

3

For Six Month Period Ending _____
(Insert date)

Name of Registrant **ROBINSONS, INC.** Registration No. **3110**

Business Address of Registrant **2808 N. Orange Ave, Orlando, Fla. 32804**
Mailing address: P.O. Box 7725, Orlando, Fla. 32854

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 No
- (2) Citizenship Yes No
- (3) Occupation Yes No

(b) If an organization:

- (1) Name Yes No
- (2) Ownership or control Yes No
- (3) Branch offices Yes No

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

(3) A branch office representing an extension of our company's advertising agency "Robinson, Yesawich & Pepperdin" has been opened in Dallas Texas.
Address is : 6311 N. O'Connor Rd.
Suite 206
Irving, Texas 75039

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
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FEB 1 1984
 FEDERAL BUREAU OF INVESTIGATION
 U.S. DEPARTMENT OF JUSTICE
 WASHINGTON, D.C. 20535

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>
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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.

N/A

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

9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

Please see attached addendum #1

October 28, 1985

10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

Please see attached addendum #2

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 #3

¹The 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 activity² 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.

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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.

²The 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.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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Please see attached addendum #4

<u>\$1,701,532.19</u>
Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ 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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³A 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).
⁴Things 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.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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The services provided to the aforementioned foreign principals consisted of Marketing, Promotional and Public Relations services including printing of foreign matter to promote the respective hotel or tourism trade at each location. The expenditures for such activities fall into 3 major categories:

- 1.) MEDIA - Trade magazine in tourism industry.
- 2.) AD PRODUCTION - Creative, Copywriting and Design services provided by the staff of Robinsons, Inc., to ready add for placement.
- 3.) PRINTING - Actual printing of travel brochures and magazine insertions. The printing takes place in house or by other local printers in the Orlando area.

Attached Addendum #5 summarizes the dollar amounts by principal for each major category described above.

Addendum #5 (A) lists the magazine publications used for each principal listed in the reporting period.

\$ 652,939.53

Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ 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 value⁵ 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

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

⁵Things 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, U.S. 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, U.S. 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 A⁶ Yes No
- Exhibit B⁷ Yes No

If no, please attach the required exhibit.

(b) 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.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

⁷The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) 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 C⁸, 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? Yes No

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

N/A

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) 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.)

[Handwritten Signature]
John E. Robinson, JR., President
[Handwritten Signature]
Peter C. Yesawich, Vice President
[Handwritten Signature]
John P. Hoy, Secretary / Treasurer

Subscribed and sworn to before me at 2808 N. Orange Ave., Orlando, FL

this 31st day of January, 19 86

[Handwritten Signature]
Notary Public
(Signature of notary or other officer) Large
My COMMISSION EXPIRES 05/15/1985
BONDED THROUGH ENERGY STATE
& HARVEY INSURANCE & BONDING, INC.

⁸The 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 upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

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 XX

(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:

Yes _____ or No XX (Please see below)

(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.)

John P. Hey
Signature

1/30/86
Date

JOHN P. HEY
Please type or print name of signatory on the line above

CONTROLLER
Title

RECEIVED
FEB 4 4 44 PM '86
U.S. DEPARTMENT OF JUSTICE
CRIMINAL DIVISION

Robinsons, Inc. does not believe that the marketing and promotional services provided by them constitute "Political Activity".

II FOREIGN PRINCIPAL

ADDENDUM # 1

Item # 9

NAME AND ADDRESS OF FOREIGN PRINCIPAL

DATE
ACQUIRED

Secretaria de Turismo de Mexico
Mariamo Escobedo 726
11590 Mexico D.F.
Mexico

October 28, 1985

Hotel Corporation of the Bahamas
P.O. Box N-9520
Nassau, N.P. Bahamas

October 14, 1985

INTERNATIONAL
PERIODICALS
FEB 11 4 40 PM '86
U.S. DEPARTMENT OF
COMMUNICATIONS
CALIFORNIA DIVISION

II FOREIGN PRINCIPAL

ADDENDUM # 2

Item # 10.

NAME OF FOREIGN PRINCIPAL

Cable Beach Hotel

Barbados Board of Tourism

Caribbean Tourism Association

Condado Plaza Hotel and Casino

Secretaria de Estado de Turismo de Republic Dominicana

Rose Hall Beach Hotel

Trinidad Holiday Inn

Turks and Caicos Tourist Board

Wyndham Ambassador Beach Hotel

Wyndham New Kingston Hotel

Wyndham Royal Bahamian Hotel

Wyndham Virgin Grand Beach Hotel

Secretaria de Turismo de Mexico

Hotel Corporation of The Bahamas

III ACTIVITIES

ADDENDUM # 3

Item # 11.

<u>NAME OF FOREIGN PRINCIPAL</u>	<u>REFER TO NOTE BELOW</u>
Cable Beach	A
Barbados Board of Tourism	A
Caribbean Hotel Association	A
Condado Plaza Hotel and Casino	A
Secretaria de Estado de Turismo de Republic Dominica	B
Rose Hall Beach Hotel	A
Trinidad Holiday Inn	A
Turks and Caicos Tourist Board	A
Wyndham Ambassador Beach Hotel	A
Wyndham New Kingston Hotel	A
Wyndham Royal Bahamian Hotel	A
Wyndham Virgin Grand Beach Hotel	A
Secretaria de Turismo de Mexico	D
<u>Hotel Corporation of The Bahamas</u>	A

* Note:

- A..... We are providing Marketing and Promotional services consisting of Market Research, Pamphlets, Brochures, Public Relations Services and publication printed advertising in the Hospitality and Tourism Industry in which these principals operate.
- B..... We have not provided services to the Secretaria de Estado de Turismo de Republic Dominica since 1982. Our current affiliation with this principal concerns only collection of monies owed us for work done in 1981 and 1982.
- C..... We have not provided services to this client in the 6 month reporting period, however we expect a possible continuing relationship in the future.
- D..... During the 6 month reporting period ended December 3, 1985, we have provided no services to this customer. We have however, collected monies owed to us for work done in previous periods.

IV FINANCIAL INFORMATION

ADDENDUM # 4

Item # 14 (A) RECEIPTS-MONIES

<u>DATE</u>	<u>FROM WHOM</u>	<u>PURPOSE</u>	<u>AMOUNT</u>
June 4/85- Dec. 3/85	Cable Beach Hotel	Payments in accordance with terms of contracts, plus incidental related charges, including shipping.	\$ 495,527.99
"	Barbados Board of Tourism	" "	15,960.00
"	Caribbean Tourism Association	" "	32,784.81
"	Condado Plaza Hotel and Casino	" "	96,522.52
"	Secretaria de Estado de Turismo de Republica Dominicana	" "	39,523.81
"	Rose Hall Beach Hotel	" "	243,355.90
"	Turks and Caicos Tourist Board	" "	945.00
"	Wyndham Ambassador Beach Hotel	" "	136,211.27
"	Wyndham New Kingston Hotel	" "	140,482.72
"	Wyndham Royal Bahamian Hotel	" "	177,698.64
"	Wyndham Virgin Grand Beach Hotel	" "	270,044.28
"	Consejo Nacional de Turismo de Mexico	" "	52,475.25
			<hr/>
		TOTAL PAYMENTS RECEIVED.....	\$1,701,532.19

IV FINANCIAL INFORMATION

ADDENDUM # 5

Item # 15.

<u>NAME OF FOREIGN PRINCIPAL</u>	<u>MEDIA</u>	<u>AD PRODUCTION</u>	<u>PRINTING</u>
Cable Beach Hotel	236,744.52	18,553.18	35,176.71
Barbodos Board of Tourism	N/A	N/A	N/A
Caribbean Tourism Association	N/A	N/A	N/A
Condado Plaza Hotel and Cosino	18,629.55	8,860.20	55,274.67
Secretaria de Estado de Turismo de Republic Dominica	N/A	N/A	N/A
Rose Hall Beach Hotel	109,987.66	10,589.27	5,050.90
Trinidad Holiday Inn	N/A	N/A	N/A
Turks and Caicos Tourist Board	N/A	N/A	N/A
Wyndham Ambassador Beach Hotel	75,529.25	12,769.65	31,602.26
Wyndham New Kingston Hotel	24,914.74	5,918.37	4,966.50
Wyndham Royal Bahamian Hotel	104,958.84	17,073.35	55,759.79
Wyndham Virgin Grand Beach Hotel	82,174.97	10,762.65	21,833.13
Hotel Corporation of The Bahamas	N/A	24,113.83	6,853.16

ADDENDUM # 5 (A)

Item # 15.

CALBLE BEACH HOTEL - MEDIA

Travel Age East/Southeast

Travel Weekly

Modern Bride

Nassau/Paradise Island Tourist News

Travel Agent

Travel Age West

Best Buy Bahamas

What To Do Nassau

Meetings and Conventions

Town and Country

Memphis Commercial Appeal

Norfolk Virginia Pilot

Florida Golf Week

Tennis Industry

TOTAL DISBURSEMENTS

\$236,744.52

ADDENDUM # 5 (A)

Item # 15 (continued):

CONDADO PLAZA HOTEL & CASINO - MEDIA

Travel & Leisure

Asta Travel News

Corporate Meetings & Incentives

OAG Travel Planner

Offical Hotel & Resort Guide

Medical Meetings

Meeting News

Travel Weekly

Woodside Management Systems Inc.

TOTAL DISBURSEMENTS

\$18,629.55

ADDENDUM # 5 (A)

Item # 15 (continued):

ROSE HALL BEACH HOTEL - MEDIA

Travel and Leisure

Travel Weekly

Your Vacation Guide to Jamaica

Travel Age National

Successful Meetings

Town and Country

Tampa Tribune

Knoxville News Sentinel

Norfolk Virginia Pilot

Florida Golf Week

Tennis Industry

TOTAL DISBURSEMENTS

\$ 109,987.66

ADDENDUM # 5 (A)

Item # 15 (continued):

WYNDHAM AMBASSADOR BEACH HOTEL - MEDIA

Nassau / Paradise Island Tourist News

Travel Age East/ Southeast

Travel Agent

Travel Weekly

What To Do Nassau

Travel Age West

Official Hotel and Resort Guide

Town and Country

Travel and Leisure

Memphis Commercial Appeal

Norfolk Virginia Pilot

Tennis Industry

TOTAL DISBURSEMENTS

\$ 75,529.25

ADDENDUM # 5 (A)

Item # 15 (continued):

WYDHAM NEW KINGSTON HOTEL - MEIDA

Hotel and Travel Index

BWIA Sun Jet

Your Vacation Guide to Jamaica

Caribbean Travel (CHA)

Meeting News

Successful MEETINGS

Travel Trade Gazette

TOTAL DISBURSEMENTS

\$ 24,914.74

ADDENDUM # 5 (A)

Item # 15. (continued):

WYNDHAM ROYAL BAHAMIAN - MEDIA

Travel Age Mid - America

Travel Age East / Southeast

Travel and Leisure

Travel Age West

"W"

What to Do Nassau

Modern Bride

Official Meeting Facilities Guide

Travel Trade Gazette

WNYI Radio Station

Memphis Commercial Appeal

TOTAL DISBURSEMENTS

\$ 104,958.84

ADDENDUM # 5 (A)

Item # 15 (continued):

WYNDHAM VIRGIN GRAND - MEDIA

Signature

Town and Country

Travel Weekly

Travel and Leisure

Travel Age National

Carribean Travel Directory

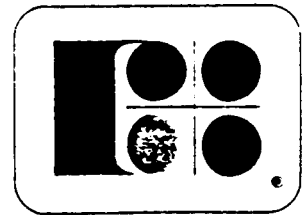
Tennis Industry

TOTAL DISBURSEMENTS \$ 82,174.97

GRAND TOTAL ALL
DISBURSEMENTS \$ 652,939.53

end. ADDENDUM # 5 (A)

Item # 15.



Date: October 28, 1985

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

THIS SUMMARIZES the meeting held by the following:

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

IGNACIO CACHO, Deputy Controller
Secretaria De Turismo

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

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

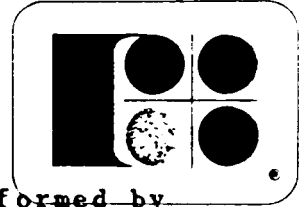
JOHN ROBINSON, JR. President
Robinsons Inc.

LOUISA BARENDSE Account Executive
Robinsons Inc.

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

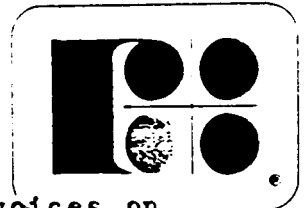
1. Outstanding Freight/Shipping accounts were reviewed by both parties and agreed upon. As a result of that, the Secretaria de Turismo paid \$46,936.82 US leaving no outstanding balance on freight account.

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

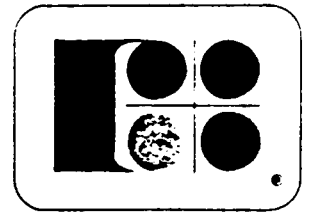


3. Both parties agreed that completion of the contract was beneficial to each. Based on this, we agreed to the following:

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



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



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

[Handwritten signature]

DR 213



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

[Handwritten signature of Pedro Padierna-Bartning]

Pedro Padierna-Bartning
Managing Director Marketing
Secretaria De Turismo

Oct 28/1985

Dated

[Handwritten signature of Carlos Carmona-Garduno]

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

28/10/85

Dated

[Handwritten signature of Ignacio Cacho]

Ignacio Cacho
Deputy Controller
Secretaria De Turismo

28/10/85

Dated

[Handwritten signature of Vic Gorglione]

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

10/28/85

Dated

[Handwritten signature of John E. Robinson, Jr.]

John E. Robinson, Jr.
President
Robinsons Inc.

10-28-85

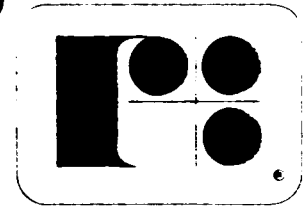
Dated

[Handwritten signature of Louisa Barendse]

Louisa Barendse
Account Executive
Robinsons Inc.

10/28/85

Dated

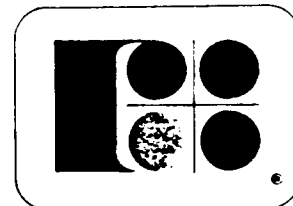


"ADDENDUM 1"

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

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

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

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

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