

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 (Gray and Company Public Communications International, Inc.) Hill and Knowlton, Inc. 901 31st St. N.W. - Washington Harbour Washington, DC 20007		2. Registration No. 3301
3. Name of foreign principal French Postal Telephone Telegraph Ministry (PTT)	4. Principal address of foreign principal c/o Interel 3, rue du Faubourg, Saint-Honore 75008 Paris, France	

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) _____
- Individual—State his nationality _____

6. If the foreign principal is a foreign government, state: French Postal Telephone Telegraph Ministry (PTT)

a) Branch or agency represented by the registrant.

b) Name and title of official with whom registrant deals. M. Gerard Lonquet, Minister

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

a) Principal address N/A (see #6)

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,

N/A

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.)

Foreign principal is the French Postal Telephone Telegraph Ministry (PTT) which oversees the French postal, telephone and telegraphic industries.

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.

N/A

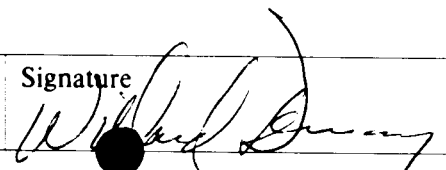
Date of Exhibit A

2/7/87

Name and Title

Willard Demory
Sr. VP & Group Director/DC

Signature



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
Hill and Knowlton, Inc. (Gray and Company Public Communications International, Inc.)	French Postal Telephone Telegraph Ministry (PTT)

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.

At the request of Registrant's Paris affiliate, Interel, Registrant was to organize a one day press briefing in Washington, DC (9/24/86) featuring French Telecommunications Minister Longuet. Foreign principal will pay U.S. \$2,000 (including all expenses) for Registrant's services. No further activities will be performed for the 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 #4.

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

On occasion, Registrant may contact representatives of the media on behalf of the public relations/public affairs interests of Hill and Knowlton (Gray and Company) clients.

Date of Exhibit B	Name and Title	Signature
2/6/87	Willard Denory Sr. V.P. & Group Director/DC	

¹Political 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.

Paris September 17th 1986

Mr Steve WORTH
GRAY AND COMPANY

Dear Steve,

Following our conversation of today, I confirm you that we have a very limited budget to assist M. Gérard LONGUET, French PTT Minister, in his press relations during his trip to the US from Monday September 22nd to Wednesday 24th.

You will have to coordinate all the action with Marie-Monique STECKEL (tel 212/977 86 30).

The budget for Gray and Co is 2 000 US dollars, all expenses included. This is a limited budget, but you must consider it as a promotion for Gray and Co lobbying effort on behalf of the French Government.

Here is the breakdown of your task : to organize a press breakfast with telecommunication journalists in Washington DC. Marie-Monique STECKEL will tell you exact time and place on Thursday 23rd.

If you could secure 5 to 10 journalists, specialized and general press, this would be perfect.

We will fax you a resume of the Minister and some information about the actual deregulation movement in telecommunications field in France. (This should be translated in American).

INTEREL has already organized an interview in Paris after the return of the Minister, with the Christian Science Monitor and an interview with Forbes in New York. The French embassy will take care of the French press. Steve LEVY will help you in selecting journalists and organize an interview with Broadcasting Magazine.

Again, I assure you this would be an excellent opportunity to promote Gray and Co and it will help us to obtain a very important budget from French Telecom.

The Minister does not speak English, but we will have a translator and the Cabinet member who will travel with the Minister is Laurent BLIN.

Regards,

Bernard Le Grelle