

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<br>Washington Communications Group/Ruder Finn, Inc.<br>1615 M St., NW Suite 220; Washington, D.C. 20036 | 2. Registration No.<br>4315 |
|---|-----------------------------|

|   |  |
|---|--|
| 3. Name of foreign principal<br>Mario Echeverri<br>Compania Agricola y Ganadera de Sula, S.A. | 4. Principal address of foreign principal<br>San Pedro Sula,<br>Honduras, C.A. |
|---|--|

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 n/a

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.

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

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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

Association of banana growers.

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

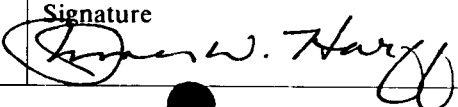
Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes  No

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.

Echeverri family.

|                                     |   |  |
|-------------------------------------|---|--|
| Date of Exhibit A<br>April 11, 1990 | Name and Title<br>James W. Harff<br>Senior Vice President | Signature<br> |
|-------------------------------------|---|--|

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, DC. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC. 20503.

Name of Registrant  
Washington Communications Group/  
Ruder Finn, Inc.

Name of Foreign Principal  
Mario Echeverri  
Compania Agricola y Ganadera  
de Sula, S.A. (CAGSSA)

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

Advice, counsel and assistance with public relations services by means of news media relations and dissemination of information to the American public.

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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.

1. Creation and drafting of background information on Client's concerns about marketing bananas in Honduras.
2. Distribution of background materials to U.S.-based journalists.
3. Advice and counsel to Client with respect to media relations.
4. Monitoring news media coverage of Client's issue concerns.

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.

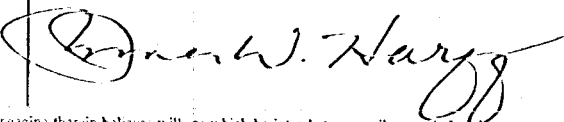
Date of Exhibit B

April 11, 1990

Name and Title

James W. Harff  
Senior Vice President

Signature



<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.

The  
Washington  
Communications  
Group

The Washington Communications Group, Ltd.  
Public Relations/Public Affairs  
202-466-7800

A Division of Ruder Finn, Inc.

AGREEMENT BETWEEN:

THE WASHINGTON COMMUNICATIONS GROUP/ RUDER FINN, INC. [WCG/RF]  
AND MARIO ECHEVERRI/CAGSSA

DATE: April 8, 1990

1. Mario Echeverri/CAGSSA (hereafter referred to as Client) has retained The Washington Communications Group/Ruder Finn, Inc. [WCG/RF and hereafter referred to as Agency) as its public relations counsel effective April 8, 1990.
2. Public relations services to be provided by Agency include, but are not limited to, counseling, creating, planning and implementing specific public relations projects; preparation of written and other public relations materials, and representing Client to the public as its agent. Client shall exercise the right of final review and approval for all materials generated by Agency in Client's behalf.
3. Remuneration of Agency for its services is determined by hourly rates of the staff assigned to the account. Remuneration will be in the form of a retainer fee, billable in two installments not to exceed \$10,000, with the first payment of \$5,000 due and payable upon signing this contract and the final payment due and payable April 30, 1990.
4. Client retains the right to terminate this agreement for just cause based upon nonperformance, provided that Client notifies Agency of the cause for termination and permits Agency to correct it during a thirty-day period prior to termination.
5. Out-of-pocket disbursements for, on behalf of, or for the benefit of Client will be billed as incurred. Disbursements falling into Group A, below, are billed at cost; and those in Group B, below, which increase our overhead costs, are billed at a markup of 20 percent.

GROUP A:

Clipping Service  
Local Transportation  
Media Tour Services  
Model Fees  
Newspapers & Periodicals  
Newswire Services  
Postage  
Entertainment Expenses  
Special Clerical Services  
Special Events  
Special Materials  
Spokesperson Fees

GROUP B:

Analyst & Broker Meetings  
Audio-Visual Services  
Design Services  
Mat. Services  
Messenger Service  
Photocopies  
Photography  
Printing Services  
Production Services  
Telecommunications  
Travel Expenses

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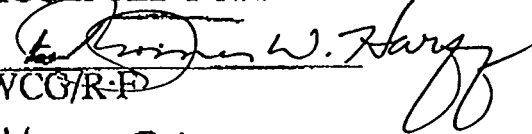
6. If Agency places paid media advertising for Client as its agent, media and production costs are paid to Agency by Client in advance and these shall be commissionable to the Agency.
7. Client agrees to deposit with Agency \$1,000.00 as revolving credit against which any out-of-pocket disbursements are paid. Client agrees to reimburse this fund each month in the amount of such out-of-pocket charges. Agency agrees to refund promptly any unused balance remaining therein at the completion of this agreement.
8. A service charge of 1-1/2 percent per month will be assessed on outstanding balances over 30 days.
9. In circumstances where Agency is asked to do more work than originally agreed upon in this contract or the cost of doing business increases during the course of the agreement, Agency reserves the right to pass these costs on to Client. Likewise, if Client reduces the work originally agreed upon in this contract or the expenses incurred are less than anticipated, a refund would be due to Client. Such changes by either party will be submitted in writing to the other within a reasonable amount of time before said change.
10. Services rendered by all present or future subsidiaries or affiliates of Agency and which are not specifically covered by this agreement will require a separate budget agreement when such services are called for.

These subsidiaries and affiliates include: The Washington Communications Group, Research & Forecasts, Inc., R-F Design, Public Relations Production Company, Inc., Arts & Communications Counselors, Writing & Editorial Services, The Video Technology Group, the Field Network, and Ruder Finn International Partners.

The cost of such services may be billed, as preferred, as part of the Agency's monthly invoice or as separate subsidiary invoices.

11. Client agrees to and hereby does indemnify Agency against any damages, costs and expenses, including reasonable attorney's fees, incurred in defending against any action arising out of the release of materials previously cleared and approved for and on behalf of Client, and Client hereby expressly holds Agency harmless from any such damages, costs and expenses.
12. Client acknowledges that it has read this agreement, understands it, and agrees to be bound by its terms and conditions. Further, Client agrees that it is the complete and exclusive statement of the agreement between the parties, which supersedes all prior agreements, oral or written, and all other communications between the parties relating to the subject matter of this agreement.

ACCEPTED FOR:

  
WCG/R-F

MARIO Echeverri  
CAGSSA

DATE:

April/05/90

4/5/90