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

Government of Canada, Department of External Affairs

4. Principal address of foreign principal

Ministry of External Affairs
Ottawa, K1A 0G2 CANADA

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. Department of External Affairs

b) Name and title of official with whom registrant deals. Dennis Browne, Director General
Agriculture, Fish & Food Products Bureau

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

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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

Not Applicable

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 ☐

Not Applicable

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

Not Applicable

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.

Not Applicable

Date of Exhibit A	Name and Title	Signature
May 7, 1985	Frank Mankiewicz Executive Vice President	

U.S. Department of Justice
Washington, DC 20530

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

OMB No. 1105-0007
Approval Expires Nov. 30, 1986

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.	Government of Canada, Department of External Affairs

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.

Registrant will provide officials of the Government of Canada with information on how to address the growing threats to the Canadian fur industry as a result of the activities of various anti-fur groups, and also will provide officials of the Government of Canada with a written report on Gray and Company's presentation and discussion at the March 18-19 meeting in Ottawa.

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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.

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.

Date of Exhibit B	Name and Title	Signature
May 7, 1985	Frank Mankiewicz Executive Vice President	

[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.

Report 478.03

Department of External Affairs

Canada

Ministère des Affaires extérieures

Ottawa K1A 0G2

March 21, 1985

Mr. Frank Mankiewicz
Vice President
Gray & Company
Washington, D.C.
U.S.A.

Dear Mr. Mankiewicz,

The Department of External Affairs acting on behalf of the Department of Indian Affairs and Northern Development, Government of Canada hereby offers to the firm of Gray and Company a contract for services subject to the following terms and conditions.

The service to be performed under this contract shall be to provide officials of the Government of Canada with a written report on the Gray and Company presentation and discussion at the March 18 and 19 meeting in Ottawa. The written report shall be prepared in draft and presented to the Government for review before being presented in a final printed form. The Company shall forward ten (10) copies of the final report to the Government of Canada.

Gray and Company shall undertake that neither its officers nor employees nor agents will, at any time during and after the rendering of the services contracted for, cite, quote, refer to or otherwise communicate any confidential information obtained from Canadian Government files or by any other means without prior written agreement of the Government of Canada. As well, all materials, papers and studies forming part of, or produced in the performance of this contract and all copyrights therein will be the property of the Government of Canada, and shall not be communicated or published without the prior written permission of the Government of Canada. It is understood that the Government of Canada will not be liable for claims in respect of death, disease, illness, injury or disability or loss or

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damage to property which may be suffered by Gray and Company or its employees or agents in carrying out this contract with the exception of willful misconduct and for negligent acts by the Government of Canada and its employees and agents acting within the scope of their employment.

Gray and Company shall indemnify and save harmless Her Majesty, specifically the Department of Indian Affairs and Northern Development and the Department of External Affairs from and against all claims, losses, damages, costs, expenses, actions and other proceedings, made, sustained, brought, based upon, occasioned by or attributable to any injury to or death of a person or damage to or loss of property arising from any willful or negligent act, omission or delay on the part of Gray and Company, its servants or agents in performing the work or as a result of the work.

For the performance of this service to the satisfaction of the Canadian Government, the Canadian Government will pay Gray and Company US $4,000 (United States dollars four thousand).

Payment under the contract shall be made by the Government of Canada after receipt of an appropriate invoice from Gray and Company.

The contract shall not be assigned. No member of the House of Commons of Canada shall be admitted to any share or part of this contract or to any benefits arising therefrom.

In accordance with Section 33 of the Financial Administration Act, payment under this contract is subject to there being an appropriation for these services in fiscal year 1984-85.

Failure of Gray and Company or the Government of Canada to exercise any right under this agreement shall not be deemed a waiver of that right or any other right existing hereunder. This contract shall be interpreted in accordance with the laws of Canada.

This letter, upon signature by and on behalf of Gray and Company will constitute a contract for services between Gray

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and Company and the Department of External Affairs acting on behalf of the Department of Indian Affairs and Northern Development, Government of Canada in accordance with the Government of Canada Contract Regulations. It shall be understood that it does not constitute an appointment or an employment of any person in the capacity of an officer, clerk or employee of the Canadian Government or the Embassy.

Yours sincerely,

D. Browne

Dennis Browne,
Director General,
Agriculture, Fish & Food
Products Bureau,
Department of External
Affairs

Accepted By:

Joan D. Bradley
for Frank Mankowicz
Gray and Company

March 21, 85
Date

Seminar
478.01

Department of External Affairs

Canada

Ministère des Affaires extérieures

Ottawa K1A 0G2

March 15, 1985

Mr. Frank Mankiewicz
Vice President
Gray & Company
Washington, D.C.
U.S.A.

Dear Mr. Mankiewicz,

The Department of External Affairs acting on behalf of the Department of Indian Affairs and Northern Development, Government of Canada hereby offers to the firm of Gray and Company a contract for services subject to the following terms and conditions.

The service to be performed under this contract shall be to provide officials of the Government of Canada with information on how to address the growing threats to the Canadian fur industry in other countries as a result of the activities of various anti-fur groups. The information to be given within the context of a meeting scheduled for Ottawa beginning on the evening of March 18 and continuing all day, March 19. Under this contract Gray and Company will arrange for participation in the meeting of (a) several of its Washington based employees, (b) employees of Interel, Brussels, and (c) the Executive Director, Association for Biomedical Research, Washington, D.C. The specific subjects to be covered during the meeting are detailed in Annex 1.

Gray and Company shall undertake that neither its officers nor employees nor agents will, at any time during and after the rendering of the services contracted for, cite, quote, refer to or otherwise communicate any confidential information obtained from Canadian Government files or by any other means

without prior written agreement of the Government of Canada. As well, all materials, papers and studies forming part of, or produced in the performance of this contract and all copyrights therein will be the property of the Government of Canada, and shall not be communicated or published without the prior written permission of the Government of Canada. It is understood that the Government of Canada will not be liable for claims in respect of death, disease, illness, injury or disability or loss or damage to property which may be suffered by Gray and Company or its employees or agents in carrying out this contract with the exception of willful misconduct and for negligent acts by the Government of Canada and its employees and agents acting within the scope of their employment.

Gray and Company shall indemnify and save harmless Her Majesty, specifically the Department of Indian Affairs and Northern Development and the Department of External Affairs from and against all claims, losses, damages, costs, expenses, actions and other proceedings, made, sustained, brought, based upon, occasioned by or attributable to any injury to or death of a person or damage to or loss of property arising from any willful or negligent act, omission or delay on the part of Gray and Company, its servants or agents in performing the work or as a result of the work.

For the performance of these services to the satisfaction of the Canadian Government, the Canadian Government will pay you actual and reasonable expenses for materials, transportation and other costs related to the March 18 and 19 meeting in Ottawa not to exceed a total of US $35,000.

Payment under the contract shall be made by the Government of Canada after receipt of detailed billing to be submitted by March 25, 1985.

The contract shall not be assigned. No member of the House of Commons of Canada shall be admitted to any share or part of this contract or to any benefits arising therefrom.

In accordance with Section 33 of the Financial Administration Act, payment under this contract is subject to there being an appropriation for these services in fiscal year 1984-85.

Failure of Gray and Company or the Government of Canada to exercise any right under this agreement shall not be deemed a waiver of that right or any other right existing hereunder. This contract shall be interpreted in accordance with the laws of Canada.

For the purposes of this contract, time shall be deemed of the essence and all services must be delivered and all payments made by March 31, 1985

This letter, upon signature by and on behalf of Gray and Company will constitute a contract for services between Gray and Company and the Department of External Affairs acting on behalf of the Department of Indian Affairs and Northern Development, Government of Canada in accordance with the Government of Canada Contract Regulations. It shall be understood that it does not constitute an appointment or an employment of any person in the capacity of an officer, clerk or employee of the Canadian Government or the Embassy.

Yours sincerely,

D. Browne

Dennis Browne
Director General,
Agriculture, Fish & Food
Products Bureau,
Department of External
Affairs.

Accepted By:

Frank Mankowicz
Gray and Company

March 18, 1985
Date

ANNEX I

The participation and involvement of the employees and agents of Gray and Company at the March 18 and 19 meeting in Ottawa will focus on the following matters:

(1) how to understand better the nature of the animal protest movement (its leaders, its mission, its psychology, its diversity), and specifically, its impact on the Canadian fur industry;

(2) how to deal successfully with the problems faced by the industry and the government with particular emphasis on (a) how to address an issue that has great emotional appeal without reinforcing the message of the anti-fur groups, (b) how to determine the messages that can be used to counter those of the anti-fur groups, and (c) what are the messages, how they can best be delivered, to whom and by whom; and

(3) estimate of the costs involved in mounting a program based on the factors mentioned in item (2) above.

It is understood that approximately two thirds of the participation time by Gray and Company at the Ottawa meeting will focus on the requirements of item (2) above.

It is also understood that since the major problem for the Canadian fur industry in accessing markets is in Western Europe, Gray and Company will focus its presentations, comments and recommendations at the Ottawa meeting on the situation in those countries.

DB.