

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. 901 31st Street N.W., Washington, DC 20007	2. Registration No. 3301
3. Name of foreign principal Electronic Industries Association of Japan	4. Principal address of foreign principal 202 Maruno Uchi, 3 Chome, Chiyoda Ko, Tokyo, JAPAN

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:

N/A

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

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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

Foreign principal is a trade association consisting of members who have manufacturing factories in Japan.

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.)

N/A

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 foreign principal (trade association) is owned and controlled by its membership of Japanese electronic product manufacturers.

Date of Exhibit A 4/13/87	Name and Title Mary C. Foerster Group Director, PR Division	Signature <i>Mary C. Foerster</i>
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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.	Electronic Industries Association of Japan

Check Appropriate Boxes:

1. 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.
Note: Contract copies will be forwarded to the DOJ FARA Registration Unit when received by Registrant.
2. 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.
3. 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.

Effective April 8, 1987, Registrant will serve as communications counsel concerning trade matters on behalf of the foreign principal. Registrant will charge the foreign principal for the services of its participating officers and staff assistants at standard hourly rates plus an additional 6% of estimated budget amounts to cover staff supervision plus expenses plus commission on advertising placed.

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

Communications counsel concerning trade matters to include development for approval and implementation a program which may consist of press releases, press conferences, media interviews, audio and video news releases, media training, op-ed articles, editorial board briefings, development & placement of advertising, media lists development and monitoring/clipping services.

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.

On occasion, Registrant may 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 interests of the foreign principal.

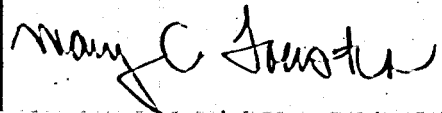
Date of Exhibit B

4/13/87

Name and Title

Mary C. Foerster
Group Director, PR Division

Signature



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 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.