

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 Black, Manafort, Stone & Kelly, Public Affairs Company 324 North Fairfax Street, Alexandria, VA 22314	2. Registration No. 3600
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3. Name of foreign principal The Chamber of Philippine Manufacturers, Exporters and Tourism Associations	4. Principal address of foreign principal Philippine Center for International Trade Expositions (PHILCITE) Roxas Blvd. Manila, Metro Manila The Philippines
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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 \_\_\_\_\_

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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. N/A

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. N/A

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

To provide stronger U.S. Philippines bilateral relations

b) Is this foreign principal

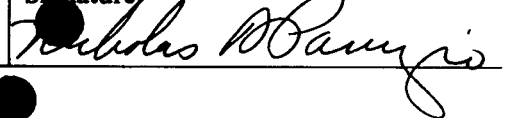
- Owned by a foreign government, foreign political party, or other foreign principal ..... Yes  No
- Directed by a foreign government, foreign political party, or other foreign principal..... Yes  No
- Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes  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.

Association of groups ... membership organization

Date of Exhibit A	Name and Title	Signature
November 25, 1985	Nicholas A. Panuzio President	

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
Black, Manafort, Stone & Kelly Public Affairs Company	Chamber of Philippine Manufacturers, Exporters and Tourism Associations

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.

Black, Manafort, Stone & Kelly Public Affairs Company will monitor activities at all levels of the government concerning all aspects of U.S. policy with regard to the Chamber of Philippine Manufacturers, Exporters and Tourism Associations. Black, Manafort, Stone & Kelly will represent the principal before the United States Congress, administrative agencies and the Executive Branch.

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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.

Black, Manafort, Stone & Kelly Public Affairs Company will lobby, represent and assist with the promotion of the political and economic objectives of the principal.

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.

To lobby, represent, advise and assist in the promotion of the political and economic objectives of the principal. To assist in arranging contacts with U.S. Government officials, Members of Congress and other opinion makers in the U.S. To advise the principal on matters of U.S. foreign and domestic policy which could affect U.S./Chamber of Philippine Manufacturers, Exporters and Tourism Associations relations. To assist and advise U.S. bodies and organizations which have as their objective the promotion of better U.S./Chamber of Philippine Manufacturers, Exporters and Tourism Associations relations. To alert U.S. Government officials to the concerns of the Chamber of Philippine Manufacturers, Exporters and Tourism Associations that merit consideration for mutually beneficial purposes.

Date of Exhibit B	Name and Title	Signature
November 25, 1985	Nicholas A. Panuzio President.	<i>Nicholas Panuzio</i>

<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.

BLACK, MANAFORT, STONE, & KELLY  
PUBLIC AFFAIRS COMPANY  
324 NORTH FAIRFAX STREET  
ALEXANDRIA, VIRGINIA 22314

(703) 683-6612

A G R E E M E N T

By this Agreement entered into on the 15th day of November, 1985, between Black, Manafort, Stone & Kelly (hereinafter Consultants), and the Chamber of Philippine Manufacturers, Exporters and Tourism Associations (hereinafter Chamber), the parties agree as follows:

1. Scope of Employment: The Consultants shall provide the following services:

- A. Advice and assistance with the formulation of strategy for maximizing the Chamber's interests;
- B. Monitoring of matters before the Executive and Legislative Branches likely to affect the interests of the Philippines and the Chamber;
- C. General and specific representation before the Executive and Legislative Branches;
- D. Advice and assistance with matters relating to the media, public relations and public affairs interests; and
- E. Advice and assistance on other matters designated by the Chamber.

2. Term: This Agreement will continue in force for a term of one year, November 15, 1985, through November 14, 1986.

3. Fees: In return for the performance of the services contained herein, the Chamber agrees to compensate Consultants in the amount of \$950,000.00 (U.S. dollars). Payment will be due according to the following schedule:

\$250,000.00 upon execution of this Agreement; \$250,000.00 each of the next two succeeding quarterly anniversary dates, and \$200,000.00 on the fourth quarterly date.

In addition to the above fees, the Chamber shall reimburse Consultants for expenses incurred, such as travel, courier and long distance telephone, resulting from the provision of services under this Agreement.

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4. Miscellaneous Provisions:

- A. Notice: Any notices provided for herein shall be sent by certified mail, postage prepaid, and addressed as follows:


Paul J. Manafort, Jr.  
Black, Manafort, Stone & Kelly  
324 North Fairfax Street  
Alexandria, Virginia 22314

IN WITNESS WHEREOF, the parties hereto, by their respective and authorized officers, have hereunto set their names.

BLACK, MANAFORT, STONE & KELLY  
PUBLIC AFFAIRS COMPANY

  
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CHAMBER OF PHILIPPINE MANUFACTURERS,  
EXPORTERS AND TOURISM ASSOCIATIONS

  
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