U.S. Department of Justice
Washington, DC 20530

Exhibit A
To Registration Statement
Under the Foreign Agents Registration Act of 1938, as amended

OMB No. 1105-0003
Approval Expires Oct. 31, 1983

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
Gray and Company Public Communications International, Inc.
3255 Grace Street, N.W.
Washington, D.C. 20007

2. Registration No.
3301

3. Name of foreign principal
Airbus Industrie of North America, Inc.

4. Principal address of foreign principal
Alan Boyd, Chairman
1333 New Hampshire Ave., N.W.
Washington, D.C. 20036

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. Not Applicable

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

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

a) Principal address Not Applicable

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

Operating to produce and market passenger aircrafts.

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.)*

Airbus Industrie of North America, Inc. is owned by a consortium of French, Spanish, British, and German principals. The owners of Airbus Industrie are: Societe Nationale Industrielle Aerospatiale S.A. of France; Deutsche Airbus GMBH of Germany; British Aerospace PLC; and Construcciones Aeronauticas S.A. of Spain.

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.

Please refer to Question #9 above.

Date of Exhibit A	Name and Title	Signature
October 5, 1984	Jeffrey B. Trammell Senior Vice President	Jeffrey B. Trammell

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Washington, DC 20530

Exhibit B
To Registration Statement
Under the Foreign Agents Registration Act of 1938, as amended

OMB No. 1105-0007
Approval Expires Oct. 31, 1983

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
Gray and Company Public Communications International, Inc.	Airbus Industrie of North America, Inc.

Check Appropriate Boxes:

1. ☑ 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.

2. ☐ 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.

3. ☐ 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.

Gray and Company will provide public relations and government relations counsel to Airbus in connection with the sale of its aircrafts in the United States.

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SECTION
REGISTRATION UNIT

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

Please refer to Question #4 on the reverse side.

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.

Please refer to Question #4 on the reverse side.

Date of Exhibit B	Name and Title	Signature
October 5, 1984	Jeffrey B. Trammell Senior Vice President	Jeffrey B Trammell

[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.

GRAY AND COMPANY

The Honorable Alan S. Boyd
Chairman
Airbus Industrie of North America, Inc.
630 Fifth Avenue
New York, New York 10111

Dear Mr. Boyd:

Please let this serve as our letter of agreement by which Gray and Company Public Communications International, Inc. will provide Airbus Industrie of North America, Inc. (AINA) with public relations/government affairs counsel and services.

The fee for Gray and Company services will be a monthly retainer of $2,500, payable each month in advance, for a period of one (1) year from the date of this agreement, plus the sum of hourly charges of officers and staff who participate on the account. Manpower charges are exclusive of out-of-pocket expenses. Any invoice unremitted for a period of sixty days will incur a carrying charge of 2% per month. Invoices will contain an itemized statement of charges.

Gray and Company cannot independently verify factual material supplied to it by Airbus Industrie of North America, Inc. or its surrogates and therefore Airbus Industrie of North America, Inc. agrees to indemnify and hold harmless Gray and Company for any claim, loss, damage, expense or other legal liability based upon information, representations, reports, news releases or other material prepared by Gray and Company on behalf of Airbus or its agents.

This agreement will be assumed to have commenced on August 23, 1984 with either party having the right to terminate the agreement at any time after one year. Thirty days' notice will be required to terminate this agreement. This agreement will be governed by and construed in accordance with the laws of the District of Columbia.

Please signify your acceptance of this agreement by signing below.

Airbus Industrie of North America, Inc.

By: Alan S. Boyd
Client: Chairman

29 August 1984
Date:

GRAY AND COMPANY

August 24, 1984
Date:

PUBLIC COMMUNICATIONS INTERNATIONAL
THE POWER HOUSE
WASHINGTON, D.C. 20007-3414
202-333-7400

TLX 440143 GRAY UI
TWX 710 822 9282 GRAY CO WSH