

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

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 Robinsons Inc. 2808 North Orange Avenue P.O. Box 7725, Orlando, FL 32854-7725	2. Registration No. 3110
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3. Name of foreign principal Secretaria de Turismo de Mexico	4. Principal address of foreign principal Mariamo Escobedo 726 11590 Mexico D.F. Mexico
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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 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.  
Secretary of Tourism of Mexico

b) Name and title of official with whom registrant deals.  
Carlos Camona - Garduno, Managing Director of Programming & Budgeting  
Pedro Padierna - Bartning

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. N/A

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

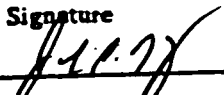
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b) Is this foreign principal

- 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
1/30/84	John P. Hey/Controller	

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

EXHIBIT B

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

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
ROBINSONS, INC. 3110	Secretaria de Turismo de MEXICO

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.

Robinsons Inc. has been contracted with to print various brochures and other documents promoting the Hospitality and Tourism industry in Mexico. The resulting printed matter is to be drop shipped to various points for distribution in the U.S. and Canada.

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REGISTRATION DIVISION

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

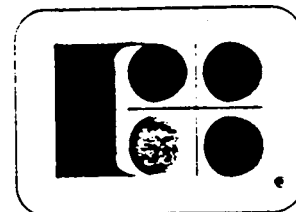
See item # 4.

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.

Date of Exhibit B	Name and Title	Signature
1/30/86	JOHN P. HEY, CONTROLLER	<i>[Signature]</i>

<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.



Date: October 28, 1985

Location: Robinsons Inc.  
2808 North Orange Avenue  
Orlando, Florida 32804

THIS SUMMARIZES the meeting held by the following:

CARLOS CARMONA-GARDUNO, Managing Director of Programming & Budgeting  
Secretaria De Turismo

IGNACIO CACHO, Deputy Controller  
Secretaria De Turismo

PEDRO PADIERNA-BARTNING, Managing Director of Marketing  
Secretaria De Turismo

VIC GORGLIONE, Manager of Print Production  
Dancer Fitzgerald Sample, Inc.

JOHN ROBINSON, JR. President  
Robinsons Inc.

LOUISA BARENDSE Account Executive  
Robinsons Inc.

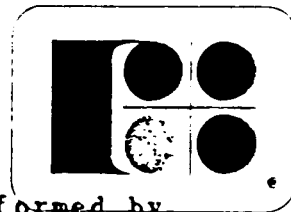
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OCT 30 1985  
SECRETARIA DE TURISMO

The above individuals meet in the offices of Robinsons Inc. of Orlando, Florida at 2808 North Orange Avenue, Orlando, Florida, USA, on October 28, 1985 with the objective of discussing the agreed completion of contract dated December 12, 1982 signed between the former CONSEJO NACIONAL DE TURISMO, now represented by the Secretaria de Turismo de Mexico and ROBINSONS INC.. We reached the following agreements:

1. Outstanding Freight/Shipping accounts were reviewed by both parties and agreed upon. As a result of that, the Secretaria de Turismo paid \$46,936.82 US leaving no outstanding balance on freight account.

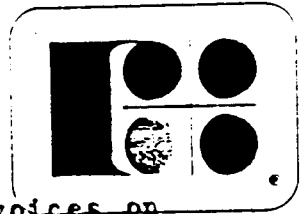
2. We reviewed the production procedure of the collateral material being produced for Mexico. This included a review of the per contract item cost and status of each project, and a tour of the production facilities.

3. Both parties agreed that completion of the contract was beneficial to each. Based on this, we agreed to the following:

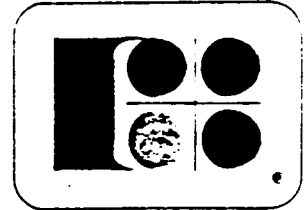


- A. As of this date, the remaining work to be performed by Robinsons Inc. and the additional cost to be paid by the Secretaria de Turismo, is outlined in Addendum 1. This Addendum calls for the complete production of 34 items at a total cost of \$ 685,000 including \$ 120,000 for freight.
- B. Robinsons Inc. and the Secretaria de Turismo will jointly establish a joint bank account with the Barnett Bank of Central Florida, N.A. or such other national bank mutually acceptable to the parties (The "Barnett Account"). Checks written on such account shall require two signatures, one for each of the two parties. Robinsons Inc will provide the Secretaria de Turismo with written notification of completion of each job together with a copy of a bill of lading or other independent verification of shipment. The Secretaria de Turismo shall promptly forward a check payable to Robinsons Inc. on the Barnett Account in the appropriate amount for such job (per the attached schedule) signed by an authorized signatory. The Secretaria de Turismo shall deposit amount of \$685,000 in the Barnett Account no later than November 15, 1985. Each party shall provide the Bank with such proof of authorization as the bank may reasonably request evidencing authority to open the account and designate the authorized signatures of each party.
- C. Any fees or costs involved in handling this account will be paid by Robinsons Inc. The interest from the account is to be paid to the Secretaria de Turismo.

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- D. Robinsons Inc will submit proof of freight invoices on each item on a monthly basis to the Secretaria de Turismo. The freight invoices and documentation will be available for audit by the Secretaria de Turismo with a minimum of five (5) days prior notice. In the event any funds of the \$120,000 freight account are not utilized for freight, Robinsons Inc. will ask for written authorization from the Secretaria de Turismo as to which additional materials/ quantities should be produced to utilize these funds. In the event the shipping expenses exceed the freight account, the Secretaria de Turismo will pay these additional freight charges within sixty (60) days of receipt of invoice.
- E. The layouts are approved as to size, photo windows and photo placement, with the exception of posters and sales guides.
- F. Secretaria De Turismo will review the cromalins that are in the hands of Pedro Padierna and will inform Robinsons Inc. on which photos should be replaced. In the event that Robinsons Inc. does not have the photos requested, then Secretaria De Turismo will provide them. Once all the photos have been approved, Dancer Fitzgerald Sample, Inc. will give final approval of cromalins. A press sheet of each project will be sent to Dancer Fitzgerald Sample, Inc. overnite express for their review for any major problems.



- G. Secretaria De Turismo will provide Robinsons Inc. with approved copy by November 30, 1985.
- H. All new layouts, cromalins and blue lines will be sent to Dancer Fitzgerald Sample, Inc. for final approval, Robinsons Inc. proof (Green Form) sheet will accompany each approval in triplicate.
- I. Each item in Addendum 1 will be shipped proportionally to the offices of the Secretaria de Turismo in the USA and Canada, unless otherwise authorized.
- J. Delivery of each item will be four (4) weeks after receipt of final approval of proofs. Should a conflict arise, the Secretaria de Turismo will advise priorities.
- K. The Secretaria de Turismo will return to Robinsons Inc. the cromalins of jobs 1 to 4 in one week, with approved photos.
- L. Robinsons Inc. informed the Secretaria de Turismo that the paper for jobs in Addendum 1 has been ordered in accordance with the original specifications in the agreement dated 12/15/82.





This agreement is intended to and hereby supercedes prior agreement between the parties dated 12/15/82 and each party by execution of this agreement does hereby release the other party from any and all demands, claims, lawsuits and or liabilities of any nature that may have arisen out of or are related in any way to the prior agreement dated 12/15/85.

Pedro Padierna-Bartning  
Managing Director Marketing  
Secretaria De Turismo

OCT 28/1985

Dated

Carlos Carmona-Garduno  
Managing Director of Programming & Budgeting  
Secretaria De Turismo

28/10/85

Dated

Ignacio Cacho  
Deputy Controller  
Secretaria De Turismo

28/10/85

Dated

Vic Gorglione  
Manager of Print Production  
Dancer Fitzgerald Sample, Inc.

10/28/85

Dated

John E. Robinson, Jr.  
President  
Robinsons Inc.

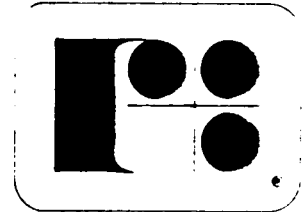
10-28-85

Dated

Louisa Barendse  
Account Executive  
Robinsons Inc.

10/28/85

Dated

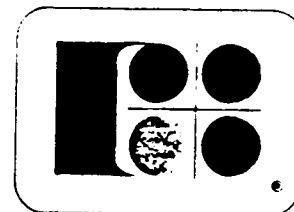


## "ADDENDUM 1"

SECRETARIA DE TURISMO  
1983 COLLATERAL MARKETING CAMPAIGN  
Revised October 28, 1985

<u>BOOKLETS/FOLDERS</u>	<u>NUMBER OF PANELS</u>	<u>TOTAL OF PANELS (000)(1)</u>	<u>TOTAL QTY 000</u>	<u>ADD'L. DOLLAR AMOUNT</u>
1. "Feel the Warmth"	12	2,600	300	\$ 60,600
2. Sports	16	3,200	200	54,200
3. Handicrafts & Shopping	24	7,200	300	122,300
4. Colonial Heritage & Cul- tural Attractions	24	4,800	200	81,600
5. <u>Posters</u>				
1-24" x 36"; Single				22,900
1-24" x 36"; Single				22,900
1-24" x 36"; Single				22,900
1-24" x 36"; Single				22,900
1-12" x 36" or 18" x 24" Combination				26,875
1-12" x 36" or 18" x 24" Combination				26,875
1-12" x 36" or 18" x 24" Combination				26,875
1-12" x 36" or 18" x 24" Combination				26,875
10M each of 12 titles	48	3,840	120	
6. <u>Foreign Version Shells and Incentives</u>				
A. Handicrafts and Shopping	8	1,200	150	18,200
B. Colonial Heritage	8	1,200	150	18,200
C. "Feel The Warmth"	12	1,800	150	27,300
D. Sports	8	1,200	150	18,200
7. <u>Sales Guides</u> Including 100M additional coupons	8	200	25	9,900
8. Puerto Vallarta	6	1,200	200	5,800
9. Baja California	4	800	200	5,800

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OR  
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Page Two of Addendum 1  
 Mexican National Tourist Council  
 1983 Collateral Marketing Campaign  
 Revised - October 28, 1985

10. Cozumel/Isla Mujeres	4	800	200	5,800
11. Copper Canyon	4	800	200	5,800
12. Yucatan Peninsula	6	1,200	200	5,800
13. Taxco/Cuernavaca	6	1,200	200	5,800
14. Around Mexico City	6	1,200	200	5,800
15. Northeast Mexico	6	1,200	200	5,800
16. Oaxaca/Chiapas	6	1,200	200	5,800
17. Northwest Mexico	6	1,200	200	5,800
18. Gulf Coast	6	1,200	200	5,800
19. West Central Mexico	6	1,200	200	5,800
20. Manzanillo/Barra de Navidad	4	<u>800</u>	<u>200</u>	<u>5,800</u>
GRAND TOTAL		42,240	4,345	\$685,000

- A. Each panel equals 4" x 9".  
 B. The above additional dollar amounts includes shipping cost for US and Canada Secretaria de Turismo offices.  
 C. 12 x 36 or 18 x 24 posters must be approved & produced in pairs of the same size.