

JAN 6 1 28 PM '81

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

REGISTRATION UNIT  
CRIMINAL DIVISION

**SUPPLEMENTAL STATEMENT**

*Pursuant to Section 2 of the Foreign Agents  
Registration Act of 1938, as Amended*

For Six Month Period Ending 03 DEC 1980  
(Insert date)

Name of Registrant **Robinsons Inc.**

Registration No. **3110**

Business Address of Registrant **Post Office Box 7725, 2808 North Orange Avenue  
Orlando, Florida 32804**

**I - REGISTRANT**

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Branch offices	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>

2. Explain fully all changes, if any, indicated in Item 1.

**We previously reported that we had an office at 6900 Santa Monica Boulevard, Los Angeles, California 90038. This office has now been closed, as of October 15, 1980.**

**We have opened an office in London in partnership with Kenneth S. Lawton, Esq., under the name of Robinsons International Limited. The office address is 17 Stratton Street, London W1X 5FD, England.**

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes  No

If yes, furnish the following information:

Name	Position	Date Connection Ended
<b>William Ramsey Pollard, Jr.</b>	<b>Manager - Public Relations</b>	<b>August 15, 1980</b>

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?  Yes  No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
<b>Adrian C. Robinson</b>	<b>675 Clearidge Way Winter Park, FL 32789</b>	<b>Jamaican</b>	<b>Vice-President</b>	<b>9/15/80</b>

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal? Yes  No

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes  No

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
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7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes  No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
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II - FOREIGN PRINCIPAL

8. Has your connection with any foreign principal ended during this 6 month reporting period?

Yes  No

If yes, furnish the following information:

Name of foreign principal

Date of Termination

**Dudley Maynard**

**April 4, 1980**

9. Have you acquired any new foreign principal<sup>1</sup> during this 6 month reporting period? Yes  No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

**Pannell, Kerr, Forster & Co. Lee House, London Wall**

**London, EC2Y 5AL, England**

**September 16, 1980**

**Comision Fomento de Turistico Tuxtla, Chiapas, Mexico**

**July 31, 1980**

**Gobierno del Estado de Mexico Direccion General de Hacienda**

**Difusion y Relaciones Publicas August 18, 1980**

10. In addition to those named in Items 8 and 9, have you continued to represent during the 6 month reporting period ~~Tuxtla, Mexico~~ foreign principals<sup>1</sup> whom you continued to represent during the 6 month reporting period.

**Please see attached addendum #1.**

III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes  No

If yes, identify each such foreign principal and describe in full detail your activities and services:

**Please see attached Addendum #2 and the contracts for each Foreign Principal attached thereto.**

<sup>1</sup> The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>2</sup> as defined below?

Yes  No

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

**Robinsons Inc. does not believe that the activities described immediately above constitute "political activity" as defined in Section 1 (0) of the Act.**

~~Please see attached sch~~

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals?

Yes  No

If yes, describe fully.

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<sup>2</sup> The term "political activities" 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.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS - MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise?

Yes  No

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.<sup>3</sup>

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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Please see attached Addendum #3.

Total

14. (b) RECEIPTS - THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value<sup>4</sup> other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes  No

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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<sup>3</sup> A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

<sup>4</sup> Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS - MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes  No

(2) transmitted monies to any such foreign principal? Yes  No

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Date                      To Whom                      Purpose                      Amount

Monies received from the Foreign Principals named in Item 14 (a), attached Addendum 3, were disbursed on a prorata basis for the general operating expenses, including salaries, travel expense, etc..., of Robinsons Inc.

In addition to the disbursement of monies received from foreign principals (as well as monies received from all other clients) for the general operation expenses of Registrant, the following disbursements have been made:

<u>Date</u>	<u>To Whom</u>	<u>Purpose</u>	<u>Amount</u>
June 1 - Nov. 30, 1980	Enrique T. Tripp	Sales Agent Commission	\$ 176,571.50

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Total

15. (b) DISBURSEMENTS - THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value<sup>5</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes  No

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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(c) DISBURSEMENTS - POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>5</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office? Yes  No

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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V - POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes  No

**However, please see answer to number 6, Exhibit B.**  
IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

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<sup>5</sup> Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda?  
 Yes  No

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

- Radio or TV broadcasts     Magazine or newspaper articles     Motion picture films     Letters or telegrams  
 Advertising campaigns     Press releases     Pamphlets or other publications     Lectures or speeches  
 Other (specify) \_\_\_\_\_

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

- Public Officials     Newspapers     Libraries  
 Legislators     Editors     Educational institutions  
 Government agencies     Civic groups or associations     Nationality groups  
 Other (Specify) \_\_\_\_\_

21. What language was used in this political propaganda:

- English     Other (specify) \_\_\_\_\_

22. Did you file with the Registration Section, Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period?

- Yes  No

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act?    Yes  No

24. Did you file with the Registration Section, Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act?

- Yes  No

VI - EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A<sup>6</sup>    Yes  No

Exhibit B<sup>7</sup>    Yes  No

If no, please attach the required exhibit.    **Exhibits Attached.**<sup>9</sup>

- (a) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period?

Yes  No

If yes, have you filed an amendment to these exhibits?    Yes  No

If no, please attach the required amendment.

<sup>6</sup> The Exhibit A, which is filed on Form OBD-67 (Formerly DJ-306) sets forth the information required to be disclosed concerning each foreign principal.

<sup>7</sup> The Exhibit B, which is filed on Form OBD-65 (Formerly DJ-304) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C<sup>8</sup>, state whether any changes therein have occurred during this 6 month reporting period.

Yes  No

If yes, have you filed an amendment to the Exhibit C? Yes  No

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements, been filed by all of the persons named in Items 5 and 7 of the supplemental statement? **Not Applicable.**

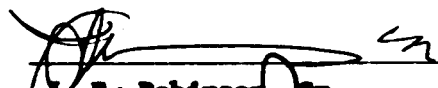
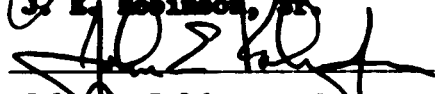
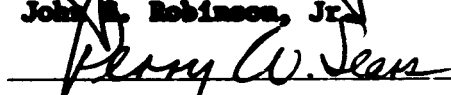
Yes  No

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) his (their) personal knowledge.

(Type or print name under each signature)

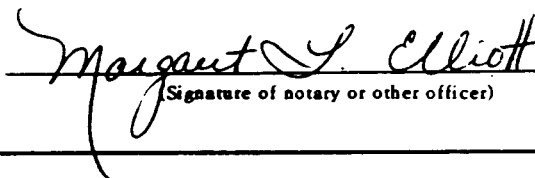
(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

  
 J. E. Robinson, Sr.  
  
 John H. Robinson, Jr.  
  
 Perry W. Sears

Subscribed and sworn to before me at Orange County, FL

this 24<sup>th</sup> day of December, 19 80

Notary Public, State Of Florida At Large  
My Commission Expires April 18, 1982  
Bonded By Lawyers Surety Corp.

  
(Signature of notary or other officer)

<sup>8</sup> The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause shown upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, Department of Justice, Washington, D.C. 20530.

RECEIVED  
DEPARTMENT OF JUSTICE

JAN 6 1 28 PM '81

UNITED STATES DEPARTMENT OF JUSTICE  
REGISTRATION UNIT  
CRIMINAL DIVISION  
WASHINGTON, D. C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form OBD-64 - Supplemental Statement):

Yes \_\_\_\_\_ or No XXXXX

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration: PLEASE SEE BELOW.

Yes \_\_\_\_\_ or No \_\_\_\_\_

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

Perry W. Sears  
Signature

12/23/80  
Date

Perry W. Sears  
Please type or print name of signatory on the line above

Secretary/Treasurer  
Title

Robinsons Inc. does not believe that the activities described in Section 1 (0) of the Act as noted on the bottom of page 2 of Exhibit B constitute "political activity".

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JAN 6 1 28 PM '81

REGISTRATION UNIT  
CRIMINAL DIVISION

ADDENDUM #1:

RE: Foreign Principal Section, Item #10

NAME OF FOREIGN PRINCIPAL

PRINCIPAL ADDRESS

Anguilla Department of Tourism  
RE: Capital Aid Project #114

Anguilla, West Indies

Dawe Rogerson, Ltd.  
Re: Anguilla Dept. of Tourism

4 Broad Street Place  
London, EC2 M7HK, England

Bahamas Ministry of Tourism

P.O. Box M-4105  
Nassau, Bahamas

Bahamas Tourist Office

255 Alhambra Circle  
Coral Gables, FL 33134

Barbados Board of Tourism

P.O. Box 242  
Bridgetown, Barbados, W.I.

Cayman Islands Department  
of Tourism

Grand Cayman  
British West Indies

Consejo Nacional de Turismo  
de Mexico

Mariano Escobedo 726  
Mexico 5, DF, Mexico

Costa Rican Tourist Board

200 S.E. 1st Street  
Suite 606  
Miami, FL 33131

Secretaría de Estado  
de Turismo de Republica Dominicana

Apartado 497  
Santo Domingo, Dominican Republic

Departamento de Turismo  
Gobierno del Estado de Jalisco

Juarez No. 638  
Guadalajara, Jalisco, Mexico

Turks & Caicos Tourist Board

Cockburn Town  
Grand Turk Island  
Turks & Caicos Islands  
British West Indies

ADDENDUM #2:

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DEPARTMENT OF JUSTICE  
JAN 6 1 28 PM '81  
REGISTRATION UNIT  
CRIMINAL DIVISION

RE: Activities Section, Item #11

<u>NAME OF FOREIGN PRINCIPAL</u>	<u>ACTIVITIES AND SERVICES</u>
Anguilla Department of Tourism RE: Capital Aid Project #114	see statement below
Dewe Rogerson, Ltd. RE: Anguilla Dept. of Tourism	see statement below
Bahamas Ministry of Tourism	see statement below
Bahamas Tourist Office	see statement below
Barbados Board of Tourism	see statement below
Cayman Islands Department of Tourism	see statement below
Consejo Nacional de Turismo de Mexico	see statement below
Costa Rican Tourist Board	see statement below
Secretaría de Estado de Turismo de República Dominicana	see statement below
Departamento de Turismo Gobierno del Estado de Jalisco	see statement below
Turks & Caicos Tourist Board	see statement below
Gobierno del Estado de Mexico Direccion General de Hacienda Difusion y Relaciones Publicas	see statement below
Pannell, Kerr, Forster & Co.	See statement below
Comision Fomento de Turistico	See statement below

We are providing marketing and promotional services with the objective of improving tourism for the above foreign principals. The nature of our services and activities are described in the attached new contracts, and/or in continuing contracts which were previously attached to our original Registration Statement dated May 23, 1980 and to our Amendment to Registration Statement dated May 30, 1980.

Financial Information - Receipts/Monies - Section 14.a

RECEIVED  
DEPARTMENT OF JUSTICE

JAN 6 1 28 PM '81  
Amount

<u>Date</u>	<u>From Whom</u>	<u>Purpose</u>	
June 1 - Nov. 30/80	Anguilla Dept. of Tourism RE: Capital Aid Project #114	Payments in accordance with terms of contracts, plus incidental re- lated charges.	
June 1 - Nov. 30/80	Dave Rogerson, Ltd. RE: Anguilla Dept. of Tourism	Payments in accordance with terms of contracts, plus incidental re- lated charges.	19,196.34
June 1 - Nov. 30/80	Bahamas Ministry of Tourism	Payments in accordance with terms of contracts, plus shipping charges.	19,681.04
June 1 - Nov. 30/80	Bahamas Tourist Office	Payments in accordance with terms of contracts, plus shipping charges.	73.53
June 1 - Nov. 30/80	Barbados Board of Tourism	Payments in accordance with terms of contracts, plus incidental re- lated charges.	37,231.73
June 1 - Nov. 30/80	Cayman Islands Dept. of Tourism	Payments in accordance with terms of contracts, plus shipping charges.	5,771.25
June 1 - Nov. 30/80	Consejo Nacional de Turismo de Mexico	Payments in accordance with terms of contracts, plus incidental re- lated charges.	751,348.14
June 1 - Nov. 30/80	Costa Rican Tourist Board	Payments in accordance with terms of contracts, plus incidental re- lated charges.	59,038.20
June 1 - Nov. 30/80	Secretaria de Estado de Turismo de Republica Dominicana	Payments in accordance with terms of contracts, plus incidental re- lated charges.	122,101.33
June 1 - Nov. 30/80	Departamento de Turismo Gobierno del Estado de Jalisco	Payments in accordance with terms of contracts previously under- taken with the foreign principal.	.00
June 1 - Nov. 30/80	Turks & Caicos Tourist Board	Payments in accordance with terms of contracts, plus shipping charges.	345.00
Sept. 23/80	Pannell, Kerr, Forster & Company	Payment in accordance with terms of contract.	1,995.00
Aug. 20/80	Gobierno del Estado de Mexico Direccion General de Hacienda	Payment in accordance with terms of contract.	74,706.66
Sept. 23/80	Comasion de Fomento Tu Turistico Gobierno del Estado de Chiapas	Payment in accordance with the agreement for re-imbursment of travel expenses.	963.30

TOTAL MONIES RECEIVED \$1,092,604.23



Robinsons Inc.

Marketing Services to the Travel Industry - Tour Operators

Consejo Nacional de Turismo  
Mariano Escobedo #726  
Mexico 5, DF Mexico

DATE June 4, 1980

THIS QUOTATION IS EFFECTIVE FOR 14 DAYS  
AFTER ABOVE DATE. IF YOU WISH TO PLACE  
AN ORDER AFTER THAT TIME PLEASE REQUEST  
A CONFIRMATION OR A NEW QUOTATION

### PRO FORMA CONTRACT

M0015A/C0505

QUANTITY

DESCRIPTION

UNIT PRICE

TOTAL

Audio Visual Presentation  
in Acapulco for Trianguis IV  
June 8, 1980.

~~\$2,500.00~~  
\$5,000.00

John

Robinsons Inc.

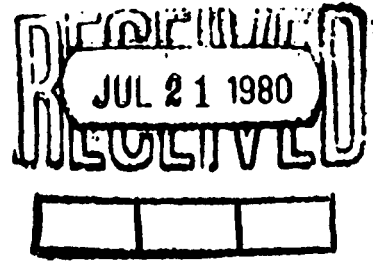
GIVE CORRECT SHIPPING ADDRESS

LOCAL	EXPRESS	BUS	RAIL FRT	TRUCK
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DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK. IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER, CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER

← CUSTOMER: CHECK IN PROPER BOX

ROBINSON S INC.



June 25, 1980

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.  
Apartado Postal 823  
San Jose, Costa Rica

Attn: Enrique Odio Soto  
Presidente Ejecutivo

Sheet 1 of 2 sheets

Description: 16 page self cover Museum Booklet (Spanish).  
 Size: 8" x 9".  
 Stock: 70 lb. enamel.  
 Creative: Includes comprehensive layout, camera ready mechanical and typesetting.  
 Presswork: 4 color process, both sides.  
 Color Picture Reproductions: 23 total.  
 Proofs: (1) cromalin.  
 Binding: Saddle stitch into 8" x 9" booklet and refold to 4" x 9".  
 Client Supplied Materials: Original reproduction quality transparencies and typewritten copy.

*Jim Pepperdine*  
Jim Pepperdine

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.

*Enrique Odio Soto*  
Enrique Odio Soto  
Presidente Ejecutivo

GIVE CORRECT SHIPPING ADDRESS

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

LOCAL	EXPRESS	BUS	RAIL FRT.	TRUCK
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← CUSTOMER: CHECK IN PROPER BOX

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Carnier, S.A.  
Apartado Postal 823  
San Jose, Costa Rica

Attn: Enrique Odio Soto  
Presidente Ejecutivo

LEA 56-4343 CABLE TROJAN

**Robinsons Inc.**

Marketing Services to the Travel  
Hospitality Leisure Industries

DATE **June 25, 1980**


QUANTITY **2**      **2**

20,000 Spanish Booklets per specifications .....

\$7,390.27 U.S.

Note: Price includes 7.5% agency commission to  
Alberto H. Carnier, S.A.

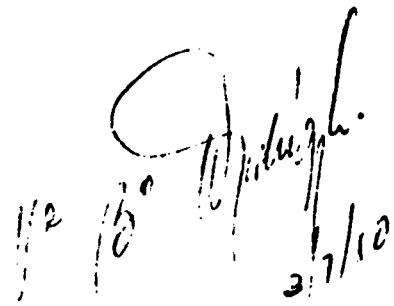
TERMS: 1/3 due upon agreement signature; 1/3 due  
upon submission of proof. Balance due upon  
notification order is ready for shipment.

  
Enrique Odio Soto  
INSTITUTO COSTARRICENSE  
DE TURISMO

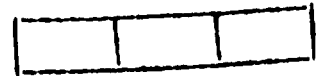
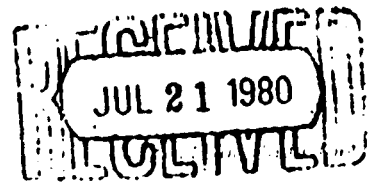
  
Jim Pepperdine  
ROBINSONS INC.

Date \_\_\_\_\_

Date June 25, 1980

  
1/2 1/2  
3/7/80

ROBINSON'S INC.



June 25, 1980

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK. IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER, CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

Sheet 1 of 2 sheets



Robinson's Inc.

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.  
Apartado Postal 823  
San Jose, Costa Rica

Attn: Enrique Odio Soto  
Presidente Ejecutivo

QUANTITY      UNIT PRICE      TOTAL

Description: Rate brochure which will include English and Spanish in the same brochure and shells.

Size: 15" x 9-1/4".

Stock: 70 lb. enamel.

Creative: Includes camera ready mechanical artwork and typesetting.

Presswork: 4 color process one side (rate brochure and shell). Two color, one side for brochure only.

Color Picture Reproductions: 8 total.

Proofs: (1) cromalin.

Binding: Brochures: Gate fold to finished size 9-1/4" x 3-7/8".  
Shells: Trim to 15" x 9-1/4" format and hold flat for future imprint.

*Jim Peppardine*  
Jim Peppardine

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.

*Enrique Odio Soto*  
Presidente Ejecutivo

GIVE CORRECT SHIPPING ADDRESS

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK. IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER, CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

LOCAL	EXPRESS	BUS	RAIL FRT.	TRUCK
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← CUSTOMER: CHECK IN PROPER BOX

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.  
Apartado Postal 823  
San Jose, Costa Rica

June 25, 1980

Attn: Enrique Odio Soto  
- Presidente Ejecutivo

2 2

Client Supplied  
Materials:

Original quality transparencies,  
layout, typewritten copy in  
English and Spanish and camera  
ready mechanical map.


60,000 10,000 Rate Brochures and 50,000 Shells as per  
specifications .....

\$8,624.86 U.S.

All future imprinting of shells will be billed in  
addition under separate agreement.

Note: Price includes 7.5% agency commission to  
Alberto H. Garnier, S.A.

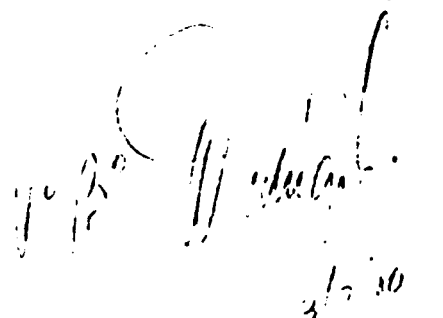
TERMS: 50% due upon agreement signature. Balance  
due upon notification order is ready for  
shipment.

  
Enrique Odio Soto  
INSTITUTO COSTARRICENSE  
DE TURISMO

  
Jim Peppordine  
ROBINSONS INC.

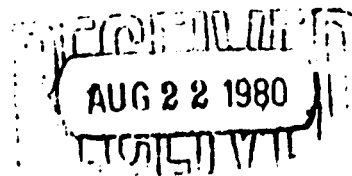
Date \_\_\_\_\_

Date June 25, 1980

  
3/2/80



ROBINSON S INC.



July 17, 1980

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.  
Apartado Postal 823  
San Jose, Costa Rica

Attn: Enrique Odio Soto  
Presidente Ejecutivo

Sheet 1 of 2 sheets

A0601A/C0860.

Description: Poster (2 versions, English and Spanish).  
 Size: 24" x 36".  
 Stock: 80 lb. enamel.  
 Creative: Includes comprehensive layout, camera ready mechanical artwork and typesetting.  
 Presswork: 4 color process plus varnish, one side.  
 Color Picture Reproductions: 3 total.  
 Proofs: 1 cromalin proof.  
 Binding: Trim to 24" x 36" and hold flat.  
 Client Supplied Materials: Original reproduction quality transparencies.

*Jim Pepperdine*  
Jim Pepperdine

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.

Enrique Odio Soto  
Presidente Ejecutivo

GIVE CORRECT SHIPPING ADDRESS

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

LOCAL	EXPRESS	BUS	RAIL FRT	TRUCK
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← CUSTOMER: CHECK IN PROPER BOX

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.  
Apartado Postal 823  
San Jose, Costa Rica

Rest. 1000/1000

July 17, 1980

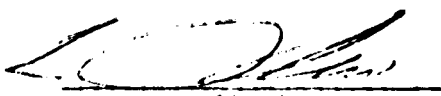
Attn: Enrique Odio Soto  
: Presidente Ejecutivo

2 2

5,000 Posters (3,000 English and 2,000 Spanish)..... \$6,508.11 U.S.

Note: Price includes 7.5% agency commission to Alberto H. Garnier, S.A.

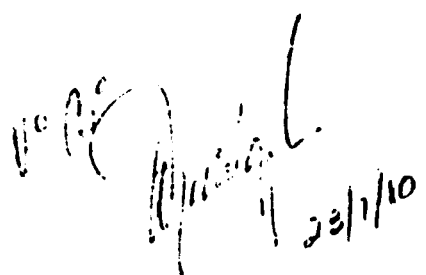
TERMS: 1/3 due on agreement signature; 1/3 due on cromalin proof submission to client. Balance due on notification order is ready for shipment.

  
Enrique Odio Soto  
INSTITUTO COSTARRICENSE  
DE TURISMO

  
Jim Pepperdine  
ROBINSONS INC.

Date \_\_\_\_\_

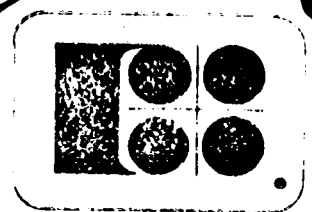
Date July 17, 1980

  
23/1/10

ROBINSONS INC.

*Willie on PROPRONA*

AUG 22 1980



Robinsons Inc.

Marketing Services to the Travel, Hospitality, Leisure Industries

INSTITUTO COSTARRICENSE DE TURISMO  
 Publicidad Alberto H. Garnier, S.A.  
 Apartado Postal 823  
 San José, Costa Rica.  
 Attn: Enrique Odio Soto  
 Presidente Ejecutivo.

DATE July 17, 1980.

THIS QUOTATION IS EFFECTIVE FOR 14 DAYS AFTER ABOVE DATE. IF YOU WISH TO PLACE AN ORDER AFTER THAT TIME PLEASE REQUEST A CONFIRMATION OF A NEW QUOTATION.

Sheet 1 of 2 sheets.

*Contract being signed - invoice*

A0602A/CO860

QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL
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Description: Poster (2 versions, English and Spanish).  
 Size: 24" X 36".  
 Stock: 80 lb. enamel.  
 Creative: Includes comprehensive layout, camera ready mechanical artwork and typesetting.  
 Presswork: 4 color process plus varnish, one side.  
 Color Picture Reproductions: 3 total.  
 Proofs: 1 cromalin proof.  
 Binding: Trim to 24" X 36" and hold flat.  
 Client Supplied Materials: Original reproduction quality transparencies.

*OK to enter on PROPRONA. PJY*

THE UNDERSIGNED HEREBY ACCEPTS THE TERMS AND CONDITIONS SET FORTH IN THIS QUOTATION AND AGREES TO BE BOUND BY THE SAME. THE UNDERSIGNED HEREBY AGREES TO PAY THE AMOUNT OF THE QUOTATION WITHIN THE TIME SPECIFIED HEREIN. THE UNDERSIGNED HEREBY AGREES TO HOLD ROBINSONS INC. HARMLESS FROM ALL CLAIMS AND DAMAGES OF ANY KIND, INCLUDING REASONABLE ATTORNEY'S FEES, WHICH MAY BE ASSERTED AGAINST ROBINSONS INC. BY ANY PARTY AS A RESULT OF THE UNDERSIGNED'S NEGLIGENCE OR WILLFUL MISFEASANCE IN THE PERFORMANCE OF THE WORK ORDERED BY ROBINSONS INC. UNDER THIS QUOTATION.

AGREEMENT TO ACCEPT THE QUOTATION AND TO HOLD ROBINSONS INC. HARMLESS FROM ALL CLAIMS AND DAMAGES OF ANY KIND, INCLUDING REASONABLE ATTORNEY'S FEES, WHICH MAY BE ASSERTED AGAINST ROBINSONS INC. BY ANY PARTY AS A RESULT OF THE UNDERSIGNED'S NEGLIGENCE OR WILLFUL MISFEASANCE IN THE PERFORMANCE OF THE WORK ORDERED BY ROBINSONS INC. UNDER THIS QUOTATION.

Peter Yesawich.

INSTITUTO COSTARRICENSE DE TURISMO  
 Publicidad Alberto H. Garnier, S.A.

Enrique Odio Soto  
 Presidente Ejecutivo.

Robinsons Inc.

GIVE CORRECT SHIPPING ADDRESS

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK. IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY OUR POWER, CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.



# Robinsons Inc.

Marketing Services to the Travel, Hospitality, Leisure Industries



DATE **July, 17, 1980.**

THIS QUOTATION IS EFFECTIVE FOR 15 DAYS AFTER ABOVE DATE. IF YOU WISH TO PLACE AN ORDER AFTER THAT TIME PLEASE REQUEST A CONFIRMATION OR A NEW QUOTATION.

Sheet 2 of 2 sheets.

QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL
Continuation-			
5,000	Poster (3,000 English and 2,000 Spanish).....		\$6,508,11 U.S.

Note: Price includes 7.5% agency commission to Alberto H. Garnier, S.A.

TERMS: 1/3 due on agreement signature; 1/3 due on cromalin proof submission to client. Balance due on notification order is ready for shipment.

Enrique Odio Soto  
INSTITUTO COSTARRICENSE  
DE TURISMO

Date \_\_\_\_\_

*PC Yeswich*

Peter Yeswich.  
ROBINSONS INC.

Date 8/20/80

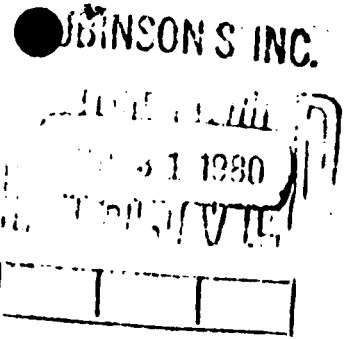
**SALES REPRESENTATIVE**

THE UNDERSIGNED HEREBY ACCEPTS THE TERMS AND CONDITIONS OF THE AGREEMENT MADE BY ROBINSONS INC. AND AGREES TO PAY THE AMOUNT AND TO ACCEPT THE SERVICE AND MATERIAL AND SERVICE SPECIFIED ABOVE AT THE TIME AND PLACE SPECIFIED ABOVE.

**Robinsons Inc.**

GIVE CORRECT SHIPPING ADDRESS

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL ACCEPTANCE OF WORK. IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY OUR CUSTOMER, CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT AS NOTATED BY SHIPPER.



SECRETARIA DE ESTADO DE TURISMO  
 Apartado 497  
 Santo Domingo, Republica Dominicana

July 18, 1980

Attn: Mr. Victor Cabral  
 Minister of Tourism

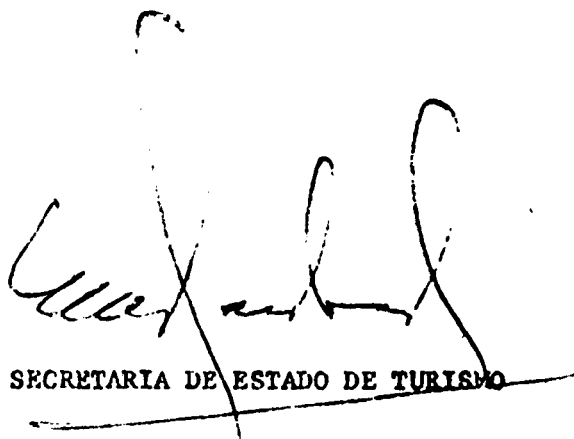
*A0578A/DO200*

Description: Tourist Map, Spanish only, a reprint of previous job #A0283A with type changes only. No change in maps or any other elements.  
 Size: 12" x 18".  
 Stock: 50 lb. white smooth finish mountie opaque.  
 Presswork: 4 color process, both sides.  
 Binding: Fold to finished size 3" x 6".  
 Client Supplied  
 Materials: Typewritten Spanish translation of all copy areas to be changed.

20,000 Tourist Maps per above specifications.....

\$4,968.00 U.S.

TERMS: Total amount due upon agreement signature.



SECRETARIA DE ESTADO DE TURISMO

Victor Cabral  
 Minister of Tourism



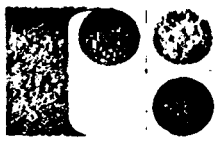
Jim Pepperdine

GIVE CORRECT SHIPPING ADDRESS

LOCAL	EXPRESS	BUS	RAIL FRT.	TRUCK
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DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

← CUSTOMER: CHECK IN PROPER BOX



ROBINSON S INC.  
 AUG 07 1980  
 [Stamp]

CONSEJO NACIONAL DE TURISMO  
 MARIANO ESCOBEDO N° 726  
 MEXICO 5, D. F.

August 4, 1980

*A0581A/C0507*

Exact reprint of 1979/1980 collateral campaign  
 plus new La Paz in accordance with title and  
 quantities attached, P. O. B. Orlando, Florida.

US \$206,286.00

PAYMENT TERMS:

US\$150,000.00 Due upon signing of contract

56,286.00 Due on or before September 15th, 1980.

*John E. Robinson, Jr.*  
 John E. Robinson, Jr.

CONSEJO NACIONAL DE TURISMO

*[Handwritten signature]*

GIVE CORRECT SHIPPING ADDRESS

LOCAL	EXPRESS	BUS	RAIL FRT	TRUCK
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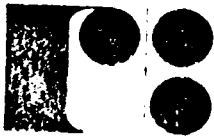
DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

← CUSTOMER: CHECK IN PROPER BOX



August 4, 1980

	<u>REPRINT OF TITLE</u>	<u>QUANTITY (000)</u>	
<i>AC581A</i>	1) Acapulco	200	<i>K/P A0197</i>
	2) El Dorado, The Northwest	100	
	3) North Eastern Mexico	100	
	4) Oaxaca/Chiapas	100	
	5) Triangle of the Sun	100	
	6) Valley of Mexico	100	
	7) La Paz - New	100	



RECEIVED-ROBINSONS, INC.

1980 SEP -9 AM 11:27

SECRETARIA DE ESTADO DE TURISMO  
Apartado 497  
Santo Domingo, Republica Dominicana

August 13, 1980

Attn: Mr. Victor Cabral  
Minster of Tourism

MOOIBA/DO200

One (1) 30 second television spot commercial on 3/4"  
T.V. tape to include creative, editing film from  
Dominican Republic movie film, transfer from 16mm  
film to 3/4" T.V. tape, titles, narration, music  
and sound effects.....

\$5,000.00 U.S.

TERMS: Total due upon the signing of this agreement.

SECRETARIA DE ESTADO DE TURISMO

Victor Cabral  
Minister of Tourism

  
Jim Pepperdine

GIVE CORRECT SHIPPING ADDRESS

LOCAL	EXPRESS	BUS	RAIL FRT.	TRUCK
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DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER

← CUSTOMER: CHECK IN PROPER BOX



RECEIVED RODRIGUES, INC.

1980 SEP -9 AM 11: 28

SECRETARIA DE ESTADO DE TURISMO  
Apartado 497  
Santo Domingo, Republica Dominicana

August 13, 1980

Attn: Mr. Victor Cabral  
Minister of Tourism

*M0017A/D0200*

One (1) conversion of English Dominican Republic  
24-minute movie to Spanish edition. Price includes:

- 1) Spanish titles
- 2) Spanish narrator
- 3) Additional Spanish translations
- 4) Translation supervision during recording sessions.
- 5) Re-editing of English film to fit Spanish version.
- 6) Re-mixing sound effects, narrator, and music from English to Spanish.
- 7) Spanish optical track and track transfer.
- 8) New 35mm magnetic tracks.
- 9) New corrective reversal internegative.
- 10) Laying in Spanish version.
- 11) Transferring 1/4" recording tape to 35mm magnetic tapes.

Total Price.....

\$10,175.00 U.S.

TERMS: Total due upon the signing of this agreement.

*[Signature]*  
8/31/80

SECRETARIA DE ESTADO DE TURISMO

Victor Cabral  
Minister of Tourism

*[Signature]*  
Jim Pepperdine

GIVE CORRECT SHIPPING ADDRESS

LOCAL	EXPRESS	BUS	RAIL FRT.	TRUCK
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DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK. IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER, CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

← CUSTOMER: CHECK IN PROPER BOX

**Robinsons Inc.**

Marketing Services to the Travel  
Industry & Leisure Industries

GOBIERNO DEL ESTADO DE MEXICO  
Dirección General de Hacienda  
Difusión y Relaciones Públicas  
Attn: Lic. Rolando Ortega C.

DATE **August 18, 1980**

CONTINUATION

payment # 1 as indicated on the following page.

Progress Payment # 1-50% of contract upon  
signature.

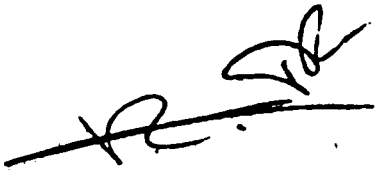
Progress Payment # 2-25% of contract upon  
submission of proof to  
client in Orlando.

Progress Payment # 3-25% of contract upon  
notification to client  
by Robinsons Inc. that  
order is ready for pick-  
up.

All approvals will be performed by client in  
Orlando, Florida at client expense. Any  
client delay of more than 24 hours for approval  
of final or intermediate proofs will add  
a minimum of one day, for each day of delay,  
to completion time. Any changes or author's  
alterations at proof submission (payment #2),  
will add an amount of time commensurate with  
changes or author's alterations. In this  
event, the determination of the amount of  
time will be at the sole discretion of Ro-  
binsons Inc.

In accordance with the specifications on the  
previous pages, as to delivery and payment  
conditions, the following map reproductions  
are to be produced at the same time in  
accordance with the following specifications:

- 5,000 (#2) National and State Park-Municipal and Artisan Centers-Tourism Charts.



GOBIERNO DEL ESTADO DE MEXICO  
Dirección General de Hacienda  
Difusión y Relaciones Públicas  
Attn: Lic. Rolando Ortega C.

Robinsons Inc.

Aug 18, 1980

5,000 (#3) Industry and Productivity  
#2 and #3 to be printed six colors one side and one color reverse on 80 lb dull coated enamel, open size 25 1/2 x 28 inches folded to approximately 9 1/2 x 8 1/2 inches, P.O.B. Orlando, utilizing same base map as # 1.

#2 and #3, in addition to # 1..12,000.00  
(U.S.)

5,000 (#4) Climate, Rivers, Dams and Reservoirs.

5,000 (#5) Population, Density and Housing

5,000 (#6) Soil Usage

5,000 (#7) Immigration and Emigration  
Migration Results #4, #5, #6 and #7 to be printed in up to six colors one side, reverse side blank, on 80 lb. dull coated enamel, size 30 x 31 centimeters, P.O.B. Orlando, utilizing same base as # 1.

#4, #5, #6 and #7, in addition to #1..... 7,500.00  
(U.S.)

Total Contract.....

150,000.00 U

*P.P. Ortega*  
Lic. Rolando Ortega  
Gobierno del Estado  
de México

*John P. Robinson, Jr.*  
Robinsons Inc.

Date 8-19-80

Date 8/19/80

Note: Nos. 2 through 7 are priced to be produced at the same time and as part of the contract with Map No. 1 and may not be produced separately.



1980 OCT -9 PM 3:41

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.  
Apartado Postal 823  
San Jose, Costa Rica

August 28, 1980

Attn: Enrique Odio Soto  
Presidente Ejecutivo

SHEET 1 OF 2 SHEETS

HC148A/20860

Description: Luggage Stickers: crack and peel  
self adhesive  
Size: 3-3/8" x 3-3/8"  
Stock: Kromekote  
Creative: Includes comprehensive layout, copy-  
writing, camera ready mechanical  
artwork and typesetting.  
Presswork: 4-color  
Proofs: Color key  
Client Supplied  
Materials: Typewritten language translation as  
required.  
Binding: Trim square, carton

125,000	Luggage Stickers, as per above specifications.....	\$3,221.62 U.S.
150,000	Luggage Stickers, as per above specifications.....	\$3,468.11 U.S.
175,000	Luggage Stickers, as per above specifications.....	\$3,708.11 U.S.

NOTE: Price includes 7.5% agency commission to  
Alberto H. Garnier, S.A.

*Jim Pepperdine*  
Jim Pepperdine

INSTITUTO COSTARRICENSE DE TURISMO

*Enrique Odio Soto*  
Enrique Odio Soto  
Presidente Ejecutivo

GIVE CORRECT SHIPPING ADDRESS

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

LOCAL	EXPRESS	BUS	RAIL FRT.	TRUCK
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← CUSTOMER: CHECK IN PROPER BOX

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.  
Apartado Postal 823  
San Jose, Costa Rica

INSTITUTO COSTARRICENSE DE TURISMO

August 28, 1980

Attn: Enrique Odio Soto  
Presidente Ejecutivo

2 2

TERMS: 1/3 due on agreement signature; 1/3 due with  
design approval; balance due on notification  
order is ready for shipment.

*Enrique Odio Soto*  
P/ Enrique Odio Soto  
INSTITUTO COSTARRICENSE  
DE TURISMO

*Jim Pepperdine*  
Jim Pepperdine  
ROBINSONS INC.

DATE: 8/27/80

DATE: August 20, 1980



RECEIVED-ROBINSONS, INC.

FOT MINTIO

1980 OCT -9 PM 3 41

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.  
Apartado Postal 823  
San Jose, Costa Rica

August 28, 1980

Attn: Enrique Odio Soto  
Presidente Ejecutivo

SHEET 1 OF 2 SHEETS

A0630A/00860

Description: Poster (2 versions, English and Spanish) same press sheet  
Size: 18" x 24"  
Stock: 80 lb. enamel  
Presswork: 4-color process plus varnish, one side  
Color Picture  
Reproductions: 1 total  
Proofs: 1 cromalin proof and 1 blue line  
Binding: Trim to 18" x 24" and hold flat  
Client Supplied  
Materials: Camera ready mechanical artwork and original reproduction quality transparency.

5,000 Posters (2,500 English and 2,500 Spanish).....

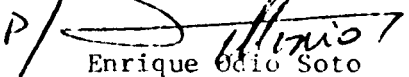
\$4,670.27 U.S.

10,000 Posters (5,000 English and 5,000 Spanish).....

\$5,347.03 U.S.

  
Jim Pepperdine

INSTITUTO COSTARRICENSE DE TURISMO

  
Enrique Odio Soto  
Presidente Ejecutivo

GIVE CORRECT SHIPPING ADDRESS

LOCAL	EXPRESS	BUS	RAIL FRT.	TRUCK
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DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

← CUSTOMER: CHECK IN PROPER BOX

INSTITUTO COSTARRICENSE DE TURISMO  
Publicidad Alberto H. Garnier, S.A.  
Apartado Postal 823  
San Jose, Costa Rica

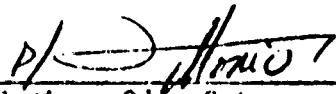
August 28, 1980

Attn: Enrique Odio Soto  
Presidente Ejecutivo

2 2

NOTE: Price includes 7.5% agency commission to  
Alberto H. Garnier, S.A.

TERMS: 1/3 due on agreement signature; 1/3 due on  
chromalin proof submission to client; balance  
due on notification order is ready for  
shipment.

  
Enrique Odio Soto  
INSTITUTO COSTARRICENSE  
DE TURISMO

  
Jim Pepperdine  
ROBINSONS INC.

DATE: \_\_\_\_\_

DATE: August 28, 1980

ROBINSONS INC.

SEP 23 AM 9 58

Pannell, Kerr, Forster & Co.  
Lee House  
London Wall  
London EC2Y 5AL  
England  
Attn: Mr. John Blamey

September 16, 1980

LO024A/PA490

Preparation of a tourism marketing plan for the Government of Bonaire covering the period of January 1, 1981 through December 31, 1983, to include:

- 1) An outline of the recommended advertising collateral and sales promotion components;
- 2) A recommended media calendar including insertion sizes and rates;
- 3) Preliminary creative concepts for the advertising and collateral components.

\$4,000.00 (U.S.)

TERMS: \$2,000.00 (U.S.) due on signature of agreement, balance due on delivery of program outline and creative concepts.

*Alberto Martinez Fonts*  
Alberto Martinez Fonts

18th September 1980

PANNELL KERR FORSTER ASSOCIATES

*Alan K. Hopper*  
DIRECTOR

Robinsons Inc.

GIVE CORRECT SHIPPING ADDRESS

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

LOCAL	EXPRESS	BUS	RAIL FRT.	TRUCK
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← CUSTOMER: CHECK IN PROPER BOX

RECEIVED-ROBINSONS.INC.

1980 OCT 27 PM 3:47

DEWE ROGERSON LIMITED  
4 Broad Street Place  
London EC2M 7HWE, England

October 10, 1980

Attn: Mr. John de Uphaugh

Sheet 1 of 2 sheets

RE: ANGUILLA MINISTRY OF TOURISM

110037A

**Description:** General Information Brochure/Shell/  
Poster combination. Poster design  
same as back side of brochure and  
shell.

**Size:** 8-1/2" x 31-1/4".

**Stock:** 70 lb. enamel.

**Creative:** Includes comprehensive layout, copy-  
writing, camera ready mechanical  
artwork and typesetting.

**Presswork:** Four color process, both sides on  
brochure and shell; poster printed  
four color process, one side.

**Color Picture  
Reproductions:** (20) total.

**Proofs:** Cromalin and blueline of shell.

**Binding:** Fold brochure to 8-1/2" x 3-7/8";  
Shells in flat press sheets; and  
Poster trimmed to 8-1/2" x 31-3/4"  
and held flat.

Alberto Martinez-Fonts, Jr.

*Order 13 OCT 1980*

DEWE ROGERSON LIMITED

John de Uphaugh

GIVE CORRECT SHIPPING ADDRESS

LOCAL	EXPRESS	AIR	RAIL	TRUCK
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DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK. IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER

← CUSTOMER: CHECK IN PROPER BOX

DEWE ROGERSON LIMITED  
4 Broad Street Place  
London EC2M 7HWE, England

Attn: Mr. John de Uphaugh

Robinsons Inc.

October 10, 1980

2 2

RE: ANGUILLA MINISTRY OF TOURISM

Client Supplied  
Materials:

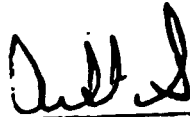
Original reproduction quality color  
transparencies.

110,000	50,000 each of brochure and shell; 10,000 posters ...
160,000	75,000 each of brochure and shell; 10,000 posters ....

\$19,766.00  
\$25,618.00

TERMS: 1/3 due upon agreement signature; 1/3 due  
upon submission of proof. Balance due on  
notification order is ready for shipment.

\_\_\_\_\_  
John de Uphaugh  
DEWE ROGERSON LIMITED

  
\_\_\_\_\_  
Alberto Martinez-Fontes, Jr.  
ROBINSONS INC.

Date \_\_\_\_\_

Date 10/10/80

RECEIVED-ROBINSONS, INC.

1980 OCT 27 PM 3:46

*original mailed  
to England*



DEWE ROGERSON LIMITED  
4 Broad Street Place  
London EC2M 7HWE, England

October 10, 1980

Attn: Mr. John de Uphaugh

RE: ANGUILLA MINISTRY OF TOURISM

*AC636A-D*

Description: Hotel Information/Rate Brochure with map. Winter and Summer versions.  
 Size: 8-1/2" x 16".  
 Stock: 60 lb. bond.  
 Creative: Includes comprehensive layout, copy-writing, camera ready mechanical artwork, typesetting and map.  
 Presswork: 2 special colors, both sides.  
 Proofs: Blue-line.  
 Binding: Fold to 4" x 8-1/2".  
 Client Supplied  
 Materials: Hotel information and rates.

40,000

10,000 each of four as follows:

10,000 Winter 1980-1981 .....	\$ 3,109.00
10,000 Summer 1981 .....	\$ 2,385.00
10,000 Winter 1981-1982 .....	\$ 2,529.00
10,000 Summer 1982 .....	\$ 2,680.00
<b>Total</b>	<b>\$10,703.00</b>

TERMS: 50% of each increment due on submission of rates. Balance of each increment due upon completion.

Alberto Martinez-Fontes, Jr.

*Ready 13 OCT. 1980*

DEWE ROGERSON LIMITED

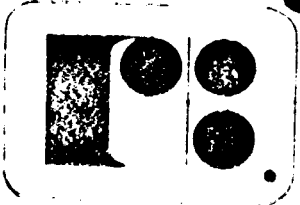
John de Uphaugh

GIVE CORRECT SHIPPING ADDRESS

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

LOCAL	EXPRESS	BUS	RAIL FRT.	TRUCK
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← CUSTOMER: CHECK IN PROPER BOX



*Original mailed  
to England*

RECEIVED-ROBERSONS, INC.

1980 OCT 27 PM 3:46

DEWE ROGERSON LIMITED  
4 Broad Street Place  
London EC2M 7HWE  
England

October 10, 1980

Attn: Mr. John de Uphaugh

RE: ANGUILLA MINISTRY OF TOURISM

*D0468A-B*

Travel Agents Marketplace

Media insertion of 1 card, 4 color message side/  
B/W address side for November/December 1980 and  
January/February 1981 at \$850 per card X2.

\$1,700.00 U.S.

Closing: October 15, 1980  
December 15, 1980

TERMS: Media charges will be billed on the first  
day of the month preceding specified media  
closing date. Payment in full due 10 days  
from date of invoice.

Alberto Martinez-Fonts, Jr.

*Party 10/27/80*

DEWE ROGERSON LIMITED

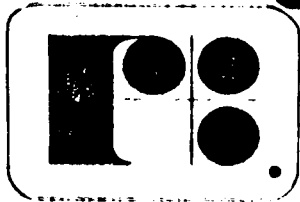
John de Uphaugh

GIVE CORRECT SHIPPING ADDRESS

LOCAL	EXPRESS	BUS	RAIL FRT.	TRUCK
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DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

← CUSTOMER: CHECK IN PROPER BOX



*Original Mailed  
to England*

RECEIVED-ROBINSONS, INC.

1980 OCT 27 PM 3 46

DEWE ROGERSON LIMITED  
4 Broad Street Place  
London EC2M 7HWE, England

October 10, 1980

Attn: Mr. John de Uphaugh

RE: ANGUILLA MINISTRY OF TOURISM

*P0162A*

Ad Production

Travel Agents Marketplace one card space, 4 color  
one side, 1 color reverse. Price includes negatives  
and proof.

\$872.00 U.S.

TERMS: Total amount due upon agreement signature.

Alberto Martinez-Fonts, Jr.

*Duty 13 OCT 1980*

DEWE ROGERSON LIMITED

John de Uphaugh

GIVE CORRECT SHIPPING ADDRESS

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

LOCAL	EXPRESS	BUS	RAIL FRT.	TRUCK
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← CUSTOMER: CHECK IN PROPER BOX



RECEIVED-ROBINSONS, INC.

1980 OCT 21 AM 10: 18

ANGUILLA MINISTRY OF TOURISM  
The Valley  
Anguilla, West Indies

October 20, 1980

*PRO FORMA*

*NO 152A/AN200*

Display Racks, lucite with silk screened design  
approximately 4" x 7" and 1 1/2" deep.

( 50 )  
75  
100

Display Racks per above specifications .....  
Display Racks per above specifications .....  
Display Racks per above specifications .....

\$300.00 U.S.  
\$400.00 U.S.  
\$500.00 U.S.

TERMS: Total amount due upon agreement signature.

*o/c to procedure  
TCH*

Alberto Martinez-Fonts, Jr.

ANGUILLA MINISTRY OF TOURISM

GIVE CORRECT SHIPPING ADDRESS

LOCAL	EXPRESS	BUS	RAIL FRT	
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← CUSTOMER: CHECK IN PROPER BOX



RECEIVED-ROBINSONS, INC.

1980 NOV 26 AM 10:45

CONSEJO NACIONAL DE TURISMO  
Marinao Escobedo 726  
México 5, D.F.

November 10, 1980

*A0660A / C0513*

20,000 XV World Congress of Travel Agents Programs, 16 pages self cover, printed 4 process colors both sides with 32 color picture reproductions from existing photographs, text supplied by client F.O.B. Orlando.

US 29,855

20,000 Envelopes, 9 x 12 inches, printed in one color.

US 4,995

*20,000*

PAYMENTS: \$ 20,000 (US) due upon signing  
Balance due on or before January 15, 1981.

*John E. Robinson Jr.*  
John Robinson Jr. President

CONSEJO NACIONAL DE TURISMO

GIVE CORRECT SHIPPING ADDRESS

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK. IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER, CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

LOCAL	EXPRESS	BUS	RAIL FRT	TRUCK
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← CUSTOMER: CHECK IN PROPER BOX



ROBINSON'S INC.

RECEIVED  
DEC 17 1979  
REGISTRY

DEC. 04, 1979

BARBADOS BOARD OF TOURISM  
P.O. Box 242  
Bridgetown  
Barbados, West Indies

SHEET 1 OF 2 SHEETS

00400/001100

6 man-days of photography (including film and processing) at client specified location @ \$750/day.

\$ 4,500.00

All travel expenses are to be paid in addition and are due upon invoicing, any required special equipment, models or props are to be supplied by the client; all room and board charges for the photographer(s) are to be paid by the client at time of incurrence.

Should inclement weather prevent the photographer(s) from proceeding with the mission while on location, the client may elect to retain the photographer until the weather permits resumption of the mission or return the photographer to his point of origin. If the decision is made to retain the photographer, the client will be billed a per diem of \$150, plus expenses, for each day the photographer remains on

Alberto Martinez-Fonts, Jr.

11 Dec 1979

BARBADOS BOARD OF TOURISM  
BARBADOS BOARD OF TOURISM  
GIVE CORRECT SHIPPING ADDRESS

DELIVERY OF THE FINISHED WORK BY US TO A COMMON CARRIER WILL CONSTITUTE FINAL DELIVERY OF WORK IN THE EVENT THAT NO SELECTION OF CARRIER IS MADE BY CUSTOMER. CUSTOMER AGREES TO ACCEPT METHOD OF SHIPMENT DESIGNATED BY SHIPPER.

LOCAL EXPRESS BUS RAIL FRT. TRUCK

← CUSTOMER: CHECK IN PROPER BOX

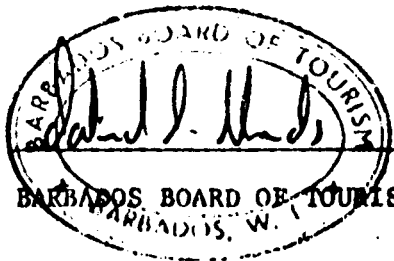
BARBADOS BOARD OF TOURISM  
P.O. Box 242  
Bridgetown  
Barbados, West Indies

RECEIVED  
DEC 17 1979  
REGISTRAR

2	2
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location but is unable to perform. If the decision is made to return the photographer to his point of origin, the client will be billed all associated travel and maintenance costs.

TERMS: 50% due upon signing of agreement. Balance due upon completion.



BARBADOS BOARD OF TOURISM

A handwritten signature in dark ink, appearing to read "Alberto Martinez-Fonts, Jr.".

Alberto Martinez-Fonts, Jr.  
ROBINSONS INC.

DATE 11 Dec 1979

DATE Dec. 04, 1979



I) ANNUAL AGENCY FEE

Executive time devoted to the preparation of marketing plans, positioning strategies, and general account management will be charged to the client in accord with a minimum agency fee of (U.S.) \$370,000.00 for a period of one (1) year commencing January 1, 1981, based on an estimated advertising budget of (U.S.) \$2,000,000.00. This fee is payable as follows:

- A) An initial payment of (U.S.) \$120,000.00 due upon signature of this agreement.
- B) The balance of (U.S.) \$250,000.00 is payable in installments commencing January 1, 1981 in accord with the payment schedule attached to the end of this agreement.

Should the gross billing value of all advertising placed on behalf of the client exceed (U.S.) \$2,000,000.00 within any month of this agreement, Robinsons will be entitled to retain a 15% commission on the value of the excess in addition to the fee recorded above.

The agency fee does not cover production charges for print or broadcast advertising, collateral material, public relations programs, direct-mail programs, marketing research or audiovisuals/motion pictures. Charges for these items will be estimated and contracted on a project basis and



billed to the client separately. These charges will include, but not be limited to, creative direction, art direction, the preparation of layouts, illustrations, typography, photography, model selection and direction, photo services, and broadcast media production services.



## II) ADVERTISING

Charges for advertising placed by Robinsons on behalf of the client are billed to the client in accord with the published rate(s) of the specified medium. All print and broadcast media charges will be billed to the client 45 days prior to the month of the specified media closing date(s). These charges are billed at the published gross billing value of the specified medium, less agency commission where applicable, and payment in full is due as specified on each invoice. In the event that payment of a given invoice is not received by Robinsons on or before the date due, Robinsons Inc. will cancel the advertising specified in the invoice. However, failure to place the advertising shall not abrogate the agency's right to be paid its fee and other charges covered by this agreement.

Adjusted media invoices will be prepared and sent to the client at the end of each media month to account for insertion charges, cancellation charges, short rates and other media rate adjustments.

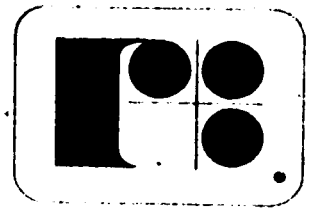
In order for Robinsons Inc. to place unscheduled advertising for the client where the closing date for the advertising does not allow for the 45 day billing period specified above, the client

Robinsons Inc.



agrees to establish a special media deposit fund through the use of progress invoices.

The client assumes full financial liability for all advertising space placed on its behalf by Robinsons.



III) ADVERTISING PRODUCTION AND CREATIVE SERVICES

Charges for the production of advertising and creative services are estimated and billed on an individual project basis. Payment terms for advertising production and creative services are 50% of contract value payable on contract signature, balance due on presentation of contracted service(s) to client.



IV) MARKETING RESEARCH

Marketing research projects performed by Robinsons are estimated and billed on an individual project basis or contracted annually on a fee basis. Payment terms for historical marketing research projects are 50% of contract value payable on contract signature, balance due on completion of the contracted project. Payment terms for continuing marketing research projects or special surveys are established with the client at the time of contract signature.



V) PUBLIC RELATIONS PROGRAMS

Public relations programs are estimated and billed on an individual project basis or contracted annually on a fee basis. Payment terms for public relations programs performed on a project basis are 50% of contract value payable on contract signature, balance due on completion of the contracted service(s). Payment terms for public relations programs performed on an annual basis are established with the client at the time of contract signature.



VI) DIRECT MAIL PROGRAMS

Charges for direct mail programs are estimated and billed on an individual project basis. Payment terms for direct mail programs are all estimated postage costs and 50% of materials and handling costs payable on contract signature, balance due on completion of the contracted program(s).



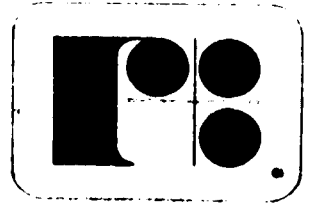
VII) AUDIOVISUAL/MOTION PICTURE PRODUCTIONS

Audiovisual/motion picture productions are estimated and billed on an individual project basis. Payment terms for audiovisual/motion picture productions are 50% of contract value payable on contract signature, 25% of contract value payable on submission of preliminary creative concepts, balance due on delivery of completed audiovisual(s)/motion picture(s).



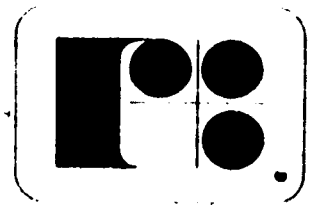
VIII) PRINTING

Charges for printing are estimated and billed on an individual project basis. Payment terms for printing services are 50% of contract value payable on contract signature, 50% of contract value payable on notification of completed production.



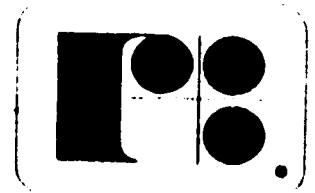
IX) INVENTORY CONTROL

No charges will be billed to the client for inventory control services for production materials and/or completed collateral produced and stored by Robinsons for the duration of this agreement.



X) TRANSPORTATION AND MAINTENANCE EXPENSES

All air transportation, hotel and food and beverage expenses incurred by members of Robinsons' staff traveling to perform on behalf of the client are billed to the client at cost. These expenses will be invoiced to the client on a monthly basis and are payable when received or deducted from a mutually agreed transportation and maintenance deposit account.



XII) TAXES

Any taxes paid on behalf of the client by Robinsons will be billed to the client at cost and are due as specified on the invoice.



XIII) SHIPPING CHARGES

Shipping charges incurred by Robinsons on behalf of the client will be billed to the client at cost plus a handling surcharge, including such items as local drayage, insurance, special packing and documentation costs, when applicable. Shipping charges will be invoiced to the client on a monthly basis and are payable when received or deducted from a mutually agreed shipping deposit account.



XIV) ADDITIONAL SERVICES

Charges and billing procedures for services other than those listed previously will be agreed to in advance by Robinsons and the client, including charges for such things as taxies, porters, tips, miscellaneous travel expenditures, etc.



XV) GENERAL TERMS

Invoices for charges other than those specified previously will be submitted to the client on the last day of each month and are due and payable on or before the last day of the following month. Any invoices for which Robinsons has not received payment by the specified due date shall be subject to an additional service charge computed at the rate of 1½% per month effective from 30 days after the due date of the invoice until the date payment is received by Robinsons. However, this provision shall not apply to the invoiced amounts which the client has reason to question. If any such questions are not submitted in writing by the client to Robinsons within 10 days from the receipt of the appropriate invoice, the amount of that invoice shall be presumed to have been approved by the client.

The client agrees to hold Robinsons Inc. harmless for the failure of media or suppliers to properly execute their commitments. The client further agrees to indemnify and hold harmless Robinsons Inc. against any and all claims for loss, liability or damages arising out of, or in connection



with, the work done or to be performed by the agency for and on behalf of the client, including the cost of defending any legal actions that may be brought against the agency arising out of the use of any advertising copy or materials furnished or approved by the client. The client further agrees to indemnify and hold harmless Robinsons Inc. from any and all claims, judgments or costs, including reasonable attorney's fees, that Robinsons Inc. may incur by reason of defending any claim or legal action in which Robinsons Inc. may become involved by reason of any contractual action taken on behalf of the client under the terms of this agreement.



APPOINTMENT AS AGENCY OF RECORD

Robinsons Inc. is hereby appointed the advertising agency of record for the Secretaria de Estado de Turismo, la Republica Dominicana and is authorized to perform on its behalf in accord with the terms stipulated in this agreement. This appointment becomes effective January 1, 1981, for a minimum period of one (1) year. It may be terminated at the end of one (1) year by 90 day prior notice in writing provided by an authorized representative of either party. If such termination is not effected, this agreement shall continue until terminated by either party by 90 day prior notice in writing.

This Agency of Record Agreement is the document specified in Secretaria de Estado de Turismo, la Republica Dominicana Agreement with Robinsons Inc. dated Nov 10, 1980, attached hereto. In the event there is a conflict in interpreting the terms of the two Agreements referred to above, the provisions set forth in this Agreement shall prevail.

Name: Victor Cabral  
 Signature: *[Handwritten Signature]*  
 Representing: Secretaria de Estado de Turismo  
la Republica Dominicana  
 Title: Secretario de Estado de Turismo  
 Date: \_\_\_\_\_

Name: Jim Pepperdine  
 Signature: *[Handwritten Signature]*  
 Representing: Robinsons Inc.  
 Title: Vice President  
 Date: Nov 10, 1980



AGENCY FEE PAYMENT SCHEDULE

<u>Fee For Month of</u>	<u>Invoice Date</u>	<u>Due Date</u>	<u>Amount (US \$)</u>
Initial Fee	January 1, 1981	January 1, 1981	\$120,000.00
January 1981	January 1, 1981	February 1, 1981	\$ 28,500.00
February 1981	February 1, 1981	March 1, 1981	\$ 28,500.00
March 1981	March 1, 1981	April 1, 1981	\$ 28,500.00
April 1981	April 1, 1981	May 1, 1981	\$ 28,500.00
May 1981	May 1, 1981	June 1, 1981	\$ 19,500.00
June 1981	June 1, 1981	July 1, 1981	\$ 19,500.00
July 1981	July 1, 1981	August 1, 1981	\$ 19,500.00
August 1981	August 1, 1981	September 1, 1981	\$ 19,500.00
September 1981	September 1, 1981	October 1, 1981	\$ 19,500.00
October 1981	October 1, 1981	November 1, 1981	\$ 19,500.00
November 1981	November 1, 1981	December 1, 1981	\$ 19,000.00
		Total	<u>\$370,000.00</u>