U.S. Department of Justice
Washington, DC 20530

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

OMB NO. 1105-0003

Privacy Act Statement. Every registration statement, short form registration statement supplemental statement, exhibit, amendment, copy of information materials 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 of every such documents, other than information materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the Administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public. Finally, the Attorney General intends, at the earliest possible opportunity, to make these public documents available on the Internet on the Department of Justice World Wide Web site.

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, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 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

Verner, Liipfert, Bernhard, McPherson and Hand, Chartered
901 15th Street, N.W.
Washington, D.C. 20005

2. Registration No. 3712

3. Name of foreign principal

Government of Chile

4. Principal address of foreign principal

Embassy of Chile
1732 Massachusetts Avenue, N.W.
Washington, D.C. 200036

5. Indicate whether your foreign principal is one of the following:

☒ 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 nationality _____

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

a) Branch or agency represented by the registrant. Embassy of Chile

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

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

a) Principal address.

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

c) Principal aim

Formerly OBD-67

FORM CRM-157
SEP. 1996

8. If the foreign principal is not a foreign government or a foreign political party, N/A

a) State the nature of the business or activity of this foreign principal

b) Is this foreign principal

Supervised by a foreign government, foreign political party, or other foreign principal	Yes ☐ No ☐
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 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 must be used.)*

N/A

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
Oct 3 1997	Michael J Roberts PRESIDENT & MANAGING ATTORNEY	Michael J Roberts

U.S. Department of Justice
Washington, DC 20530

Exhibit B
To Registration Statement
Pursuant to the Foreign Agents Registration Act of 1938, an amended

OMB No. 1105-0007

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. One original and two legible photocopies of this form shall be filed for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials 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 of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the Administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public. Finally, the Attorney General intends, at the earliest possible opportunity, to make these public documents available on the Internet on the Department of Justice World Wide Web site.

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, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. Name of Registrant	2. Registration No.
Verner Liipfert Bernhard McPherson and Hand, Chartered	3712

3. Name of Foreign Principal

Government of Chile

Check Appropriate Boxes:

4. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach a copy of the contract to this exhibit.

5. ☐ There is no formal written contract between the registrant and the foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach a copy of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.

6. ☐ 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 expenses, if any , to be received.

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

Performance of above-mentioned agreement is set forth in the attached letter of agreement received by Registrant on September 30, 1997.

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

The activities to be engaged in by the Registrant on behalf of the foreign principal are set forth in the attached letter of agreement received by Registrant on September 30, 1997. The Registrant will engage in activities on behalf of the foreign principal that do not require registration under the Act. The Registrant is registering because some of its activities may require such registration.

9. Will the activities on behalf of he above foreign principal include political activities as defined in Section 1(o) of the Act and in the footnote below? 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 include communications on behalf of the foreign principal with Executive Branch officials, officials of government agencies, and with members of the U.S. Senate and House of Representatives and their staff relating to actions of the Legislative and Executive Branches of government agencies that may affect or relate to the foreign principal.

Date of Exhibit B	Name and Title	Signature
Oct 3 1997	MICHAEL S. ROGERS PRESIDENT & MANAGING ATTORNEY	Michael J Rogers

Footnote: Political activity as defined in Section 1(o) of the Act means any activity which the person engaging in believes will, or that the person intends to, in any 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 interests, policies, or relations of a government of a foreign country or a foreign political party.

VERNER · LIIPFERT BERNHARD · MCPHERSON AND HAND
CHARTERED

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Eugene T. Liipfert
Emeritus

Berl Bernhard
Harry McPherson
Lloyd N. Hand♦

Douglas Ochs Adler
Senator Lloyd M. Bentsen+♦
Graham Kerin Blair+♦
Gov. James J. Blanchard
Amy L. Bondurant
Roy G. Bowman
R. Stuart Broom
Steven A. Buxbaum+♦
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Thomas M. Ingoldsby
Jared H. Jossem#+
Kenric D. Kattner+♦
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Erwin G. Krasnow
Kyung S. Lee+♦
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Sherry A. Quirk
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William F. Roeder, Jr.*
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Lawrence R. Sidman
Keith D. Spickelmier+♦
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Gov. John D. Waihee#+
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Glenna England Crews+♦
J. Elizabeth Dame+*
Sherry L. Deaver+♦
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Trey A. Monsour+♦
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Sang Y. Paek+
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David A. Weiss*

ENERGY & ENVIRONMENTAL CONSULTANT
Robert I. Hanfling*

♦ Admitted in Texas
* Admitted in Virginia
# Admitted in Hawaii
+ Not admitted in D.C.
* Non-Attorney

WRITER'S DIRECT DIAL
(202) 371-6046

RECEIVED
SEP 30 1997

September 16, 1997

Ambassador John Biehl
Embassy of Chile
1732 Massachusetts Avenue, NW
Washington, DC 20036

RECEIVED

Dear Ambassador Biehl:

I am pleased on behalf of our firm to propose an arrangement under which we might serve as Washington counsel to a combined effort (the "Combined Effort") to coordinate activities on various actions involving trade between Chile and the United States.

As you know, we have been in discussion for some time with senior representatives of the Chilean government and of various Chilean industries that might be affected by US actions involving trade. We believe we are well informed about Chilean exports and the threat posed by various US actions designed to impede Chilean exports.

We understand the Combined Effort proposes to coordinate a well organized effort to address U.S. actions against Chilean exports. We believe our firm is well situated to serve as counsel to such a combined effort. The firm has direct experience in serving as coordinating counsel in other complex cases involving important public policy issues. The firm possesses trade expertise, political and commercial acumen, strategic capability, governmental and private sector experience, the ability to work collegially with other Washington counsel, and a level of credibility which we believe would be beneficial.

We are informed by credible experts that the Chilean industry has a strong substantive case to present. The Salmon Producers Association also has contended sensibly that U.S. policy makers should be made aware of the importance of the salmon dispute to the Chilean economy; to U.S.-Chilean trade; and to hemispheric trade in the Free Trade Area of the Americas (FTAA).

As you may know, it is not unusual for domestic U.S. interests to try to inject political considerations into dumping or subsidy cases and to affect the judgement of U.S. policy makers. It is more than likely that U.S. interests will attempt to make the salmon dispute politically sensitive. Thus it is incumbent upon the Chilean parties to assure that policy makers are properly informed.

It is reassuring that the Combined Effort recognizes the need for a centralized strategy and a unified effort in advocacy before senior policy makers in the Administration and Congress. Such a unified strategic effort would assure that the most persuasive arguments supporting the Chilean case are agreed upon and advanced as effectively as possible in a careful time sequence; that litigation and policy arguments by the other side -- which also has retained capable and influential counsel -- are countered effectively at every appropriate level of government; that contacts with U.S. government officials are not disjointed and, therefore, counterproductive; and that all representatives of the Chilean interests understand and act in furtherance of a well-considered, unified strategy.

We will involve the firm's experts and senior partners in promptly submitting a unified strategy and begin advocating the Chilean case once we are retained and authorized; and after we have had the opportunity to consult with the Chilean interests and their U.S. representatives.

Given the procedural schedule in the Salmon matter, we hope we will have the opportunity to begin work without unnecessary delay.

As you know, we are prepared to make the firm's resources available to serve the Chilean effort as effectively as possible. We would work assiduously to help design an effective strategy, to work effectively with other counsel, and to implement the strategy to a successful completion. We believe that while Chile's official representatives in Washington have gained uncommonly strong respect among U.S. decision makers, their ability to achieve a sustained and continuing level of interest would be reinforced effectively by our firm (both advocating directly and leading a unified effort of existing counsels.) Senior members of the firm will be available to consult either in Washington or in Chile.

Because we are extremely interested in representing the Combined Chilean Effort, I would propose on behalf of the firm that we agree to work pursuant to a fixed annual retainer of $300,000 be paid in equal monthly installments (in addition to standard out-of-pocket expenses as more fully described below); and that our firm be responsible to manage our time so that we do not exceed the monthly retainer or, if we do exceed the monthly retainer, that we do so at our own risk and expense.

It is our policy to provide our clients with the most effective support systems available and to allocate the costs of those support systems in accordance with their usage. In addition to our fees for professional services, a billing statement is provided which includes our standard charges for expenses incidental to our representation of the Combined Effort's interests, such as long distance telephone; fascimile; telex; messenger, courier and other communications costs; travel expenses, including the cost of transportation, meals and lodging; document reproduction and retrieval costs; staff overtime; computer research facilities; document preparation on our word processing facilities; court reports; and transcripts. Large disbursement billings, should they occur, will be forwarded to the Combined Effort for direct payment, or we may ask the Combined Effort to advance sufficient funds to cover the expenses of unusually large disbursements.

The first monthly installment will be due on the date of adoption of this Agreement; subsequent payments will be due on the first of each month beginning on November 1, 1997, through August 1, 1998. The Firm will submit an invoice to the Combined Effort each month, describing services provided and expenses incurred each month. The Combined Effort will wire payment on the first of each month to:

Bank:	Crestar Bank, N.A. 1445 New York Ave., N.W. Washington, DC 20005
Bank Routing No. (ABA#):	054-000-522
Account Number:	206635575
Account Name:	Verner, Liipfert, Bernhard, McPherson and Hand Master Depository Account
Bank Contact:	Pearlie Jordan

I am sure you understand the spirit in which we offer this proposal. We think the proposal is attractive for the combined effort because the combined effort surely will be very sensitive to the need for a reliable budget for this project.

We are confident that, after representatives of the combined effort have had an opportunity to work with our firm for a period of time, they will conclude that the firm is the best possible representative for the combined effort in Washington. Of course, both parties will have the chance to review the performance and the economics of the relationship at the end of the year's activity.

Again, please know how much we appreciate being considered for this very important assignment. We hope representatives of the combined effort will recognize the constructive spirit with which we offer this proposal. I can assure you: no firm in Washington would feel more privileged to be selected, or would dedicate itself more to the project's successful completion.

It is important to the Firm that you feel free to call at any time if you have questions or concerns about the Firm's professional services, about our billing policies in general, or about a particular bill.

Thank you again for choosing Verner Liipfert to provide the services described above.

Sincerely,

VERNER, LIIPFERT, BERNHARD,
McPHERSON AND HAND, CHARTERED

By: John A. Merrigan
Member of the Firm

M. Fabiana Jorge
Director, Latin American Affairs

If this letter accurately describes the agreement between the Combined Effort and Verner, Liipfert, Bernhard, McPherson and Hand, Chartered, please sign and date below.

AGREED TO:

By: John Biehl

Position: Ambassador to the U.S.A

Date: 17 - Sept - 97