

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.

RECEIVED  
U.S. DEPARTMENT OF JUSTICE  
CRIMINAL DIVISION  
JAN 12 11 12 AM '82  
REGISTRATION UNIT  
INTERNAL SECURITY  
REGISTRATION No. 2758

1. Name and address of registrant

HERMAN ASSOCIATES, INC.  
488 Madison Avenue  
New York, N.Y. 10022

3. Name of foreign principal

Reiseburo of the German Democratic Republic

4. Principal address of foreign principal

GDR 1026 BERLIN, PSF 77

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  Committee
  - Corporation  Voluntary group
  - Association  Other (specify) \_\_\_\_\_
- Individual - State his nationality \_\_\_\_\_

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

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

7. If the foreign principal is a foreign political party, state: Not applicable

- 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  
The Reiseburo is the official travel organization of the GDR handling both incoming and outgoing individual and group travel arrangements. The Reiseburo also markets escorted tours of the GDR.

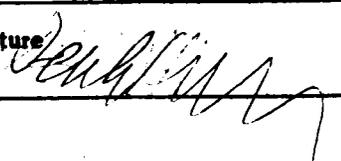
b) Is this foreign principal

- 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.

Not applicable.

Date of Exhibit A	Name and Title PAULA HERMAN, Vice Pres X	Signature 
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UNITED STATES DEPARTMENT OF JUSTICE  
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT  
Under the Foreign Agents Registration Act  
of 1938, as amended

RECEIVED  
U.S. DEPARTMENT  
OF JUSTICE  
CRIMINAL DIVISION  
JAN 12 11 12 AM '81  
INTERNATIONAL SECURITY  
REGISTRATION UNIT

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
HERMAN ASSOCIATES, INC.	REISEBURO OF THE GERMAN DEMOCRATIC REPUBLIC

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.  
The general terms and conditions refer to various advertisements promoting tourism in the German Democratic Republic and we receive our fees based upon standard advertising rates for placing space and for the creation of any related advertising material.
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

See above.

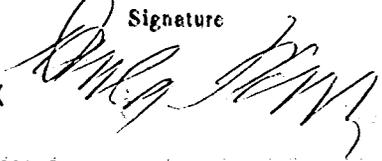
5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Acted as an advertising agency for the purpose of promoting tourism from the United States to Germany. We prepare and place advertisements for this client. The advertising is directed to the general public in an attempt to promote general tourism by American citizens to Germany. There is no political material of any kind associated with this program and the advertising campaign is typical of the industry in that it points out the attractive resort areas and areas of historical and cultural interest to any tourist. Our work is completely non-political.

Our advertising agency creates advertising copy which is then approved by the client which is then placed in print media selected by the client. All the advertisements relate to tourism.

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	Name and Title	Signature
1/6/82	PAULA HERMAN, VICE PRES.	 X

<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.