

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 Hill and Knowlton, Inc.	2. Registration No. 3301
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3. Name of foreign principal Bureau National Interprofessionel du Cognac	4. Principal address of foreign principal 3, Allee de la Corderie 16100 Cognac, France
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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:

<input type="checkbox"/> Partnership	<input type="checkbox"/> Committee
<input type="checkbox"/> Corporation	<input type="checkbox"/> Voluntary group
<input checked="" type="checkbox"/> Association	<input type="checkbox"/> Other (specify) _____

Individual—State his nationality _____

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

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: n/a

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

promotes generic cognac; controls quality designations of cognac; provides information on cognac; controls production of cognac as required for designations.

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 foreign principal is a foreign association comprised of member companies who subsidize its operations. These member companies include grape growers, cognac manufacturers, shippers, bottlers, etc.

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.

Refer to #9 above.

Date of Exhibit A	Name and Title	Signature
1/20/87	Richard McElheny Sr. VP & Group Director	

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 Hill and Knowlton, Inc.	Name of Foreign Principal Bureau National Interprofessionel du Cognac (BNIC)
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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.

Verbal arrangement between registrant and foreign principal. Registrant will charge for its services at standard hourly rates for participating officers and staff assistants as they are required to carry out the programs and activities approved. In addition, registrant will invoice foreign principal for all out-of-pocket disbursements made in the performance of its duties at cost and an additional 15% administration fee on all such disbursements which are classified "non-routine." The arrangement covers the month of January 1987 but may be extended as necessary to complete the desired work.
- Describe fully the nature and method of performance of the above indicated agreement or understanding.

Registrant will give trade dispute resolution assistance on potential tariff increases re exports to the U.S. and provide publicity and advertising counsel to foreign principal.

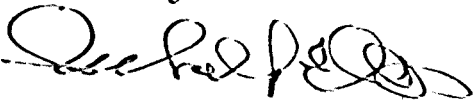
5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Refer to no. 4

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?^{1/} 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.

The registrant may, on occasion, contact by telephone, written correspondence, or personal visit appropriate media representatives or officials of the Executive Branch or Congress in representing the public relations/ public affairs of the foreign principal.

Date of Exhibit B	Name and Title	Signature
1/20/87	Richard McElhony SVP & Group Director	

^{1/} 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.