

**REVISED**

**INSTRUCTIONS:** A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

**Privacy Act Statement.** Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

**Public Reporting Burden.** Public reporting burden for this collection of information is estimated to average .33 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC. 20503.

Name of Registrant 4888 SP Colombia Flower Council	Name of Foreign Principal Asociacion Colombiana de Exportadores de Flores (ASOCOLFLORES)
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Check Appropriate Boxes:

1.  The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach three copies of the contract to this exhibit. See attachments 1 and 2 of Exhibit B
2.  There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach three copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3.  The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

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

The registrant operates as a trade association whose purpose is to advance the commercial interests of the producers and importers of fresh flowers from Colombia. The Board of Directors adopts policies and programs which are carried out by the Managing Director and the staff of the Registrant. The substantial majority of the Registrant's activities are purely commercial, but those activities of the Registrant which have required registration are handled in the same way.

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

1. Advertising and promotional activities;
2. Marketing research;
3. Research concerning international trade issues;
4. Representation of the industry on international trade matters;
5. Communicating with Congress and relevant Executive Branch agencies on international trade issued and other issues of interest to the industry.
6. Development of joint programs with other floral trade associations;
7. Such other activities as will benefit the industry.

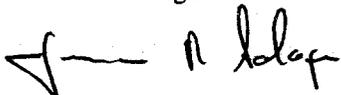
6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1</sup>

Yes  No

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

The policies in which the Registrant has an interest and with respect to which it engages in activities include primarily trade issues and product promotion issues. Its primary political activity has been support of the creation of a government-sanctioned promotion program to increase the marketing impact of domestic and imported fresh cut flowers. The means employed by the Registrant to achieve this purpose include meetings and correspondence with employees of the Legislative and Executive branches of the federal government. It also encouraged its associate members to meet and correspond with government officials in support of this program.

See attachment 3 of Exhibit B

Date of Exhibit B	Name and Title	Signature
5/31/94	German R. Salazar Managing Director	

<sup>1</sup>Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

**Exhibit B - Attachment 1**

**Item 1**

The Registrant (initially called the "International Floral Trade Fund") was established by an agreement between the Foreign Principal and the Association of Floral Importers of Florida. That agreement, which outlines the structure, governance and activities of the Registrant, is appended hereto as the basic document setting out the relationship between the Registrant and the Foreign Principal.

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ASCOLFLORES

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INTERNATIONAL FLORAL TRADE FUND AGREEMENT

This Agreement is made between the ASSOCIATION OF FLORAL IMPORTERS OF FLORIDA (hereinafter "AFIF") and ASOCIACION COLOMBIANA DE EXPORTADORES DE FLORES (hereinafter "Asocolflores").

WITNESSETH, that the parties hereto, in consideration of the mutual covenants and stipulations hereinafter set forth, agree as follows:

Section 1. AFIF and Asocolflores agree to establish the International Floral Trade Fund (hereinafter "Fund") as a separately organized, nonprofit corporation.

Section 2. The Fund shall be managed and controlled by the International Floral Trade Fund Management Committee (hereinafter the "Management Committee").

(A) The Management Committee shall consist of the President of AFIF and the President of Asocolflores with their corresponding alternates, two members with their corresponding alternates of Asocolflores' Board of Directors designated by Asocolflores, and two members with their corresponding alternates of AFIF's Board of Directors designated by

AFIF. Designation of members of the Management Committee and their alternates shall be made by written notice sent to the other party to this Agreement. The parties may designate new representatives or alternates at any time.

(B) The President of Asocolfloras shall be chairman of the Management Committee.

(C) The quorum for meetings of the Management Committee shall be four members, with at least two members of each Association. Members may attend a meeting by means of a conference telephone or other means of communication which allows all persons participating in the meeting to hear one another. Any action which could be taken at a meeting of the Management Committee may be taken without a meeting if a consent to the action is provided in writing by a majority of the Committee.

(D) The Management Committee may adopt such additional rules of procedure as it shall deem appropriate.

(E) Any decisions or commitments made on behalf of the Fund for more than thirty thousand dollars (\$30,000.00) will require approval from the Board of Directors of Asocolfloras and the Board of Directors of AFIF.

Section 3. The Fund shall undertake the following activities:

(A) Advertising and promotional activities;

(B) Marketing research;

(C) Research concerning international trade issues, including the hiring of economists and other experts;

(D) Representation of the industry on international trade matters;

(E) Lobbying Congress on international trade issues and other issues of interest to the industry;

(F) Development of joint programs with other floral trade associations;

(G) Payment of legal fees and other expenses incurred in connection with the above activities and the legal fees and administrative costs connected with the operation of the Fund;

(H) Development of other activities which will benefit the industry.

Section 4. (A) Financial support for the Fund shall be derived from the voluntary contribution of flower growers and importers. Participating importers agree to contribute twenty-five cents (\$0.25) to the Fund for each standard size box and twelve and one-half cents (\$0.125) for each one-half size box of fresh cut flowers which is imported into the United States. Growers shall be responsible for eighty-five percent

(85%) of this charge; importers shall bear the remaining fifteen percent (15%). For the purpose of this agreement the parties accept the following definitions: i) a standard size box is defined as approximately 15 to 18 kilograms dimensional weight and ii) a one-half size box is defined as approximately 8 to 10 kilograms dimensional weight.

(B) Any variation in the required contribution shall require the consent of the Boards of Directors of AFIF and Associfloras.

(C) The Management Committee shall engage the services of a firm of certified public accountants to provide assistance in determining the correct level of contributions due from each participant.

(D) Contributions to the Fund are due from importer participants on a weekly basis. The importer participant shall present to the Fund a report that provides the names of the growers from whom the week's shipments were obtained, the number of boxes imported, and the contribution due.

(E) Contributions to the Fund are refundable only upon termination of the Fund as provided in section 6(B).

Section 5. The Fund shall provide Asocolfloreas and AFIF with a monthly report on the contributions made to the Fund by importers and growers.

Section 6. (A) Any participant may terminate its support for the Fund by providing thirty (30) days' written notice to the Management Committee.

(B) AFIF or Asocolfloreas may terminate this Agreement by providing sixty (60) days' written notice of its desire to terminate the Fund. Money remaining in the Fund upon receipt of notice of termination shall be used first to comply with any existing commitments of the Fund, after which the balance shall be refunded on a pro rata basis. Contributions shall cease thirty (30) days after such notice of termination.

Section 7. The Management Committee shall maintain accurate books and records, and shall arrange an annual audit of such materials by a firm of certified public accountants. Copies of the resulting report shall be provided to the parties to this Agreement. The parties to this Agreement, importer participants, and grower participants may inspect the Fund's books and records subject to reasonable restrictions as to time and frequency, as determined by the Management

Committee, provided, however, that information concerning the contributions or business activities of any individual grower or importer shall not be disclosed to any other party.

Section 8. (A) This Agreement contains the entire agreement of the parties. This Agreement may not be modified except in writing signed by both parties.

(B) This Agreement shall inure to the benefit of the parties hereto, their heirs, successors, and assigns.

(C) This Agreement shall be construed according to the laws of the State of Florida.

(D) This Agreement shall take effect on the date of signature.

ASSOCIATION OF FLORAL IMPORTERS  
OF FLORIDA

By [Signature]

Date: 10-11-87

ASOCIACION COLOMBIANA DE  
EXPORTADORES DE FLORES

By LuziBE

Date: 13-11-87

[Signature]

**Attachment 3 of Exhibit B**

<b>Date</b>	<b>Official's Name</b>	<b>Nature of Contact</b>	<b>Subject Matter</b>	<b>Position Advocated</b>
2/24/93	Cong. Ileana Ros-Lehtinen	Meeting	PromoFlor	In support of PromoFlor
2/24/93	Cong. Pete Peterson	Meeting	PromoFlor	In support of PromoFlor
2/24/93	Cong. Harry Johnston	Meeting	PromoFlor	In support of PromoFlor
3/29/93	Sen. Bob Graham	Meeting	PromoFlor	In support of PromoFlor
3/29/93	Cong. Ileana Ros-Lehtinen	Meeting	PromoFlor	In support of PromoFlor
3/30/93	Cong. Lincoln Diaz-Balart	Meeting	PromoFlor	In support of PromoFlor
3/30/93	Cong. Alcee Hastings	Meeting	PromoFlor	In support of PromoFlor
5/5/93	Cong. Tom Lewis	Letter	H.R. 1738	In support of passage of the bill
5/5/93	Cong. E. (Kika) de la Garza	Letter	H.R. 1738	In support of passage of the bill
6/3/93	Cong. Tom Lewis	Letter	H.R. 1738	In support of passage of the bill
7/15/93	Cong. Charlie Rose	Letter	H.R. 1738	In support of passage of the bill
7/20/93	Cong. Karen Thurman	Letter	H.R. 1738	In support of passage of the bill
7/20/93	Cong. Harry Johnston	Letter	H.R. 1738	In support of passage of the bill
7/20/93	Cong. Tom Lewis	Letter	H.R. 1738	In support of passage of the bill
7/20/93	Cong. Charles Canady	Letter	H.R. 1738	In support of passage of the bill
7/27/93	Cong. Karen Thurman	Letter	H.R. 1738	In support of passage of the bill
11/10/93	Sen. Bob Graham	Letter	S. 994	In support of passage of the bill