

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 triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .33 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

Name of Registrant	Name of Foreign Principal
Fleishman-Hillard, Inc.	China National Tourism Administration

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 three copies of the contract to this exhibit.
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 three 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 the 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.

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DEPT OF JUSTICE  
CRIMINAL DIVISION  
JAN -8 7:22:04  
FEDERAL SECURITY  
REGISTRATION UNIT

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Fleishman-Hillard is a public relations firm which has contracted to assist the China National Tourism Administration in the promotion of tourism from the United States to China.

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


Fleishman-Hillard will provide promotion services and communications counsel to the China National Tourism Administration in support of U.S.-to-China tourism. This may involve written or other support materials.

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.

N/A

Date of Exhibit B	Name and Title	Signature
January 6, 1992	Richard J. Sullivan Executive Vice President and Senior 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.

**FLEISHMAN  
HILLARD INC**

Public Relations

1301 Connecticut Ave., N.W.  
Washington, D.C. 20036

1991-11-27  
11:21 AM  
00200-1103-0119

Richard J. Sullivan  
Executive Vice President  
Senior Partner

November 27, 1991

Mr. Gu Shubao  
Deputy Director  
National Tourism Administration  
No. 9A Jian Guo Men Nei Avenue  
Beijing China 100740

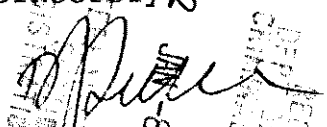
Dear Mr. Gu

We are in receipt of the China National Tourist Office's opinion of our latest correspondence regarding Phase I of the China Tourism marketing communications plan. Thank you for providing us with such a timely reply.

In response to the wishes of the CNTA:

- 1) We agree to include Chairman Liu Yi's visit as part of the Phase I program, including securing a U.S. government invitation to him.
- 2) We will schedule meetings for Chairman Liu and the CNTA delegation with representatives from the seven cities noted in our first plan, including meetings with the highest-ranking appropriate executives of the ten largest U.S. travel companies.
- 3) The costs to the CNTA for the Phase I program will total US \$100,000. We will send the CNTA one invoice of US \$50,000 in December, 1991, and another invoice of US \$50,000 in May, 1992. These two bills would cover CNTA's entire costs for the program.

Once again, Mr. Wu, thank you for your continued support. We look forward to a productive and mutually beneficial relationship with you and the CNTA.

Sincerely,  


Richard J. Sullivan  
Executive Vice President  
and Senior Partner

cc: Madam Kong Lingyu