

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 Steven R. Saunders Saunders & Company Alexandria, VA 22314	2. Registration No.  3440
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3. Name of foreign principal Mitsubishi Electric Corporation through Universal Public Relations	4. Principal address of foreign principal Shinbashi Fuji Building 2-1-3 Shinbashi Minato-Ku, Tokyo 105-91
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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.
- 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 the 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  
Manufacture of electrical and electronic products and systems.

**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

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9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

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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 July 6, 1977	Name and Title Steven R. Saunders Managing Director	Signature 
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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
Steven R. Saunders Saunders & Company	Mitsubishi Electric Corporation Through Universal Public Relations

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.

See Contract

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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.

To promote Mitsubishi Electric Corporation's interests in the U.S.-Canada trade talks; this will involve meetings with U.S. governmental officials.

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.

U.S.-Canada trade talks and Congressional approval of any resultant agreement.

Date of Exhibit B

July 6, 1987

Name and Title

Steven R. Saunders  
Managing Director

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.



**UNIVERSAL PUBLIC RELATIONS, INC.**

Shiba P.O. Box 201-Tokyo Japan-Tel:(03)503-6451  
TELEX : J24195 UNIVPUBR FAX:(03)503-2661

February 27, 1987

Mr. Steven R. Saunders  
Saunders & Company  
1015 Duke Street  
Alexandria  
Virginia 22314  
U. S. A.

*Basic  
Contract  
HR.*

Dear Mr. Saunders:

Re: Mitsubishi Electric

This is a letter to confirm the basic points of the contract of your activities for Mitsubishi Electric Corporation, from February 1, 1987 through January 31, 1988.

The basic contract is as follows:

(a) \$5000 per month plus expenses to advise and counsel Mitsubishi Electric on all matters relating to the U.S.-Canada trade talks in Ottawa, Toronto and Washington, anti-dumping and other trade law complaints, trade legislation -- both generally and specifically insofar as the trade bill affects the U.S.-Canada talks, the television industry and CRTs -- and monitoring of other general and electronics/electric industry issues; this would include all meetings and representational activities in the U.S. and Canada, telephone conversations, and travel to Canada as needed, at no additional charge besides expenses.

(b) Additional and special projects to be assigned by Mitsubishi Electric on research, monitoring, consulting and negotiating, separately at hourly rates plus expenses:

\$200 per hour for managing director's time;

\$100 per hour for senior staff time;

\$75 per hour for junior staff time;

\$35 per hour for support staff time;

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Under this category of special projects, minimum billings would be as follows: any telephone conversation would be a minimum billing for one-quarter hour, any meeting at your offices would be a minimum billing for one hour, any meeting outside your office would be a minimum billing of two hours, and travel time would be billed at half the scheduled hourly rate for the staff person involved.

Prior to starting any such special project, Saunders & Company will submit an estimate of total project costs to Mitsubishi Electric.

(c) Saunders & Company will be paid monthly for fees and expenses, on the usual terms, by UPR upon submission of an invoice supported by receipts and other documentation.

Sincerely yours,

  
H. Sugata  
Managing Director

Acknowledged this 5<sup>th</sup> day of March, 1987 by

  
\_\_\_\_\_  
(Name and Title)  
Saunders & Company