

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 .49 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.

*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 Marston Webb & Associates 60 MADISON AVE., STE. 1101, New York, NY 10010	2. Registration No. 4209
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3. Name of foreign principal Baden Wurttemberg Agency for Economic Dev.	4. Principal address of foreign principal North American Div Willi Bleicher Str 19 Postfach 101751 D-7000 Stuttgart 10, Germany
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5. Indicate whether your foreign principal is one of the following type: 92 FEB 11 11:00 AM

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 type="checkbox"/> Association	<input type="checkbox"/> Other (specify) _____

Individual—State his nationality _____

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

a) Branch or agency represented by the registrant. Baden Wurttemberg Agency for Economic Dev.

b) Name and title of official with whom registrant deals. Jens Janic - Head of Division

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

a) Principal address

b) Name and title of official with whom 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

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.)

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.

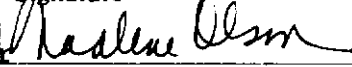
Date of Exhibit A

Jul. 5, 1992

Name and Title

Madlene Olson
Vice President/General Manager

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

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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
Marston Webb & Associates	Baden Wurttemberg Agency for Economic Dev.

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.


Marston Webb was asked to assist Baden Wurttemberg in creating an awareness of this state in Germany for the purpose of attracting investment. We were asked to produce a brochure and subsequently send out direct mail, together with the brochure. All of this has been agreed at a cost of \$39,238. Direct mail will take place over the next 6 months. Brochure is attached

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

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

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.

Date of Exhibit B	Name and Title	Signature
Feb. 5, 1992	Madlene Olson Vice President/General Manager	

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.

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Marston Webb International

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INVOICE

TO: BADEN-WURTEMBERG AGENCY FOR
INTERNATIONAL ECONOMIC DEVELOPMENT
WILLI BLEICHER STRASSE 19
D 7000 STUTTGART 10, GERMANY

INVOICE #1991

REVISED: October 10, 1991

ITEM	QUANTITY	DESCRIPTION	COST
1.	10,000	LETTERHEAD - WATERMARKED DESIGN & PRINT LOGO (BLACK & YELLOW) SPHERE (BLUE) THREE COLORS	\$ 1,500
2.	10,000	ENVELOPE - DESIGN & PRINT SIZE: 9" X 12" TWO COLORS	\$ 2,500
3.	10,000	BROCHURE SIZE: 10 3/4" X 8 1/4" FOUR PAGES - FOUR COLORS ATTACHED PERFORATED REPLY CARD	\$15,000
4.	5,000	POSTAGE	\$ 2,738 ✓
5.		UNLIMITED ANNUAL DATABASE ACCESS	\$11,000
6.		WRITE 5 DIFFERENT COVER LETTERS FOR EACH INDUSTRY SECTOR. (ELECTRONICS, BIOTECHNOLOGY, TELECOMMUNICATIONS, MEDICAL, ENVIRONMENTAL TECHNOLOGY)	\$ 2,500
7.	5,000	LASER PRINT ON LETTERHEADS AND ENVELOPES, INSERTING BROCHURES & LETTERHEADS, SEALING & AFFIXING POSTAGE.	\$ 4,000 ✓
		TOTAL	\$39,238

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DEPT. OF JUSTICE
FEB 11 1992

**BADEN-WÜRTTEMBERG AGENCY FOR INTERNATIONAL ECONOMIC
COOPERATION
- GWZ -**



GWZ BADEN-WÜRTTEMBERG MBH P.O. BOX 101751 D-7000 STUTTGART 10, GERMANY

HAUS DER WIRTSCHAFT

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TELEFAX (49-7 11) 2 27 87-22
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STUTTGART

As someone shaping the future of a U.S. company engaged in telecommunications, you are undoubtedly concerned with your growth in the international markets . . . particularly in the new Europe.

In Europe, the term "window of opportunity" has rarely had as much meaning as it does now, with businesses of every kind within the European Community - and outside it - moving aggressively to position themselves for the emergence of the world's largest single market in 1992.

Rarely have you been presented with an opportunity to sell on this scale to a highly sophisticated market of some 380 million people. However, while opportunity abounds, questions arise on how best to enter or expand existing operations in this new market.

For these reasons, we urge you to look closely at the State of Baden-Wurttemberg, with a dynamic market of 10 million people. Germany's high tech state is at the very heart of Europe and the headquarters of such great companies as Mercedes Benz, Porsche, and Bosch. It is also home to an ever growing number of prestigious multi-national companies such as Hewlett-Packard, IBM, and John Deere.

The fact is, we in Baden-Wurttemberg, are committed to the expansion of the telecommunications industry and provide the most R&D and manufacturing base for leading edge U.S. companies like yours in Europe. We invite you to consider these immediate advantages:

- The \$38 billion market can only be approached through the presence of a European subsidiary;
- 22% of the German electronics industry is in Baden-Wurttemberg, and;
- Baden-Wurttemberg houses the Institute of Microelectronics, Computer Science Research Center and the Institute of Telecommunications Technology among many other R&D facilities.

We invite you to come profit with us in Baden-Wurttemberg. To start the process, please read the enclosed brochure and then write or telephone me, or our North American affiliates, Marston Webb International at (212) 684-6601. Or fax us at (212) 725-4709 for detailed information on your company's prospects in the wider European marketplace via Baden-Wurttemberg - a central location close to the most important European markets.

Sincerely,

Jens Janik
Head of North American Division

