

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 Ruder-Finn, Inca 1615 M Street, NW Ste 220 Washington, DC 20036	2. Registration No. 4315
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3. Name of foreign principal Dr. Frane Golem, Authorized Representative Republic of Croatia	4. Principal address of foreign principal 236 Massachusetts Ave, NE Congressional House 505 Washington, DC 20002
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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
  - 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. Washington, D.C Office, Ministry of Foreign Affairs
- b) Name and title of official with whom registrant deals. Dr. Frane V. Golem, Authorized Representative  
Minister without Portfolio

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

- a) Principal address  
NA
- 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 NA

b) Is this foreign principal

NA

- 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.)

NA

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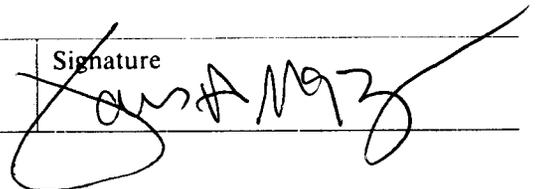
10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

NA

Date of Exhibit A  
8/19/91

Name and Title  
James Mazarella  
Asst Account Executive

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
RUDER-FINN, INC	THE REPUBLIC OF CROATIA

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 three 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 three 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 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.

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 DEPT. OF JUSTICE  
 CRIMINAL DIVISION  
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 INTEROFFICE  
 REGISTRATION UNIT

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

Development of a public relations work plan outlining communications objectives including advocacy for a positive Croatian image to Members of Congress, Administration officials, and the news media, and to advise and counsel the Authorized Representative of the Republic of Croatia on other aspects of the government's public relations program as he may direct.

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

Advising the Republic of Croatia with respect to communicating that government's position on issues to the Memebers of the U.S. House of Representatives and Senate, the Administration, and the news media based in Washington and elsewhere.

Developing background information about Croatia and issues of importance to it for use in briefing the Congress, the Administration and news media.

Suggesting ways and means for dissemination the Republic of Croatia's position on issues through writing and placing op-ed articles, guest columns, letters to the editor and similar communications techniques.

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.

With the declaration of independence by the Republic of Croatia on June 25, 1991, the government there recognized the need to fully communicate its positions on issues relative to Yugoslavia, Croatia and the decision-- made through free elections held April 1990--of the people of Croatia to establish a freely elected democratic government.

Due to efforts by Serbia, through armed military intervention on Croatian sovereign territory, to oppose Croatia's move toward democracy, the Republic of Croatia feels compelled to communicate its position to the legislative and executive branches of the U.S. government.

Means to be used include printed communiquees, individual meetings and briefings by official representatives of the Republic of Croatia.

Date of Exhibit B	Name and Title	Signature
8/19/91	James A. Mazzarella Asst Account Executive	

<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.



RUDER • FINN

August 9, 1991

Dr. Frane V. Golem  
Authorized Representative  
Republic of Croatia  
236 Massachusetts Ave., NE  
Congressional House 505  
Washington, D.C. 20012

RECEIVED  
DEPT. OF JUSTICE  
CRIMINAL DIVISION

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Dear Dr. Golem:

We are pleased that you have chosen Ruder Finn, Inc. to assist you and your government with public relations and government affairs assignments in the U.S. We assure you of our total commitment to your objectives. We look forward to becoming an integral part of your government's professional team.

INTERNAL SECURITY  
SECTION  
REGISTRATION UNIT

Please consider this a Letter of Agreement covering the terms and conditions of our relationship.

***Agreement Between the Republic of Croatia  
And Ruder Finn, Inc.***

1. The Agreement will take effect August 12, 1991, and continue through November 12, 1991.
2. Public relations and government affairs services to be provided by Ruder Finn include but are not limited to developing and implementing strategy and tactics for communicating with Members of the U.S. House of Representatives and Senate; officials of the Executive Branch of the U.S. government including those in the State Department, National Security Council and other relevant departments and agencies of the U.S. government; and U.S. and international news media.
3. The Republic of Croatia will pay Ruder Finn \$10,000 per month for the three months covered by this Agreement, with the initial payment due upon signing this Agreement. Subsequent payments will be due on September 12, 1991, and October 12, 1991.



4. Out-of-pocket expenses for, on behalf of, or for the benefit of the Republic of Croatia will be in addition to the monthly fee. Expenses paid by Ruder Finn under Group A, below, are billed at cost. Those in Group B, which increase our overhead costs, are billed at the standard 20 percent agency mark-up. Expenses are billed monthly and are due within 30 days.

Group A

Group B

Clipping service  
Local transportation  
Media tour services  
Model fees  
Newspapers/periodicals  
Newswire services  
Postage  
Entertainment expenses  
Special clerical services  
Special events  
Special materials  
Spokesperson services

Analyst/broker meetings  
Audio-visual services  
Design services  
Mat services  
Messenger service  
Photocopies  
Photography  
Printing services  
Production services  
Telecommunications  
Travel expenses

5. This Agreement may be cancelled by either party with 30 days prior written notification, during which time Ruder Finn services will continue.
6. Ruder Finn agrees to protect the confidentiality of any and all information provided to it by the Republic of Croatia, making certain that steps are taken to insure the security of sensitive or confidential data. Ruder Finn agrees to relinquish any and all materials provided by the Republic of Croatia upon completion or termination of the Agreement.
7. The Government of the Republic of Croatia acknowledges that it has read this Agreement, understands it, and agrees to be bound by its terms and conditions. The Government of the Republic of Croatia agrees that it is the complete and exclusive statement of the Agreement. Any addendums or modifications must be in writing, signed by both parties.
8. Your signature on this Agreement indicates your acceptance of the terms and conditions stated herein and thereby constitutes a binding contract.



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The Ruder Finn staff looks forward to developing a close working relationship with you and your government in the months ahead. We trust our accomplishments in your behalf will lead to a continuing relationship beyond November, as we support your work on behalf of the people and government of the Republic of Croatia.

Best regards,

A handwritten signature in cursive script, appearing to read 'James W. Harff'.

James W. Harff  
Senior Vice President and  
Deputy General Manager

ACCEPTED BY:

A handwritten signature in cursive script, appearing to read 'Dr. Frane V. Golem'.

Dr. Frane V. Golem  
Authorized Representative  
Government of the Republic of Croatia

DATE: 8/13/91