

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 APCO Associates Inc., 1155 21st Street, NW, Washington, DC 20036	2. Registration No. 4561
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3. Name of foreign principal Korean Foreign Trade Association	4. Principal address of foreign principal 1800 K Street, N.W. Washington, DC 20006
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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:

<input type="checkbox"/> Partnership	<input type="checkbox"/> Committee
<input type="checkbox"/> Corporation	<input type="checkbox"/> Voluntary group
<input checked="" type="checkbox"/> Association	<input type="checkbox"/> Other (specify) _____

Individual—State his nationality \_\_\_\_\_

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

a) Branch or agency represented by the registrant. N/A

b) Name and title of official with whom registrant deals. N/A

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

a) Principal address N/A

b) Name and title of official with whom registrant deals. N/A

c) Principal aim N/A

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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

The foreign principal is an association comprised of and representing Korean businesses.

b) Is this foreign principal

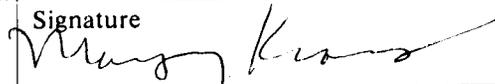
- Owned by a foreign government, foreign political party, or other foreign principal ..... Yes  No
- Directed by a foreign government, foreign political party, or other foreign principal ..... Yes  No
- Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes  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.)

We understand that the foreign principal is a trade association owned, financed and controlled by Korean businesses.

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.

N/A

Date of Exhibit A	Name and Title	Signature
4-15-93	Margery Kraus, President & CEO	

**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
APCO Associates Inc.	Korean Foreign Trade Association

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.

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

The Registrant will assist Crawford & Company Public Relations in arranging meetings between Minister Chulsu Kim of the Republic of Korea and U.S. officials and media representatives.

As described in the attached agreement, the fee is \$27,400, plus out-of-pocket expenses. The duration of the agreement is approximately one month.

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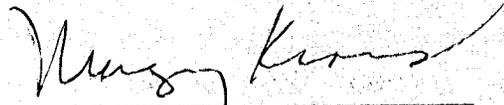
5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

The Registrant will assist Crawford & Company Public Relations in arranging meetings between Minister Chulsu Kim of the Republic of Korea and U.S. officials and media representatives.

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.

The Registrant may engage in political activities on behalf of the foreign principal. The Registrant's activities may, on occasion, include communications on behalf of the foreign principal with Executive Branch officials, officials of government agencies, members of the U.S. Senate and House of Representatives and their staffs, and representatives of the media relating to arranging meetings between Minister Chulsu Kim of the Republic of Korea and U.S. officials and media representatives.

Date of Exhibit B	Name and Title	Signature
4-15-93	Margery Kraus President & CEO	

<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.

APCO ASSOCIATES INC.

April 15, 1993

Mr. Charles Crawford  
Crawford & Company Public Relations  
1330 Connecticut Avenue, N.W., #340  
Washington, D.C. 20036

Dear Mr. Crawford:

On behalf of APCO Associates ("APCO"), I am pleased to confirm by this letter the basis upon which APCO will assist Crawford & Company in supporting Minister Chulsu Kim's trip to the United States.

**SCOPE OF WORK**

Specifically, our activities will take place during April and will include the following:

- o Develop and execute a congressional dinner and/or other meetings to be determined on a discussion basis. Guests to include members of the relevant committees of the House of Representatives, especially the Ways and Means Committee.
- o Conduct the following media activities:
  - o Plan and execute a private breakfast for high-level trade journalists.
  - o Seek an editorial board meeting at the *Washington Post*.
  - o Plan and execute a news conference to discuss Korean trade policies.
  - o Seek an interview or coverage on C-Span.
  - o Seek an interview on MacNeil-Lehrer news hour.
  - o Conduct a variety of New York media activities, including possible interviews with *Business Week*, the *New York Times*, *Journal of Commerce*, *Wall Street Journal*, nightly business news on CNN, CNBC, etc.

In conjunction with these activities, APCO will develop necessary press releases and background information and will assist in the development of appropriate remarks, speeches, and talking points. We will also print a white paper to be provided by you and the press kit folder for the meetings.

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Mr. Charles Crawford  
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## BUDGET

According to our understanding, we will charge a fee of \$27,400 for services in conjunction with the activities in Washington and New York. We will also charge you for substantiated out-of-pocket expenses, including secretarial overtime, telephone and facsimile, duplicating, travel, postage and delivery services, printing and copying and other appropriate out-of-pocket expenses. These expenses will not exceed \$5,000 without your permission and will be appropriately documented.

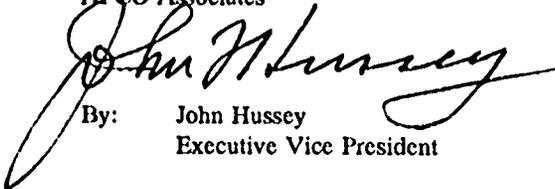
It is expected that if, for some reason, we are asked to cease work before completion of the contract, Crawford & Company Public Relations will pay the hourly charges and out-of-pocket expenses incurred. Payment for services will be due upon completion of the work outlined.

If the activities and terms described in this letter reflect your understanding of our scope of work and compensation, please sign in the designated space below and return one original copy to APCO.

We are delighted to have this opportunity to be of service and look forward to working very closely with you during the next few weeks.

Sincerely,

APCO Associates

  
By: John Hussey  
Executive Vice President

AGREED TO AND ACCEPTED:

Crawford & Company Public Relations

By: 

Title: Chairman

Date: 15 April 1993