

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

RECEIVED
DEPARTMENT OF JUSTICE
JAN 18 4 08 PM 1968
REGISTRATION SECTION

urnish 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 Tea Council of the U.S.A., Inc. 10 East 56th Street New York, N.Y. 10022	2. Registration No. 1853
3. Name of foreign principal Government of Kenya	4. Principal address of foreign principal Plantation House Haile Selassie Avenue P.O. Box 20064, Nairobi

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.
The Tea Board of Kenya
- b) Name and title of official with whom registrant deals.
Mr. D.S. McWilliam, Secretary

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

- a) Principal address
- 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

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.)

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.

Date of Exhibit A	Name and Title	Signature
<i>January 18, 1968</i>	<i>JOHN M. ANDERSON EXECUTIVE DIRECTOR</i>	<i>John M. Anderson</i>

UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

RECEIVED
DEPARTMENT OF JUSTICE

JAN 18 4 09 AM 1968

REGISTRATION SECTION

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 Tea Council of the U.S.A., Inc.	Name of Foreign Principal The Tea Board of Kenya
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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 two 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 two 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 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.

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

Promote the consumption of tea without regard to brand or country of origin.

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
January 16, 1968	JOHN M. ANDERSON Executive Director	<i>John M. Anderson</i>

^{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.

C O P Y

THE TEA BOARD OF KENYA
Plantation House
Haile Selassie Avenue
P.O. Box 20064
Nairobi, Kenya

20th April 1967

The Chairman
Tea Council of the U.S.A., Inc.
717 Fifth Avenue
New York City 10022.

Dear Sir:

Tea Promotion

At a meeting of this Board on the 14th April 1967 consideration was given to steps which might be taken, as a follow-up to the discussions in London in February during the Second Ad Hoc Consultation on tea, in support of promotional work on an international basis.

I am to advise you that in accord with the proposal made in your Open Letter of November 8, 1966 the Kenya Board has agreed to contribute to your Council \$11,690 per annum for a period of 18 months from the 1st July 1967.

This contribution will be made without regard to whether other African tea producing countries give proportionate amounts but the arrangement will be reviewed before the end of 1968 should they not have joined in by that time.

Steps are being taken to arrange for the necessary finance and administrative formalities which includes obtaining the Minister's approval to increase the rate of cess on manufactured tea. As the effect of this will not immediately provide all the additional finance required it is suggested the Board's contribution is remitted in quarterly payments commencing with July which it is hoped would be acceptable to your Council.

We have a similar arrangement with The Tea Council Ltd. London.

Yours faithfully,
For THE TEA BOARD OF KENYA

D. S. McWilliam
Secretary

C O P Y

November 8th, 1966

An Open Letter from the Chairman,
Tea Council of the U.S.A., Inc.
to:

The Tea Board of Kenya
Plantation House
Haile Selassie Avenue
P.O. Box 20064
Nairobi, Kenya

The Uganda Tea Board
P.O. Box 4161
Kampala
Uganda

The Tanganyika Tea Board
P.O. Box 2177
Dar-es-Salaam
Tanzania

The Tea Association (Central Africa) Limited
P.O. Box 43
Blantyre
Malawi

Grémio dos Plantadores de Cha do Distrito de Zambesia
Vila Junqueiro
Mozambique
East Africa

November 8th, 1966

Gentlemen:

Since 1950, when the Tea Council of the U.S.A., Inc. launched a campaign to increase tea consumption in the United States;

- food store tea sales have increased from 69.7 to 108.4 million pounds, a gain of 55 percent;
- restaurant tea sales have increased from 22 to 32 million pounds, a gain of 45 percent.

This growth occurred during the same years when your tea production and exports were developing at a dramatic pace, and your tea sales to this market have benefited from the ever growing level of U.S.A. tea imports.

It is a matter of record that your goal is to continue to increase your production and exports to the world markets, including the United States.

It is a matter of fact that demand and consumption in non-producing countries must continue to increase if you are going to achieve that goal while selling at reasonable prices.

It is, therefore, clearly in your self-interest to support the work of the Tea Council of the U.S.A., Inc.

At the present time India and Ceylon contribute a total of \$350,000 to our campaign, the share for each being based on their respective share of tea sales to the U.S.A. Indonesia also participated in this joint venture until this year. There is reason to expect she will rejoin in the near future.

continued ...

Firms in the U.S. tea trade contribute in relation to their individual sales. For manufacturers the rate is 1/4 cent per pound; for importers, agents and brokers it is 1/100th cent per pound. On this basis the trade contributes between \$180-190,000 annually. Of course, that is in addition to the \$20,000,000 or more the trade is spending on brand tea promotion.

Time and experience and results have proved conclusively that -

- there is no substitute for an industry-level campaign for tea;
- it does a job no Brand or Producing Country can do alone;
- it is an essential element in the marketing structure of any U.S. industry that is going to grow.

From your position, then, it would seem to be the proper time for you to add your support to the U.S. campaign, and the important question becomes, "how much and on what basis?"

This question has been discussed over here by members of the tea trade at a series of meetings, and as a result it is our formal suggestion that a formula which recognizes your country's share of total U.S. tea imports presents the most equitable approach. Since the contribution you make would be added to the \$350,000 already agreed to by India and Ceylon, that figure can be used as a base.

By applying a 3-year average of your country's share of total U.S.A. tea imports to the \$350,000 base, the following U.S. dollar figures are developed: (the data used in this computation are included in the document attached to this letter.)

Kenya	-	\$11,690
Uganda	-	3,535
Tanzania	-	1,505
Malawi	-	8,890
Mozambique	-	4,515

If we can get started on this basis we will be on a firm, logical footing for the future.

continued ...

The enclosed Annual Report gives you the important details of the consumer publicity program that the Tea Council undertakes. We also have enclosed a document which states the case for supporting the U.S. campaign in a manner you might find useful with your membership. If you could use additional copies of either, please let me know and we will send them to you at once.

To sum up, it has been demonstrated over the years that the U.S. market for tea can be moved ahead. Add to this the fact that our potential is unequalled by any other non-producing country, and it does appear that now is the time to do your share to increase the U.S. campaign's total effort and effect.

I would very much appreciate hearing from you with an expression of your views. Thank you for your consideration.

Very truly yours,

Robert C. Shropshire
Chairman

RCS:sc