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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, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 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 Smith McCabe, Ltd. 230 Park Avenue, Suite 2415 New York, NY 10169		2. Registration No. 4687
3. Name of foreign principal Ministry of Tourism, Government of Mexico	4. Principal address of foreign principal FONATUR Insurgentes Sur 800 03100 Mexico City, Mexico	

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

Mr. Guillermo Ohem
Minister for Tourism Affairs

Ministry of Tourism

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

- a) Principal address
- b) Name and title of official with whom 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
July 23, 1993	Alan W. Smith President	

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 triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

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Name of Registrant	Name of Foreign Principal
Smith McCabe, Ltd. 230 Park Ave. Suite 2415 NY, NY 10169	Government of Mexico, Ministry of Tourism

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 three 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 three 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 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 the expenses, if any, to be received.

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

Inform potential investors of investment and business opportunities in tourism-related projects in Mexico; promote Mexico and particularly the tourism sector; and generate a positive image of the Ministry of Tourism (SECTUR) and the National Fund for the Development of Tourism (FONATUR).

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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.

Direct contact with potential investors, generate positive media coverage, promote regions of Loreto and Huatulco, fulfill client requests, and provide general counsel.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?

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
July 23, 2003	Alan W. Smith President	

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.

1993 - 1994 Program Recommendations
Investment Promotion Activities
to Support
SECTUR/FONATUR

Submitted: 10 May 1993

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Introduction

The following pages contain recommended investment promotion activities that directly support the mission of SECTUR and FONATUR. The objectives of these activities are to:

1. inform potential investors and international partners of investment and business opportunities in tourism-related projects in Mexico;
2. promote Mexico, and particularly the tourism sector in Mexico, as a dynamic and attractive area with strong potential for future growth;
3. generate a positive image of SECTUR and FONATUR as stable well-managed institutions spearheading the growth and expansion of tourism in Mexico.

Part I of this document outlines recommendations for the thirteen-month period 1 May 1993 through 31 May 1994. A proposed budget and payment schedule is included.

Part II presents tentative recommendations for the period 1 June 1994 through 28 February 1995. The budget for this nine-month period is calculated at three-quarters of the total budget proposed for the 1993 - 1994 program.

Part I: 1 May 1993 through 31 May 1994

Strategic Approach

To achieve these stated objectives, we recommend a three-part communications strategy.

The first involves direct contact with carefully selected and screened investors in the United States, Canada, Europe and Japan. This direct contact can be in the form of individual meetings, small group presentations, or luncheons.

The second channel involves wider communications with target audiences through an aggressive editorial media program.

The third part is promotion activity focused exclusively on Loreto and Huatulco.

Two other types of activity are included in the program as these provide continuity, direction and response to changing needs and circumstances.

The first of these is what we would like to call special projects and response to client requests. Included in this category are requests for speeches and talking points, photos or slides, research and reports. These requests come ad hoc from SECTUR/FONATUR representatives. Included also in this category are requests for information or assistance from journalists, from potential investors, and from others interested in Mexico and opportunities in the tourism sector. In the past two years a significant and growing amount of time has been devoted to this kind of activity.

The second is general counsel and account management. Again, this takes a considerable amount of time and is necessary for the proper planning and functioning of the program. This also enables us to provide program support and responses to crises and other situations as they emerge.

To summarize, the program we are proposing for 1993/1994 has five components:

1. direct contact with potential investors
2. editorial placements in international media
3. focused promotion on Loreto and Huatulco
4. special projects and response to client requests
5. general counsel and account management

Direct Investor Contact

During the next thirteen months, we would arrange a series of individual and small group meetings in Canada, the United States and in four cities in Europe. In Japan, we understand talks will be held with the Industrial Bank of Japan about the possibility of some promotional event or events in Japan in which the bank would participate.

In Canada, three cities have been selected by SECTUR/FONATUR as the sites for potential investor meetings - Vancouver, Toronto and Montreal. Planning for these events would start immediately upon approval of the program and budget, and could be held six to eight weeks later.

In the United States, we would continue the process of arranging individual meetings with potential investors and SECTUR/FONATUR representatives. The recent series of meetings in California serves as a model for this type of program and in the next thirteen-months we would organize four separate 2 - 3 day meeting agendas in different locations throughout the country. At least one of these sessions will be with the investment community in New York and may include a luncheon or reception in addition to individual and small group presentations.

SECTUR/FONATUR has mentioned several cities in Europe as possible locations for meetings. Once agreement has been reached on which four locations, we will begin to identify and screen potential participants. These meetings will most likely be one-on-one with individual companies. Some small-group presentations or business-oriented social functions - breakfast, lunch or reception - may also be included.

Once we have approval to do so, we will meet with representatives from the Industrial Bank of Japan to discuss what sort of event they feel would be most appropriate for their support in Japan.

Media

An aggressive media campaign will be carried out during the next thirteen-months with a schedule that includes the distribution at least once every two weeks of a release or feature story about some aspect of tourism development in Mexico. Some of these may be placements for the business and financial press and some for the travel trade press. We would endeavor in this process to achieve at least six or seven articles of significant length in important publications in addition to a wide range of trade-oriented placements.

Target media would include the business and financial press as well as the travel trade media in North America, Europe and Japan.

Interviews with journalists will also be arranged for SECTUR/FONATUR executives travelling outside Mexico.

Loreto and Huatulco

During the first six months of the 1993/1994 program we will produce two separate information kits - one for Loreto and one for Huatulco. These will be sent by mail to approximately 300 potential investors in North America. These kits will also be distributed during the meetings scheduled in North America, Europe and Japan.

Articles on Loreto and Huatulco, including major features on each area, will be prepared for distribution under the media component of the program.

Timing

We are assuming the 1993/1994 program will begin 1 May. For scheduling purposes, we can divide the activities into three three-month periods and one four-month period.

	first quarter	second quarter	third quarter	fourth (four quarter months)
investor contact*	Canada	U.S.	Europe	U.S.
media placement	North America		Europe	Japan
Loreto/Huatulco	direct mail		media	

* timing for Japan event depends on wishes of IBJ and SECTUR/FONATUR

The two other components of the program - special projects and response to client requests and general counsel and account management - are ongoing throughout the thirteen-month period.

SMITH McCABE, LTD.

**1993 - 1994 Program Recommendations
Investment Promotion Activities
to Support
SECTUR/FONATUR**

Submitted: 10 May 1993

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