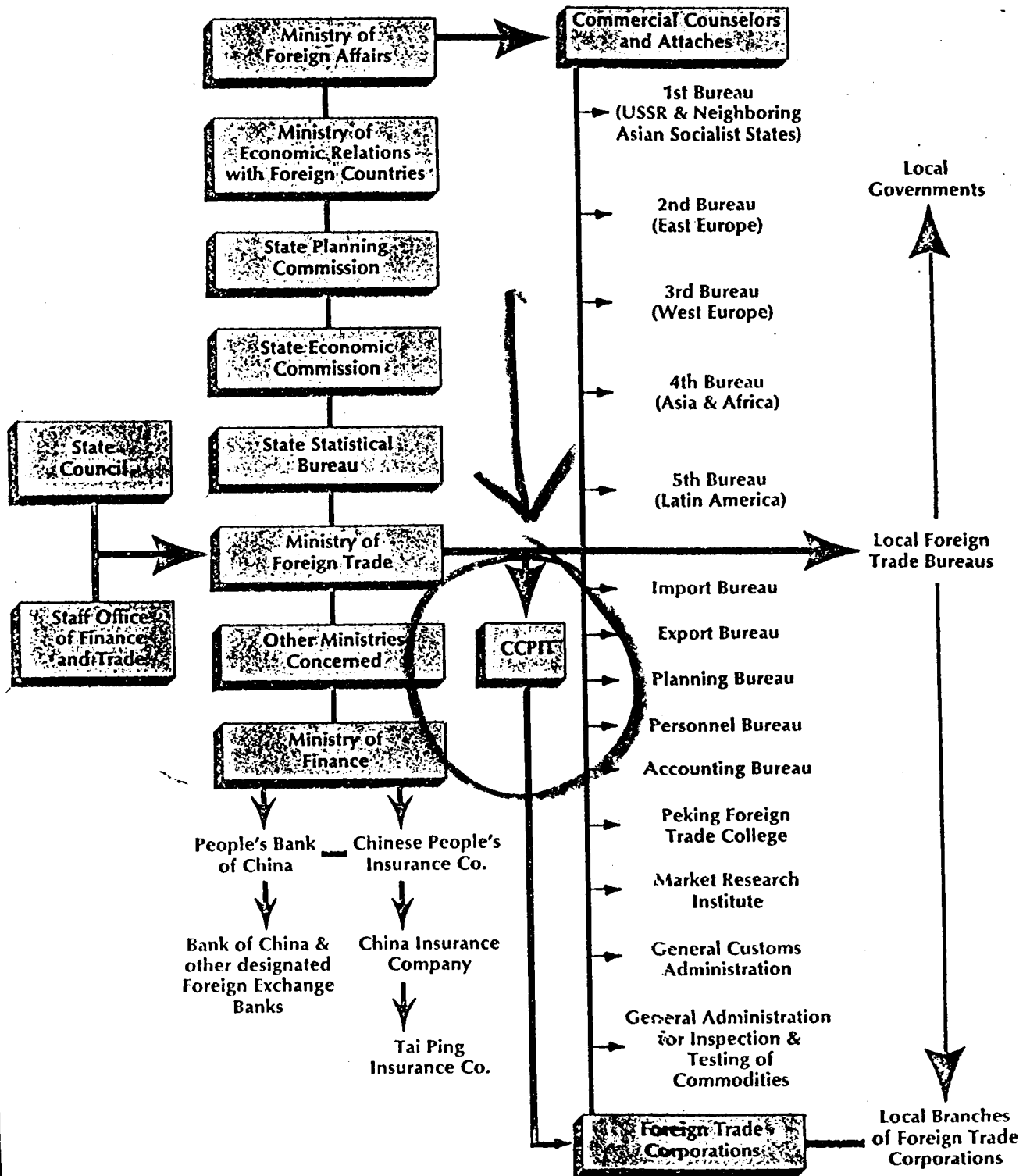
Enclosures:

- 1) Declaration and Power of Attorney forms (25)
- 2) Printed Matter Relating to Trademarks
- 3) Publications available from Superintendent of Documents

Cc w/enc. by Separate Air Mail



# The Organizational Structure of China's Ministry of Foreign Trade



Source: Gene Hsiao

**China Council for the Promotion  
of International Trade**  
Chairman—Wang Yan-ting  
Vice Chairmen  
Hsiao Fang-chou  
Li Chuan  
Li Hsi-fu  
Li Yung-ting  
Wang Wen-lin

Departments

**Foreign Exhibitions In  
China Department**  
Director—Hsiu Fang  
Deputy Director—Wei Li-chin

**Liaison Department**  
Director—Tung Ch'ao  
Deputy Directors  
Li Chiang  
Wang Ju-k'un  
Wang Ko-chung  
American and  
Oceanian Affairs  
Chief—Kuo Szu-mien

**Overseas Exhibition Department**  
Director—Lu Feng-ch'un

**Publicity Department**  
Director—Sung Fang

**Legal Department**  
Director—Jen Chien-hsin  
Deputy Directors  
Liu Ku-shu  
Liu Shao-shan

**Technical Exchange Department**  
Director—Li Chao-ii

Commissions

**Foreign Trade Arbitration  
Commission**  
Chairman—Hsiao Fang-chou

**Maritime Arbitration Commission**  
Chairman—Wang Wen-lin