

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda 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 is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

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 <i>Cutler & Stanfield 700 14th Street, N.W., 10th Floor Washington, D.C. 20005</i>	2. Registration No. <i>4993</i>
3. Name of foreign principal <i>Estafeta Mexicana, S.A. de C.V.</i>	4. Principal address of foreign principal <i>Hamburgo No. 213, Piso 14 Col. Juarez Mexico 06600, D.F.</i>

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: *N/A*

- a) Branch or agency represented by the registrant.
- b) Name and title of official with whom registrant deals.

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

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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

Small package delivery business, trucking

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


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

Shareholders own Corporation.

Date of Exhibit A	Name and Title	Signature
Price E. Reffe 2/7/95	PRICE E. REFFE, PARTNER	

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
<i>Cutler & Stanfield</i>	<i>Estafeta Mexicana, S.A. de C.V.</i>

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.

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

Monitoring of negotiations between U.S. and Mexican governments over implementation of small package delivery services under NAFTA as requested.

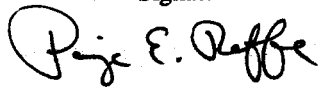
5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Attend meetings at USDOT. Make inquiries to USDOT on status of negotiations with Mexican government regarding small package delivery services under NAFTA.

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
2/7/95	PAIGE E. REFFE, PARTNER	

¹Political 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.

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December 1994

Mr. Jose Antonio Armendariz
Director General
Estafeta Mexicana, S.A. de C.V.
Hamburgo No. 213 Piso 14
Col. Juarez Mexico 06600, D.F.

Re: U.S.-Mexico Negotiations on Small Package Delivery

Dear Mr. Armendariz:

We are pleased to learn that Estafeta Mexicana, S.A. de C.V. ("Estafeta") wishes to retain Cutler & Stanfield to monitor for your company the ongoing negotiations between the United States and Mexico on implementation of NAFTA with specific regard to small package deliveries.

In accord with our professional obligations, this letter is intended to set forth the terms under which we would represent Estafeta.

The precise scope of our representation has yet to be defined, but based on our conversations, we understand that we initially will represent Estafeta with regard to monitoring the ongoing negotiations between the United States and Mexico on implementation of small package deliveries under NAFTA. Subsequent phases of our representation will be defined by Estafeta after you review the latest proposal from the United States and the new Mexican government is put in place.

Cutler & Stanfield will charge Estafeta for the time devoted to the above-described matter by the professional staff according to the firm's normal hourly rates, which presently range from \$70 (for paralegals) to \$325 (for senior partners) per hour net of any Mexican taxes. For your information, my rate is \$265. These rates will remain in effect through December 31,

Mr. Jose Antonio Armendariz
December 21, 1994
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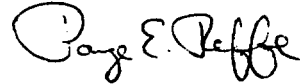
1995, but will be subject to adjustment thereafter in the event that the firm adjusts its normal hourly rates. In addition, we will bill Estafeta for expenses related to our representation which are normally reimbursable, including but not limited to, long distance telephone charges, photocopying, travel, database retrieval, and secretarial overtime.

We will provide you with a monthly statement of time expended and expenses. This statement will show the number of hours expended each day by each professional, and all reimbursable expenses incurred. All such invoices shall be paid within thirty (30) days of receipt thereof. It is my understanding that because all of our work will be done in the United States, there are no implications for Mexican tax withholding purposes.

Should the terms of our representation as set forth above meet with your approval, please so indicate by signing below and returning an executed copy to me.

We look forward to working with you and your Board on this challenging project.

Sincerely,



Paige E. Reffe

Agreed to by:

ESTAFETA MEXICANA, S.A. de C.V.

By:
Title:

Date: _____