

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.

1. Name and address of registrant Saunders and Company 1203 Duke Street Alexandria, VA 22314	2. Registration No. 34140
3. Name of foreign principal Embassy of Japan	4. Principal address of foreign principal 2520 Massachusetts Ave., N.W. Washington, D.C. 20008

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 _____

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

- a) Branch or agency represented by the registrant.
Embassy of Japan to the U.S.
- b) Name and title of official with whom registrant deals.
Hiroshi Fukuda, General Counselor

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.
- 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

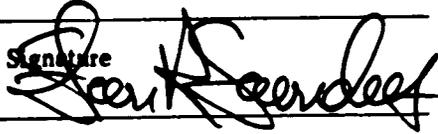
Financed by a foreign government, foreign political party, or other foreign principal Yes No

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 February 3, 1983	Name and Title Steven R. Saunders	Signature 
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Proprietor
Saunders & Company

UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

EXHIBIT B

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

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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
Saunders and Company	Embassy of Japan

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.

Provide advice and counsel on U.S.-Japan economic relations, and systems for communicating Japanese views to Congress and business leaders through consultation with Embassy officers.

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

Per oral agreement subsequent to letter of agreement dated December 17, 1982, registrant will conduct and moderate seminars, workshops, and discussion groups, in addition to analytical and counseling functions described in #4.

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.

Seminars, workshops, and discussion groups as described in #5 will include business leaders, congressional staff, students, scholars, and others for the purpose of developing better mutual understanding between the U.S. and Japan on economic matters.

Date of Exhibit B	Name and Title	Signature
February 3, 1983	Steven K. Saunders Proprietor Saunders and Company	

^{1/} 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.

December 17, 1982

Mr. Hiroshi Fukuda
Counselor
Embassy of Japan
2520 Massachusetts Avenue, N.W.
Washington, D.C. 20008

Dear Counselor Fukuda:

This letter will serve as the agreement and contract between the Embassy of Japan and Saunders and Company.

1. Saunders and Company agrees to provide the Embassy of Japan with advice and counsel on U.S.-Japan economic relations, systems for communicating Japanese views to Congress and business leaders, and other matters on which the Embassy may request advice and counsel, during the period December 17, 1982 through March 31, 1983.

2. In consideration of such services, the Embassy of Japan agrees to pay to Saunders and Company, the sum of U.S. six thousand dollars (U.S. \$6,000).

If these terms are agreeable to you, please sign below, and return one signed copy of this letter to me at your earliest convenience.

Sincerely,



Steven R. Saunders
Saunders and Company
1203 Duke Street
Alexandria, Virginia 22314

AGREED:



Hiroshi Fukuda
Counselor
Embassy of Japan

Agreement
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