

**U.S. Agriculture Forum on  
Trade and Development**

October 2-3, 1991

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**THE  
CITIZENS  
NETWORK**

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**FOR FOREIGN AFFAIRS**

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- Engage U.S. private sector leaders and policymakers in a dialogue on America's growing stake in promoting global economic growth, particularly in the emerging economies;
- Develop a network of leaders in agriculture, agribusiness, banking, industry, and trade that recognizes and supports America's increasing stake in the world economy;
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- Build a more collaborative partnership between the public and private sectors -- a partnership that can better promote trade, investment, and growth in the emerging economies.

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## TRADE MISSION INFORMATION REQUESTS

A Program of the Citizens Network for Foreign Affairs

Through the U.S. Agriculture Forum on Trade and Development, the Citizens Network will be organizing three trade and development missions during 1992. These missions will comprise approximately 15-20 people and will be approximately one week in length. The missions will be to Bulgaria, Hungary and Poland.

BULGARIA \_\_\_\_\_

HUNGARY \_\_\_\_\_

POLAND \_\_\_\_\_

If you want to receive information about these missions as they develop, please sign the form and mark which country (or countries) you are interested in. Thanks.

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

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\*Member, Executive Committee

October 2, 1991

M E M O R A N D U M

TO: SENATOR DOLE  
FROM: NINA OVIEDO *Nina*  
THROUGH: KERRY TYMCHUK  
SUBJECT: SPEECH -- CITIZENS NETWORK FOR FOREIGN AFFAIRS

*1-6-91*  
*1-6-91*

TIME AND PLACE

- Thursday, October 3, 8:45 a.m.
- The Grand Hotel, 24th & M Street, NW, 429-0100.
- Morgan Williams will meet you at the front door. I will meet you there too -- if it's OK.

AUDIENCE AND FORMAT

- The Citizens Network Agriculture Forum on Trade and Development is a major initiative to promote U.S. agriculture/agribusiness participation in the building of a market based agriculture/agribusiness in Eastern and Central Europe and the Soviet Union.
- Approximately 90 executives will be attending.
- John Block, Chairman of the Agriculture Forum will introduce you.

Attached for your review is a copy of your prepared remarks.

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ALEXANDER B. TROWBRIDGE

Keynote

Thurs, Oct 3

8:30 am  
or 9:00 or 9:45

~~Grand Hotel~~  
~~24th & M~~

September 5, 1991

Grand Hotel  
24th & M

Senator Robert Dole  
Republican Leader  
U.S. Senate  
SH-141 Hart Senate Office Building  
Washington, DC 20510-1601

9 AM  
Dole

NO honorarium

approx 60 people

Dear Senator Dole:

I am pleased to invite you to be a keynote speaker at the first meeting of the Citizens Network Agriculture Forum on Trade and Development. The meeting will be held in Washington, DC, on Wednesday evening and Thursday, October 2-3, 1991. Your presentation would be at 8:30 a.m. on Thursday, October 3.

The Agriculture Forum, which is chaired by Jack Block with initial funding from the Agency for International Development (AID), is a major initiative to promote U.S. agriculture/agribusiness participation in the building of market based agriculture/agribusiness in Eastern and Central Europe and the Soviet Union.

Your direct involvement in the legislation that provides a variety of assistance to the above countries makes your presentation very timely. Your involvement in legislation and government policy regarding the cooperation between the public and private sectors in the U.S. in building opportunities for U.S. private business would also be of interest to this group.

The Agriculture Forum membership consists of top representatives of over 40 U.S. agribusinesses interested in international business. The Forum membership comes largely from the National Agricultural Advisory Committee of the Citizens Network. A membership list is enclosed.

Most important, the Forum will also provide, on an ongoing basis, recommendations to top policy makers in the U.S. government on how best to enhance cooperation between the U.S. government and the U.S. private sector to develop market based agriculture in Eastern and Central Europe while advancing U.S. business interests.

9-23 confirmed w/Morgan  
9-10 Morgan Williams

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\*Member, Executive Committee

Senator Robert Dole  
September 5, 1991  
Page Two

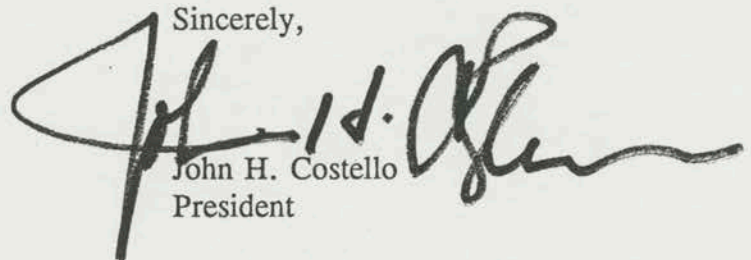
I have just returned from an intensive 14 days of travel with one of our top agricultural consultants, Morgan Williams, to Bulgaria, Hungary, and Poland. We met with leaders from their respective private and public sectors to discuss opportunities for U.S. agribusiness and to lay the groundwork for the work of the Forum.

I am enclosing some materials about the Forum and the Citizens Network. Some initial planning meetings have already been held and the reaction has been very strong and positive. If you have any questions about the Forum, please do not hesitate to contact me, Chairman Jack Block, or Morgan Williams, Senior Advisor to the Citizens Network.

I very much hope that you can be with us and that the Forum can be a resource to you in your very critical efforts to provide legislation and resources to assist in the privatization of the economies of Eastern and Central Europe and the Soviet Union and to develop policies that will enable the U.S. private sector to become deeply involved in the process.

Your consideration of this request is most appreciated and I hope to hear from you at your earliest convenience regarding your schedule on October 3.

Sincerely,

A handwritten signature in black ink, appearing to read "John H. Costello". The signature is fluid and cursive, with a large initial "J" and "C".

John H. Costello  
President

Enclosures

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## U.S. Agriculture Forum on Trade and Development

December, 1990



## U.S. AGRICULTURE FORUM ON TRADE AND DEVELOPMENT

### I. BACKGROUND

The emerging economies of Eastern Europe and the developing world offer tremendous opportunity for U.S. agriculture and agribusiness. However, an organizational mechanism is needed through which the U.S. Government and the private sector can work together to identify specific opportunities for U.S. agriculture in these regions and to effectively pursue these opportunities.

The U.S. Government is already contributing to the economies of many of the nations of the developing world and Eastern Europe through foreign assistance, trade and investment financing, and other programs. The U.S. private sector has the creativity, capital, technology, and motivation to pursue opportunity in these regions. By working together, the U.S. public and private sectors can both enhance broad-based, sustainable growth in the emerging economies and contribute to the well-being of the U.S. economy.

The Agency for International Development and the Citizens Network for Foreign Affairs are uniquely qualified to take a leadership role in developing a public-private partnership to pursue opportunities for U.S. agriculture in the emerging economies. A.I.D. has worked for decades in these regions and knows them well. In addition, under current and recent leadership, A.I.D. recognizes the urgent need to get the private sector more involved in development and to capture some of the benefits of overseas development for the U.S. economy.

The Citizens Network's central mission is to encourage better understanding within the U.S. private sector about the importance of economic growth in the developing world and Eastern Europe and to work with business and government leaders to improve U.S. policy with respect to trade, aid, and investment in the emerging nations. The Citizens Network has already established an effective, committed, broadly representative network of agricultural leaders whose resources and knowledge can be applied readily to the goals and objectives of the Forum as described in this proposal.

### II. GOAL OF THE FORUM

To strengthen collaboration between U.S. public sector and American agriculture in responding to the growing U.S. stake in promoting economic growth, trade, and investment in developing world and Eastern Europe.

### III. OBJECTIVES OF THE FORUM

Specifically the Forum will function to:

- A. Engage U.S. policy makers and private sector agriculture leaders in an ongoing dialogue on the opportunities and challenges related to promoting growth in and establishing expanded trade and investment links to the world's emerging economies;
- B. Provide a mechanism to improve coordination between the U.S. public and private sectors in agriculture aid, trade, and investment in the emerging economies;
- C. Advance the economic interests of U.S. agriculture and agribusiness in the emerging economies;
- D. Educate U.S. agriculture and agribusiness on the importance of economic growth in the developing world and Eastern Europe, the need for the U.S. to advance such economic growth, and on opportunities for U.S. trade and investment in the emerging growth economies;
- E. Promote active linkages between U.S. commodity organizations and the counterparts in the emerging growth economies, to facilitate the delivery of technical assistance and the development of trade and investment opportunities.

### IV. MEMBERSHIP

Members in the Forum will be representatives of key agriculture producer organizations and agribusiness corporations, as well as experts in production, processing, marketing, distribution and overall food systems development. In addition, senior policy leaders from AID, USDA, OPIC and the Department of Commerce would be asked to participate.

### V. OPERATIONS

The Forum will be co-chaired by senior representatives of the producer and agribusiness sectors. The full Forum will meet 3-4 times per year.

Several sub-committees would be established to address specific issues, opportunities in specific countries, and/or particular aspects of food systems development. Examples of subjects likely to be addressed subcommittees during the first two years of the project include: complementarities between food aid and commercial trade between the U.S. and Eastern Europe; approaches to improving marketing systems in Eastern Europe; opportunities in specific Eastern European countries (probably including Poland and Hungary); and opportunities and challenges for direct investment by U.S. agribusiness in Eastern Europe.

Experts from both emerging economies and the U.S. will be asked to participate in Forum and subcommittee meetings to support the work of the members. Technical experts will work with Forum members to identify specific opportunities, helping to connect U.S. agriculture interests with business interests in various emerging nations.

These activities will be strengthened through the planning and implementation of development missions to selected countries to explore cooperative initiatives. Though the Forum would organize and support these missions, the major portion of the expense would be borne by the individual members.

Finally, the Forum will issue an annual report, including its activities and recommendations, to strengthen the U.S. response to its stake in economic growth in the emerging growth economies. This report will be distributed widely throughout the U.S. agricultural sector.

## VI RATIONALE

American agriculture is rapidly recognizing its expanding stake in economic growth, trade and investment in the world's emerging economies. But American agriculture also feels that its concerns are not always heard when policy is being made. A better dialogue and sense of partnership between agriculture and policy makers in trade and development will greatly strengthen both the public and private sector response to defining and meeting the national interest in economic growth, trade and development. This is the goal of the U.S. Agriculture Forum on Trade and Development.

American agriculture's stake is firmly rooted in global demographics and populations growth. The population of the U.S. and, for that matter, the other industrialized democracies is essentially stable. Most if not all are approaching zero population growth levels. This is certainly true for the United States.

About four billion of the world's five billion people live in the developing world. This number represents approximately four-fifths of the world's population and about one-fifth of global GNP.

Recent USDA studies document what happened to demand for agriculture products in developing countries that experienced economic growth during 1964 and 1983. In 51 middle income countries agricultural imports grew by 400%. In the 19 lower income countries with lower levels of income and economic growth, agricultural imports grew by only 80%.

These studies detail that in poor countries people spend a large percentage of any additional income on food. In industrial countries, additional income tends to be spent on luxury goods.

The studies also point out that as diets are improved that there is demand which far outstrips indigenous production capacity and that increased consumption of beef, pork and poultry, in turn creates rising demand for feed grains.

As developing countries reach the "middle-income" level, demand increases for processed and prepared foods. Therefore, in some developing countries and East Asia, Eastern Europe, and Latin America, great opportunities exist for U.S. exports of these food products and for investment in their production abroad.

The USDA predicts that in the next 10 years, the U.S. will have a 20% increase in the potential market for U.S. agricultural products, from population growth alone.

USDA also estimates that 80% of the potential new customers for U.S. agricultural products live in the Third World and that today, 60% of the food that enters the world trading system is grown in the developed countries and is consumed in the developing world.

## VII. EASTERN EUROPE: THE INITIAL FOCUS

The initial (two year) focus of the U.S. Agriculture Forum will be to strengthen the U.S. response to challenges and opportunities in Eastern Europe.

Specifically, the Forum will seek to:

- A. Help define the role American agriculture can play in assisting the countries of Eastern Europe make the transition to market driven economies. The Forum will seek to identify ways in which U.S. agriculture can help with agribusiness production and distribution sectors and with enhancing the informal sectors which have the greatest potential as engines of growth;
- B. Advance the economic interests of U.S. agriculture and agribusiness in the emerging democracies of Eastern Europe;
- C. Educate U.S. agriculture and agribusiness on the importance of the U.S. stake in the emerging democracies of Eastern Europe;
- D. Promote active linkages between U.S. commodity organizations and trade associations with their counterparts in Eastern Europe.

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FAX CO SHEET

September 12, 1991

TO: Yvonne Hopkins  
Senator Robert Dole

FROM: Morgan Williams *Morgan Williams*  
Senior Advisor

SUBJECT: AGRICULTURE FORUM ON TRADE AND DEVELOPMENT  
October 2 & 3

1. The Forum will be held at:

The Grand Hotel  
24th & M Street, NW  
Washington, D.C.  
202-429-0100

2. The Senator would be introduced by Former Secretary Jack Block

3. The Senator could speak right at 8:30 a.m. on Thursday, October 3 or he could speak at 9 a.m. or 9:45, whatever fits his schedule best.

4. The purpose of the Forum is to get U.S. agribusinessmen more interested in doing business in Central and Eastern Europe, the Baltics and the Soviet Republics to assist in the development of market based economies.

5. There will probably be 75 top businessmen, and senior government officials in attendance who are all involved in international business matters.

6. The Citizens Network is a private, not-for-profit organization. They have not given an honorariums in the past,

7. If you have any additional questions please call me at 202-639-8889.

THANKS.

Thurs Oct 3  
111A dx 7-81 Jd

SEP-24-91 TUE 10:18

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**FAX COVER SHEET**

**DATE:** September 24, 1991  
**TO:** Yvonne Hopkins  
Executive Assistant/Personal Secretary  
Senator Bob Dole  
**FROM:** Morgan Williams  
Senior Advisor

Total number of pages, including this sheet: \_\_\_\_\_

We are very pleased that Senator Dole will be with us on October 3rd.

I am sending you the latest information we have about the agenda and the participant list.

The title of the Senator's remarks can be changed to whatever he wants it to be.

We could set the speech as early as 8:45 a.m. if that would be of any interest to you for his schedule.

I will send you further information early next week.

If you have any questions please call. Thanks for your assistance.

**Our fax number is (202) 639-8648**

**If you do not receive all of the pages, please call the Citizens Network at (202) 639-8889.**

## U.S. AGRICULTURE FORUM ON TRADE AND DEVELOPMENT

October 2-3, 1991

THE GRAND HOTEL  
24th & M Street, NW  
Washington, DC  
(202) 429-0100

### PRELIMINARY AGENDA

#### WEDNESDAY, OCTOBER 2

5:30 p.m. to 7:30 p.m. Welcoming Reception

#### THURSDAY, OCTOBER 3

8:00 a.m. Registration/Coffee

8:30 a.m. Welcome, Introductions and Overview of the U.S. Agriculture Forum on Trade and Development  
John H. Costello  
President, Citizens Network for Foreign Affairs

8:45 a.m. Opening Remarks and Introduction  
John R. Block  
Chairman, U.S. Agriculture Forum on Trade and Development  
President, National American Wholesale Grocers Association  
Former U.S. Secretary of Agriculture

9:00 a.m. A Foreign Policy Climate Responsive to U.S. International Business Interests  
Senator Robert Dole  
Republican Leader, U.S. Senate

9:45 a.m. Looking East: The Soviet Republics  
Robert B. Zoellick  
Under Secretary for Economic and Agricultural Affairs  
Department of State (Invited)

10:30 a.m. Coffee

- 2 -

10:45 a.m.

**Private Business Development in the Emerging Economies**  
Dr. Ronald W. Roskens  
Administrator, U.S. Agency for International Development

**Policy Dialogue: The United States Public and Private Sector Partnership  
in the Privatization of the Economies of Central and Eastern Europe**

11:30 a.m.

**Panel 1:** The U.S. Government Approach: "An Overview of Policies and Programs Supporting the Development of Market Economies."  
Which agencies are implementing programs? What is being done?

Panel Chairman:

Gary A. Blumenthal  
Special Assistant to the President for Agricultural Trade and Food Policy  
Deputy Assistant to the President for Cabinet Liaison  
The White House

A. Tom Pomeroy  
Coordinator, Eastern European & Soviet Secretariat  
Foreign Agricultural Service, U.S. Department of Agriculture

12:30 p.m.

**Buffet Working Lunch**

12:45 a.m.

**Panel 2:** The U.S. Agribusiness Response: "A Reaction to Current Policies and Programs and Recommendations for the Future."  
Are U.S. government laws, policies and programs responsive to U.S. business interests? Are private sector trade and investment a high priority for the U.S. government?

Panel Chairman:

Martha Cashman  
Vice President, International Development, Land O'Lakes

Carol Brookins  
President, World Perspectives, Inc.

1:45 p.m.

**Concurrent Workshops (choose one)**

**In-depth, country-specific discussions of the investment climate in:**

- Bulgaria Ognian Pishev  
Ambassador to the U.S., Embassy of Bulgaria

Vladimir Ossenov  
First Secretary Scientific and Technological Affairs  
Embassy of Bulgaria

-3-

- Poland      *Moderator:*  
J. B. Penn  
Senior Vice President, Principal, Sparks Companies, Inc.  
  
Jerzy Strebski  
Economic Attache, Embassy of Poland  
  
Jacek Tomorowicz  
Minister-Counselor, Economic Affairs, Embassy of Poland
- Hungary     Jozsef Popp  
First Secretary, Agricultural Affairs  
Embassy of the Republic of Hungary

2:45 p.m.

**Concurrent Workshops (*choose one*)**

- *American Enterprise Funds for Hungary, Poland, Bulgaria and the Czech and Slovak Republic: What are they? How do they operate? How can they be utilized by American agribusiness? Should the role of Enterprise Funds be expanded?*

Francis J. Skrobiszewski  
Vice President, Polish-American Enterprise Fund

Ric Francke  
Investment Officer, Hungarian-American Enterprise Fund

- *Business Models: Current case studies from U.S. companies, including counter-trade, currency issues, project financing and joint ventures.*

Mike A. Pawluk  
Manager, World Trade, Pepsi-Cola International

Bob Rickert  
Director, International Financial Services, Ralston Purina International

3:45 p.m.

**Final Discussion and Remarks**

4:00 p.m.

**The Future of the U.S. Agriculture Forum on Trade and Development: trade missions, policy recommendations, steps toward continuing the dialogue.**

4:30 p.m.

**Adjournment**

- 4 -

The U.S. Agriculture Forum on Trade and Development is a program of the Citizens Network for Foreign Affairs to facilitate U.S. agribusiness participation in the development of market based economies in Eastern and Central Europe, the Baltics, and the Soviet Republics. The Forum will also review and make recommendations concerning U.S. government laws, policies and programs affecting U.S. private sector business participation in this important part of the world. This is the first meeting of the Forum.

John R. Block, former U.S. secretary of agriculture, serves as the Chairman of the Forum. John H. Costello is President of the Citizens Network. E. Morgan Williams, Senior Advisor to the Citizens Network, serves as executive director of the Forum's meetings and activities.

Initial funding for the Forum has been provided by the Agency for International Development (USAID).

**U.S. AGRICULTURE FORUM ON TRADE AND DEVELOPMENT**

October 2-3, 1991  
Washington, DC

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(As of 9/23/91)

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Former U.S. Secretary of Agriculture

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Liaison  
The White House

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Bob Evans Farms, Inc.

Charles Palmer  
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Purdue University

Jacek Tomorowicz  
Minister-Counselor, Economic Affairs  
Embassy of Poland

Ann Tutwiler  
Director, Agribusiness Policy  
Central Soya

Glenn Webb  
President and Chairman  
GROWMARK

E. Morgan Williams  
Senior Advisor  
Citizens Network for Foreign Affairs

Harry Wing  
Deputy Director  
Private and Voluntary Cooperation  
Bureau for Food for Peace and Voluntary  
Assistance  
Agency for International Development

Donald Wissman  
Chairman  
DPRA, Inc.

## U.S. AGRICULTURE FORUM ON TRADE AND DEVELOPMENT

A Program of the Citizens Network for Foreign Affairs

### Companies and Associations Represented As of 9/23/91

Ag Processing, Inc.	McDonald's Corporation
American Meat Institute	National American Wholesale Grocers Association
American Seed Trade Association	Nationwide Insurance
Archer-Daniels-Midland	Nestle' USA
Asgrow Seed Company	Pepsi Cola International
Bob Evans Farms, Inc.	Pfizer, Inc.
Central Soya	RJR/Nabisco
Countrymark Cooperative, Inc.	Ralston Purina International
Deere & Company	The Upjohn Company
Del Monte - USA	21st Century Genetics
Dole Food Company	U.S. Feed Grains Council
DowElanco	Valmont Industries, Inc.
DPRA, Inc.	W. R. Grace, Inc.
Food Marketing Institute	
Food Processing Machinery & Supplies Association	
GROWMARK, Inc.	
Land O'Lakes	
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**REMARKS BY**  
**SENATOR BOB DOLE**  
**THE CITIZENS NETWORK FOR**  
**FOREIGN AFFAIRS**  
**FORUM ON TRADE**  
**AND DEVELOPMENT**  
**THURSDAY, OCTOBER 3, 1991**

**IT'S A SPECIAL PLEASURE**  
**THIS MORNING TO SEE JACK**

**BLOCK, WHO WAS ONE OF  
AMERICA'S OUTSTANDING  
SECRETARIES OF AGRICULTURE.**

**I REMEMBER THE DAYS AFTER  
THE ELECTION IN 1980, WHEN  
PRESIDENT REAGAN WAS  
FILLING HIS CABINET WITH  
PEOPLE FROM CALIFORNIA,  
FROM NEW YORK, FROM**

**EVERYWHERE IT SEEMED BUT  
THE MIDWEST.**

**I TOOK A MAP OF THE UNITED  
STATES, AND DREW A BIG RED  
CIRCLE AROUND THE MIDDLE. I  
SENT IT TO PAUL LAXALT WITH A  
NOTE THAT SAID "THE BLANK  
SPACE IS WHAT'S REFERRED TO  
AS THE MIDWEST."**

**A FEW DAYS LATER, JACK  
BLOCK WAS NAMED SECRETARY  
OF AGRICULTURE.**

**IT'S AN HONOR TO HAVE THIS  
OPPORTUNITY TO ADDRESS  
SUCH A DISTINGUISHED GROUP  
OF INDUSTRY LEADERS, AND I  
COMMEND YOU ON YOUR  
EFFORTS TOWARD OUR  
COMMON GOALS.**

**I'VE BEEN ASKED THIS  
MORNING TO TOUCH ON A  
CURRENT ISSUE WHICH IS NO  
DOUBT ON ALL OF YOUR  
MINDS - THE SOVIET UNION AND  
THE IMPACT THE REMARKABLE  
CHANGES OCCURRING IN  
EASTERN EUROPE WILL HAVE  
ON U.S. BUSINESS.**



## **THE SOVIET UNION**

**THE LANDMARK EVENTS STILL UNFOLDING IN THE SOVIET UNION HAVE SPARKED A DEBATE IN CONGRESS, IN FARM COUNTRY, AND IN THE AGRIBUSINESS COMMUNITY OVER WHAT OUR ROLE SHOULD AND SHOULD NOT BE IN ENCOURAGING SOVIET**

**ECONOMIC REFORM AND IN  
COORDINATING THE MOVE TO A  
DEMOCRATIC SOCIETY.**

**NO DOUBT THAT THE  
IMPLICATIONS FOR THE PEOPLE  
OF SOVIET UNION, FOR U.S.-  
SOVIET RELATIONS, AND FOR  
THE PROSPECTS FOR PEACE  
AND DEMOCRACY IN THE  
WORLD -- ARE PROFOUND.**

**THERE ARE REAL REASONS  
TO CELEBRATE, FOR ALL OF US.  
DEMOCRACY AND SELF-  
DETERMINATION FOR THE  
REPUBLICS AND NATIONALITIES  
OF THE SOVIET UNION HAVE  
TAKEN A GREAT STEP  
FORWARD.**

**THE NEWLY EMERGING  
LEADERS OF THE SOVIET UNION**

**SEEM COMMITTED TO  
RESPONSIBLE INTERNATIONAL  
POLICIES. THEY HAVE  
INDICATED THEIR INTENTION TO  
CUT THE SIZE OF THEIR  
MILITARY ESTABLISHMENT AND  
BUDGET; TO END MILITARY AID  
TO CASTRO; TO JOIN IN A  
MUTUAL END TO ARMS  
SHIPMENTS INTO AFGHANISTAN;**

**AND TO STAY THE COURSE ON  
THE CONSTRUCTIVE  
INTERNATIONAL POLICIES  
FORGED BY PRESIDENT  
GORBACHEV. AND CERTAINLY,  
SECRETARY BAKER'S  
COMPLETED DISCUSSIONS IN  
MOSCOW INDICATE THAT THE  
NEW SOVIET UNION REMAINS ON  
THE RIGHT TRACK IN FOREIGN**

**POLICY.**

**THE SOVIET REPUBLICS HAVE  
ALSO TAKEN IMPORTANT INITIAL  
STEPS IN FORGING A NEW FORM  
OF ASSOCIATION AMONG  
THEMSELVES -- AND THEY ARE  
DOING SO PEACEFULLY AND  
THROUGH NEGOTIATION, NOT  
BY COERCION.**

**FINALLY, THERE ALSO SEEMS  
TO BE A GENUINE CONSENSUS  
AMONG ALL THE EMERGING  
LEADERS THAT FUNDAMENTAL  
FREE MARKET REFORM IS  
ABSOLUTELY ESSENTIAL TO THE  
LONG-TERM STABILITY AND  
PROSPERITY OF THE SOVIET  
UNION -- HOWEVER THE STATE  
IS RESTRUCTURED.**

**SO THERE IS REASON TO  
CELEBRATE -- AND I THINK THIS  
IS GOOD NEWS FOR YOU AND  
YOUR BUSINESSES.**

**BUT, WHEN THE  
CELEBRATIONS COME TO AN  
END, THE SOVIET LEADERS WILL  
BE FACED WITH A WHOLE HOST  
OF THOUGH PROBLEMS -- SOME  
NEW, SOME LONG-STANDING--**



**AND NONE OF THEM LIKELY TO  
BE QUICKLY OR EASILY SOLVED.**

**SO, AS WE EVALUATE THE  
SITUATION -- AND AS YOU  
EVALUATE YOUR COMPANY'S  
ROLE -- IN THE SOVIET UNION,  
LET US MOVE DECISIVELY, YES;  
BUT NOT PRECIPITOUSLY. NOW  
IS THE TIME FOR THOUGHTFUL  
ANALYSIS AND CREATIVE**

**POLICY-MAKING -- NOT THE TIME  
FOR KNEE-JERK, "FEEL-GOOD"  
REACTIONS.**

**UNDER THE JOINT  
LEADERSHIP OF GORBACHEV  
AND YELTSIN, THE SOVIET  
REPUBLICS APPEAR TO BE  
MOVING FORWARD, RAPIDLY  
AND SENSIBLY, TOWARD SOME  
NEW DEFINITION OF THE**

# **RELATIONSHIP AMONG THE REPUBLICS.**

**THE PRECISE FORM OF THAT  
RELATIONSHIP REMAINS  
UNCERTAIN. BUT WHATEVER  
THE SOVIET LEADERS DECIDE,  
FOR OUR PART WE SHOULD NOT  
REPEAT THE MISTAKE WE HAVE  
SOMETIMES MADE IN THE PAST -  
- OF LETTING THE SOVIETS IN**

**LARGE MEASURE DICTATE THE  
SCOPE OF OUR DIPLOMACY.**

**WHO KNOWS WHETHER  
DECISIONS, AGREEMENTS AND  
UNDERSTANDINGS REACHED  
TODAY IN MOSCOW WILL  
SURVIVE IN THE LONG, OR FOR  
THAT MATTER SHORT RUN?**

**WHO KNOWS FOR SURE THAT  
THE PEOPLE WHO ARE "UP"**

**TODAY -- WILL BE "UP"  
TOMORROW.**

**WHAT HAPPENS WHEN THE  
CHALLENGE THE LEADERS  
CONFRONT IS NOT FACING UP  
TO TANKS, WITH THE MASSES  
OVERWHELMINGLY BEHIND  
THEM --BUT FINDING FOOD FOR  
THOSE SAME MASSES, THEIR**

**EXPECTATIONS SOARING BUT  
THEIR STOMACHS STILL EMPTY.**

**LET'S REMEMBER: A YEAR  
AGO, WE TOASTED GORBACHEV  
AS THE MAN OF THE DECADE. A  
FEW WEEKS AGO, WE WROTE  
HIS POLITICAL OBITUARY -- AND  
I'M SURE SOME EXPECTED TO  
BE READING HIS LITERAL  
OBITUARY. TODAY HE SEEMS**

**VERY MUCH ALIVE, LITERALLY  
AND POLITICALLY.**

**SO LET'S NOT BE BLINDED BY  
TODAY'S BRIGHT LIGHT. THIS IS  
A LONG BALL GAME, AND WE'VE  
BARELY HAD THE KICK-OFF.**

**WHAT WE SHOULD DO TODAY  
IS, IN ONE SENSE, NO  
DIFFERENT THAN WE SHOULD  
HAVE BEEN DOING MORE**

**AGGRESSIVELY FOR THESE PAST  
MONTHS AND YEARS: LET US  
ACTIVELY REACH OUT TO ALL  
THE LEADERS IN THE POLITICAL  
SPECTRUM, IN MOSCOW AND IN  
THE REPUBLICS. LET'S DROP AN  
COUPLE OF EGGS IN EVERY  
BASKET WE CAN FIND.**

**PROPOSALS FOR DIRECT AID,  
HUMANITARIAN ASSISTANCE,**



**CREDIT ARRANGEMENTS AND  
BARTER AGREEMENTS HAVE  
BEEN ADVANCED, AS WELL AS  
THE VIEW THAT OUR MOST  
PRESSING INTERESTS LIE HERE  
AT HOME.**

**AS FAR AS IMMEDIATE NEEDS  
ARE CONCERNED, HOWEVER, IT  
DOES SEEM THAT WE CAN AND  
SHOULD PROVIDE SOME SORT**

**OF HUMANITARIAN  
ASSISTANCE - AND THE NEEDS  
DO APPEAR TO BE IMMEDIATE.**

**U.S. AGRICULTURE  
SECRETARY MADIGAN IS  
SCHEDULED TO ARRIVE THIS  
WEEK IN MOSCOW TO ASSESS  
THE AGRICULTURE SITUATION.**

**THIS WEEK'S U.S. NEWS AND  
WORLD REPORT POINTS OUT**

**THAT ALTHOUGH FARMING HAS  
ABSORBED MORE THAN 30  
PERCENT OF THE TOTAL  
INVESTMENT IN THE SOVIET  
ECONOMY IN THE LAST DECADE,  
IT REMAINS HIGHLY  
INEFFICIENT, HOBBLLED BY  
CHRONIC SHORTAGES OF  
FERTILIZER, MACHINERY, SPARE  
PARTS, AND FUEL. RURAL**

**ENERGY CONSUMPTION IS ONE  
FOURTH OF THAT IN THE UNITED  
STATES, SOME 25 PERCENT OF  
STATE FARMS LACK ADEQUATE  
ROADS, AND ABOUT 70 PERCENT  
OF ALL FARM WORKERS ARE  
STILL ENGAGED IN MANUAL  
LABOR.**

**IT'S GOING TO BE AWFULLY  
COLD OVER THERE PRETTY**

**SOON, SO WE NEED TO FOCUS  
ON GETTING THE FOOD ON THE  
SHELVES IN THE POPULATION  
CENTERS. I'VE HEARD SOME  
REPORTS OF FOOD HOARDING  
ON THE COLLECTIVE FARMS, SO  
WE NEED TO BE CONCERNED  
ABOUT THOSE IN THE CITIES  
WHOSE ONLY RECOURSE IS THE  
BLACK MARKET.**

**I AM PLEASED WITH THE  
ADMINISTRATION'S DECISION ON  
TUESDAY TO MOVE UP THE  
REMAINING \$585 MILLION IN  
SOVIET CREDITS FOR  
IMMEDIATE USE. CERTAINLY,  
WE CAN EXPECT THAT SOVIET  
NEEDS WILL FAR SURPASS THAT  
AMOUNT, AND WE'LL HAVE TO  
TAKE A HARD LOOK AT THE**

**MOST PRUDENT WAY TO DO  
BUSINESS IN BOTH THE  
INTERMEDIATE AND THE LONG  
TERM. CREDIT GUARANTEES,  
DIRECT CREDIT, BARTER -- EACH  
SHOULD BE EVALUATED BOTH  
ALONE AND IN A MIX ON THEIR  
RELATIVE MERITS. IT'S MY HOPE  
THAT WE CAN PUT TOGETHER A  
LONG TERM TRADE PACKAGE**

**WHICH DOESN'T AMOUNT TO  
SOME SORT OF FIVE-YEAR  
GIVEAWAY -- THE AMERICAN  
PEOPLE DON'T WANT THAT AND  
NEITHER DO THE SOVIETS.**

**I FEEL WE CAN FIND A WAY  
TO OFFER SOME AID TO THE  
SOVIET PEOPLE. THE SOVIET  
UNION IS A VERY IMPORTANT  
MARKET FOR OUR**



**COMMODITIES, BUT GIVEN A LOT  
OF UNANSWERED QUESTIONS  
ABOUT THEIR LEADERSHIP, WE  
NEED TO EXERCISE CAUTION  
AND A LITTLE BIT OF COMMON  
SENSE BEFORE MOVING  
FORWARD WITH A LONG TERM  
PLAN.**

**WE LIVE IN THE MOST  
REMARKABLE OF TIMES --  
FILLED WITH THE MOST  
REMARKABLE OF POSSIBILITIES.**

**BUT THE FUTURE WHICH LIES  
AHEAD IS STILL DANGEROUS,  
FOR ALL THAT HAS BEEN  
ACHIEVED; STILL UNCERTAIN,  
FOR ALL ITS PROMISE. LET US  
APPROACH THAT FUTURE**

**SENSIBLY, WITH OUR FEET  
FIRMLY ON THE GROUND AND  
OUR EYES WIDE OPEN.**

**THANK YOU.**

*The United States  
Agriculture Forum  
on  
Trade and  
Development*

*A Project of*

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**THE  
CITIZENS  
NETWORK**

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**FOR FOREIGN AFFAIRS**

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## THE U.S. AGRICULTURE FORUM ON TRADE & DEVELOPMENT

The U.S. Agriculture Forum on Trade & Development is a catalyst for effective participation by the U.S. agriculture and agribusiness sectors in generating sustainable economic growth, trade and investment in the developing world and in the emerging economies of Central and Eastern Europe and the Soviet republics.

Chaired by former U.S. Secretary of Agriculture John R. Block, the Forum is a project of the non-profit Citizens Network for Foreign Affairs. Initial funding for Forum activities is provided through a grant from the U.S. Agency for International Development.

### *Objectives of The Forum*

- To engage U.S. policy makers and private sector agriculture leaders in an ongoing dialogue on promoting growth and expanding trade and investment links with the world's emerging economies -- building effective working partnerships between the U.S. public and private sectors;
- To create active linkages between U.S. agriculture/agribusiness organizations and their overseas counterparts in order to facilitate the delivery of technical assistance and the expansion of trade and investment opportunities.
- To promote American agriculture's interests in aid, trade and investment in the emerging economies.

### *Background*

The agriculture and agribusiness sectors of the U.S. economy represent one of the great economic success stories in history.

The skill and enterprise of American farmers and farm-related businesses can be of tremendous value in today's rapidly changing global village, both in the developing nations where eighty percent of the world's people live, and particularly in the emerging economies of Central and Eastern Europe and the Soviet republics.

In addition, as population growth stabilizes in the industrialized nations, the emerging economies provide major opportunities for business growth and expansion.

While the agriculture community is rapidly recognizing both the pressing needs and the tremendous opportunities in the emerging nations, there remains a need for supportive mechanisms for the sharing of information and experience, ongoing interaction with policymakers, and the creation of active linkages with counterparts overseas.

Enhancing communication between the public and private sectors is a key starting point. The private sector has the creativity, capital, technology, and motivation to make a difference. Government provides the overarching framework, policies and programs to enable effective action. Working together, they can promote broad-based, sustainable growth in the emerging economies and at the same time contribute to the well-being of the U.S. economy.

### *Forum Membership*

The Forum consists of leaders of a wide range of agricultural commodity producers, agribusiness corporations, cooperatives and farmers associations, as well as specialists in food production, processing, marketing, distribution and food systems development.

### *Forum Activities*

The Forum functions through a range of task groups established to address specific issues and geographical regions. Through the work of these groups, and through regular meetings of the full Forum, members have the opportunity for working dialogue with senior officials at USAID, USDA, OPIC, TDP, the Department of Commerce and other involved federal agencies and departments.

A key Forum activity is the creation of concrete links between US and overseas enterprises. To accomplish this, trade and development missions to selected countries are undertaken by Forum members, staff and consultants.

The Forum will also issue publications and reports for distribution throughout the agriculture and agribusiness communities.

During 1991 and 1992, the major focus of the forum's work is to strengthen the U.S. response to challenges and opportunities in Central and Eastern Europe, including the Soviet republics.

## THE CITIZENS NETWORK FOR FOREIGN AFFAIRS

The Citizens Network for Foreign Affairs is a bipartisan public education and public policy organization which aims to:

- Engage U.S. private sector leaders and policymakers in a dialogue on America's growing stake in promoting global economic development, particularly in the emerging economies;
- Develop a network of leaders in agriculture, agribusiness, banking, industry, and trade that recognizes and supports America's increasing stake in the world economy;
- Create a foreign policy climate in the United States that is more responsive to U.S. international economic interests; and
- Build a more collaborative partnership between the public and private sectors -- a partnership that can better promote trade, investment, growth and sustainable, broadly based development in the emerging economies.

The Citizens Network for Foreign Affairs is a non-profit, tax-exempt organization under Internal Revenue Code Section 501(c)(3). Contributions to The Citizens Network are tax-deductible.

For more information, contact John H. Costello, President, or Morgan Williams, Senior Advisor on Agriculture.

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## THE U.S. AGRICULTURE FORUM ON TRADE AND DEVELOPMENT

A Program of the Citizens Network for Foreign Affairs

*"U.S. Agribusiness: Building Markets, Private  
Enterprise and Democracy Around the World"*

### INAUGURAL MEETING

*October 2-3, 1991  
The Grand Hotel  
Washington, DC*

### AGENDA

*The Citizens Network for Foreign Affairs is a non-profit, tax-exempt 501(c)(3) organization.*

*\*Member, Executive Committee*

# U.S. AGRICULTURE FORUM ON TRADE AND DEVELOPMENT

October 2-3, 1991

THE GRAND HOTEL  
24th & M Street, NW - Washington, DC  
(202) 429-0100

## AGENDA

### WEDNESDAY, OCTOBER 2

5:30 p.m. to 7:30 p.m.  
(Ballroom Assembly)      **Welcoming Reception and Registration**  
John R. Block  
Chairman, U.S. Agriculture Forum on Trade and Development  
  
John H. Costello  
President, Citizens Network for Foreign Affairs

### THURSDAY, OCTOBER 3

7:45 a.m.  
Room 5      **Registration/Coffee**

8:15 a.m.      **Welcome, Introductions and Overview of the U.S. Agriculture Forum on Trade and Development**  
John H. Costello  
President, Citizens Network for Foreign Affairs

8:30 a.m.      **Opening Remarks and Introduction**  
John R. Block  
Chairman, U.S. Agriculture Forum on Trade and Development  
President, National American Wholesale Grocers Association  
Former U.S. Secretary of Agriculture

8:40 a.m.      **A Foreign Policy Climate Responsive to U.S. International Business Interests**  
Senator Robert Dole  
Republican Leader, U.S. Senate

9:20 a.m.      **Looking East: The Baltics and the Soviet Republics, the U.S. Role in the Privatization of their Economies**  
Congressman E (Kika) de la Garza  
Chairman, House Agriculture Committee, U.S. House of Representatives

10:00 a.m.      **Private Business Development in the Emerging Economies**  
Dr. Ronald W. Roskens  
Administrator, U.S. Agency for International Development



10:30 a.m.

Coffee

10:45 a.m.  
(Room 5)

**Policy Dialogue: The United States Public and Private Sector Partnership in the Privatization of the Economies of Central and Eastern Europe, the Baltics and the Soviet Republics**

**Panel 1:** The U.S. Government Approach: "An Overview of Policies and Programs Supporting the Development of Market Economies." Which agencies are implementing programs? What is being done? Which programs support private sector participation?

*Panel Chairman:*

Thomas J. Duesterberg  
Assistant Secretary for International Economic Policy  
U.S. Department of Commerce

David Merrill  
Deputy Assistant Administrator, Bureau for Europe and the Near East  
Agency for International Development

A. Tom Pomeroy  
Coordinator, Eastern European & Soviet Secretariat  
Foreign Agricultural Service, U.S. Department of Agriculture

12:00 Noon  
(Room 5)

**Buffet Working Lunch**

12:30 p.m.  
(Room 5)

**Panel 2:** The U.S. Agribusiness Response: "A Reaction to Current Policies and Programs and Recommendations for the Future." Are U.S. government laws, policies and programs responsive to U.S. business interests? Are private sector trade and investment a high priority for the U.S. government?

*Panel Chairman:*

Carol Brookins  
President, World Perspectives, Inc.

Nick Hein  
Vice President, Commercial, DowElanco

Ralph Hofstad  
Hofstad Consultants  
Former President and Chief Executive Officer, Land O'Lakes

Randal C. Teague  
Partner, Vorys, Sater, Seymour and Pease

1:45 p.m.

**Concurrent Workshops, Session I** (*choose one of three*)

In-depth, country-specific discussions on the investment climate in:

- Room 2*      • Bulgaria      *Moderator:*  
Ronald Utt  
Vice President, National Chamber Foundation  
Co-Director, Bulgarian Economic Growth and Transition Project
- Ognian Pishev  
Ambassador to the U.S., Embassy of Bulgaria
- Vladimir Ossenov  
First Secretary, Scientific and Technological Affairs  
Embassy of Bulgaria
- William E. Klawonn  
Attorney, Stewart & Stewart  
Counsel, Bulgarian Economic Growth and Transition Project
- Room 5*      • Poland      *Moderator:*  
Robert W. Larson  
Consultant-Principal, LARAMCO
- George Hoffman  
Vice President, Purchasing, Burger King Corporation
- Jerzy Strebski  
Economic Attache, Embassy of Poland
- Jacek Tomorowicz  
Minister-Counselor, Economic Affairs, Embassy of Poland
- Francis J. Skrobiszewski  
Vice President, Polish-American Enterprise Fund
- Room 3*      • Hungary      *Moderator:*  
Norman A. Braksick  
President, Asgrow Seed Company/The Upjohn Company
- Bob Rickert  
Director, International Financial Services, Ralston Purina  
International
- Bob Lawrence  
Consultant, Valmont Industries
- Tibor Nemes  
Commercial Counsellor, Embassy of the Republic of Hungary
- Ric Francke  
Investment Officer, Hungarian-American Enterprise Fund

2:45 p.m.

Coffee

3:00 p.m.

Concurrent Workshops, Session II (*choose one*)

Room 5

- *American Enterprise Funds for Hungary, Poland, Bulgaria and the Czech and Slovak Republic:* What are they? How do they operate? How much has the U.S. government invested? How can they be utilized by American agribusiness? Should the role of Enterprise Funds be expanded?

*Moderator:*

John R. Petty

Chairman, Czech Slovak American Enterprise Fund

Francis J. Skrobiszewski

Vice President, Polish-American Enterprise Fund

Ric Francke

Investment Officer, Hungarian-American Enterprise Fund

Room 3

- *Business Models:* Current case studies from U.S. companies, including counter-trade, currency issues, project financing and joint ventures.

*Moderator:*

Bob Rickert

Director, International Financial Services, Ralston Purina International

Mike A. Pawluk

Manager, World Trade, Pepsi-Cola International

Robert W. Larson

Consultant-Principal, LARAMCO

Bob Lawrence

Consultant, Valmont Industries

Ralph Hofstad

Hofstad Consultants

Former President and Chief Executive Officer, Land O'Lakes

4:00 p.m.  
(Room 5)

**The Future of the U.S. Agriculture Forum on Trade and Development:** trade and development missions to Bulgaria, Poland, and Hungary in 1992; policy recommendations; steps toward continuing the dialogue.

John H. Costello

President, Citizens Network for Foreign Affairs

E. Morgan Williams

Senior Advisor, Citizens Network for Foreign Affairs

4:30 p.m.

Adjournment

The U.S. Agriculture Forum on Trade and Development is a program of the Citizens Network for Foreign Affairs to facilitate U.S. agribusiness participation in the development of market based economies around the world. The initial focus of the Forum will be on the economies of Eastern and Central Europe, the Baltics, and the Soviet Republics.

The Forum will also review and make recommendations concerning U.S. government laws, policies and programs affecting U.S. private sector business participation in the development of markets, private enterprise, and democracy around the world.

John R. Block, former U.S. Secretary of Agriculture, serves as the Chairman of the Forum. John H. Costello is President of the Citizens Network. E. Morgan Williams, Senior Advisor to the Citizens Network, serves as Executive Director of the Forum's meetings and activities.

Initial funding for the Forum has been provided by the Agency for International Development (USAID).

The Citizens Network for Foreign Affairs is a bipartisan public education and public policy organization which aims to:

- Engage U.S. private sector leaders and policymakers in a dialogue on America's growing stake in promoting global economic growth, particularly in the emerging economies;
- Develop a network of leaders in agriculture, agribusiness, banking, industry, and trade that recognizes and supports America's increasing stake in the world economy;
- Create a foreign policy climate in the United States that is more responsive to U.S. international economic interests; and
- Build a more collaborative partnership between the public and private sectors -- a partnership that can better promote trade, investment, and growth in the emerging economies.

## U.S. AGRICULTURE FORUM ON TRADE AND DEVELOPMENT

A Program of the Citizens Network for Foreign Affairs

### Companies and Associations Represented

Ag Processing, Inc.	Dole Food Company
American Breeders Service	Dole Fresh Fruit Company
American Cyanamid Company	DowElanco
American Farm Bureau Federation	DPRA, Inc.
American Meat Institute	Farmland Industries
American Seed Trade Association	FMC Corporation
American Sheep Industry Association	Food Marketing Institute
American Soybean Association	Food Processing Machinery & Supplies Association
Apple Processors' Association	Garden City Cooperative
Archer-Daniels-Midland	GROWMARK, Inc.
Asgrow Seed Company	Harvest States Cooperatives
Bob Evans Farms, Inc.	Inland Products
Burger King Corporation	International Apple Institute
Carnation	Land O'Lakes
Central Soya	LARAMCO
Chicago Mercantile Exchange	Louis Dreyfus Corporation
ConAgra, Inc.	McDonald's Corporation
Continental Grain Company	Monsanto Company
Countrymark Cooperative, Inc.	National American Export Grain Association
Deere & Company	National American Wholesale Grocers Association
Del Monte - USA	

*Companies and Associations Represented*  
*- Continued -*

National Association of Wheat Growers	Valmont Industries, Inc.
National Cattlemen's Association	Wheat Export Trade Education Committee
National Corn Growers Association	W. R. Grace, Inc.
National Food Processors Association	
National Pork Producers Council	
National Renderers Association	
Nationwide Insurance	
Nestle' USA	
Ohioans for Fair Trade	
PepsiCola International	
Pfizer, Inc.	
RJR/Nabisco	
Ralston Purina International	
Savannah Foods & Industries, Inc.	
SmithKline Beecham Animal Health	
Southern Touch Foods	
Sparks Companies	
Sunkist Growers, Inc.	
The Upjohn Company	
21st Century Genetics	
U.S. Chamber of Commerce	
U.S. Feed Grains Council	

## U.S. AGRICULTURE FORUM ON TRADE AND DEVELOPMENT

October 2-3, 1991  
Washington, DC

### PARTICIPANTS

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Former U.S. Ambassador to Jamaica

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Vice President, Purchasing  
Burger King Corporation

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Countrymark Cooperatives, Inc.  
Farmland Industries  
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Donald Wissman  
Chairman  
DPRA, Inc.

### ***JOHN R. BLOCK***

John Block is the President of the National American Wholesale Grocers' Association (NAWGA). He served as Secretary of the United States Department of Agriculture under President Reagan. As a member of the Reagan Cabinet, Mr. Block was a key member of the Economic Policy Council. He served as President of the Food and Agriculture Organization of the United Nations, chaired the Cabinet Council on Food and Agriculture, and served on the Trade Policy Committee. Prior to that, he served for four years as Director of Agriculture for the State of Illinois. Mr. Block serves on the Deere and Company Board of Directors, the Farm Foundation, Rochester Tel, Arcadian Corp., and the Illinois Agricultural Leadership Foundation's Board. He is a member of the Citizens Democracy Corps and the Atlantic Council of the United States and is a trustee of Bradley University of Peoria, Illinois.

### ***NORMAN A. BRAKSICK***

Norm Braksick is President, Asgrow Seed Company and Vice President, Agricultural Division, The Upjohn Company. He joined Upjohn in 1961 as a Veterinary Sales Representative. He then served as West Central District Manager; Midsouth District Manager; and Western Regional Manager for Veterinary Sales. He then assumed responsibility for Veterinary and TUCO Animal Health Sales and was then promoted to National Sales Manager for Veterinary Sales. He later became Director of Agricultural Marketing and then Executive Director of U.S. and Canadian Animal Health Operations. Mr. Braksick is a member of the AFIA Board of Directors and its Executive Committee. In addition, he has served two times as the Chairman of The Upjohn Company's United Way Campaign.

### ***CAROL BROOKINS***

Carol Brookins is President and Chief Executive Officer of World Perspectives, Incorporated. She founded World Perspectives after seven years as a vice president in the Commodities Department of E.F. Hutton and Co., New York. Previously, Ms. Brookins was Chairman of the Department of State's private sector Advisory Committee on Food, Hunger, and Agriculture in Developing Countries. She has been a member of the U.S. National Committee for Pacific Economic Cooperation since 1988, and was appointed by President Bush to membership in the President's Export Council in 1990. She also serves in an advisory capacity to several corporate boards. Ms. Brookins has authored articles for several publications on international trade and U.S./Soviet relations.

## ***JOHN H. COSTELLO***

John H. Costello is President of the Citizens Network for Foreign Affairs. He began his career in marketing and management with the Eastman Kodak Corporation and has occupied a number of senior project and management executive positions. He was the Chief Executive Officer of Helen Keller International, a major U.S.-based private voluntary organization, as well as one of the founders of InterAction, the principal association of U.S. non-governmental organizations concerned with international development and economic assistance. Mr. Costello has served as a consultant to a number of governments and international organizations and was named this year as Chairman of the Advisory Committee on Voluntary Foreign Aid of the U.S. Agency for International Development.

## ***E (KIKI) DE LA GARZA***

Congressman de la Garza was elected to the 89th Congress in 1964 and has represented Texas' 15th District ever since. He has served on a number of committees in the House, but has maintained the Committee on Agriculture as his principal area of interest. He was elected Chairman of that committee in 1981. He has worked on a broad range of issues of concern to his district and the nation, including his work to promote better U.S.-Mexico relations. In 1979 he won the order of the Aztec Eagle, the highest honor which Mexico bestows on individuals from other countries, for his efforts in enhancing better understanding between the two neighbors. Recently he was given another honor when the Hispanic Caucus of the U.S. Congress elected him their Chairman. Congressman de la Garza is also Chairman of the U.S.-Mexico Interparliamentary Group of the U.S. Congress.

## ***ROBERT DOLE***

Senator Bob Dole is the Republican Leader of the U.S. Senate. He has been the Senate Majority Leader, the Chairman of the Senate Finance Committee, a two-time candidate for President, his party's nominee for Vice President, a member of the House of Representatives, the Chairman of the Republican Party, a state legislator, and a county attorney. Senator Dole is currently serving his fourth term as the Senate Republican Leader.

## ***THOMAS J. DUESTERBERG***

Thomas Duesterberg was appointed by President George Bush in 1989 to be Assistant Secretary for International Economic Policy. Mr. Duesterberg was previously Director of Transition Operations for Vice President Quayle. Prior to that, he served as Administrative Assistant and Legislative Assistant for Senator Quayle. He has been a senior research analyst for International Business Service, Inc. In addition, he has served as an associate instructor in the History Department at Stanford University and a teaching assistant in the History Department at Indiana University.

### ***FREDERIC B. FRANCKE***

Ric Francke has an extensive background in international banking and finance. Currently he is an investment officer with the Hungarian-American Enterprise Fund. Prior to joining the Fund, he spent fourteen years at the Chemical Bank, New York, where he served as Vice President, Energy & Minerals Division. Mr. Francke has also worked for a Washington based investment firm prior to his work at the Fund.

### ***N.D. "NICK" HEIN***

Nick Hein is Vice President at DowElanco and has global commercial responsibility for existing and developmental agricultural products. Mr. Hein joined Dow Chemical in 1968 during which time he has served as a product marketing manager, the District Sales Manager, Sales Manager for the East Asia Region of Dow Pacific, and General Manager of the region. In addition, he was the Director of Government Relations and Public Affairs in the Ag Products Department and later was appointed Director of Sales and Marketing for North American Agricultural Products of Dow Chemical. With the formation of DowElanco in 1990, he was named Commercial Director for Ag Crops North America until he assumed his position.

### ***GEORGE H. HOFFMAN***

George Hoffman is Vice President, Purchasing for the Burger King Corporation. In this position he is responsible for the planning and implementation of national supply management and purchasing programs to ensure the continuity of supply of competitively priced, quality food; packaging; restaurant equipment; and premium items for the Burger King System. Before joining Burger King, Mr. Hoffman held the positions of Director of Business and Commodity Analysis for The Pillsbury Company in Minneapolis, Minnesota; Associate Administrator and Economist for the U.S. Department of Agriculture's Economic Research Service in Washington, D.C.; and Research Associate at the University of Minnesota.

### ***WILLIAM E. KLAWONN***

William Klawonn is the Senior Associate for Stewart & Stewart, assisting small and medium U.S. businesses in international transactions. Prior to this position, he served as a research associate for the Stiftung Wissenschaft und Politik, East-West Law and Economics Section and as an assistant for the German Ministry of Justice, Business and Trade Law Divisions. In addition, he received the Young American Leadership Fellowship from the Robert Bosch Foundation. He has been admitted to the District of Columbia Bar, Pennsylvania Bar and the bar of the United States Court of International Trade.

### ***ROBERT W. LARSON***

Robert Larson is a member of the Polish/American Economic Council and Agricultural Committee and is actively working on Polish trade and financing projects with Laramco. He founded the Larson Mortgage Company in 1958 and was with the company until he retired in 1982. In 1981, he became the Court-appointed Trustee of the bankrupt multi-state Kennedy Mortgage Company where he received state and national recognition for the effective and efficient stabilization of this company. He is the former President and member of the Board of Governors of the Mortgage Banking Association of New Jersey; member of the Federal National Mortgage Association Advisory Board; member of the Cornell University Founders Club, Tower Club, University Council as well as being an advisor to the Cornell Real Estate Council.

### ***LLOYD R. (BOB) LAWERENCE***

Bob Lawerence is President of Bob Lawerence & Associates, a government relations and marketing firm. From 1979 until he founded his own firm, he was the Director of Mechanical Technology Incorporated, a high technology corporation, where he later became Vice President. Prior to 1979, he was an R&D program manager with the U.S. Air Force and Air Force Program Manager for Energy Conversion Research within the Air Force Office of Scientific Research. While in the Air Force, he was the Air Force Nominee for America's Ten Outstanding Young Men of the Year. After leaving the Air Force in 1975, he became the Director of Energy Conservation Research at the Gas Research Institute (GRI). As a GRI executive, he represented the Gas Industry's end-use R&D interests in testimony before the U.S. Congress.

### ***DAVID N. MERRILL***

David Merrill is Deputy Assistant Administrator, AID's Bureau for Europe in which the Bureau's main charge is to manage the \$400 million assistance to Eastern Europe. Mr. Merrill joined AID in 1966 and during his career with AID, he has served as Mission Director in Indonesia, Director of East Asia Affairs, Deputy Director of Legislative Affairs, AID Representative to Burma, and Congressional Liaison Officer. He has also served in Thailand, the Philippines, and Cambodia. As a career AID Foreign Service Officer, Class of Minister-Counselor, he is a recipient of AID's Distinguished Honor Award and the President's Meritorious Service Award.



### ***TIBOR NEMES***

Dr. Tibor Nemes is the Commercial Counsellor, Embassy of the Republic of Hungary. He has served as the Deputy Managing Director and as Managing Director, Hungarofruct Trading Company. Prior to that, he was the Head of the U.K. Operation of Hungarofruct Budapest. In addition, Dr. Nemes is the Chairman of the Hungarian Fruit Grower's and Processor's Association; President of the Canadian Section of the Hungarian Chamber of Commerce; and a member of other professional associations.

### ***VLADIMIR OSSENOV***

Vladimir Ossenov has been the First Secretary for Science and Technology for Bulgaria since 1989. Since 1985 Mr. Ossenov has been Program Manager and Senior Program Manager with the international departments of the State Committee for Science and Technical Progress, the Committee for Research and Technology and the Ministry for Economics and Planning. Previously, he was Director of the City Center for Scientific and Technical Creativity. Prior to that, Mr. Ossenov worked at the Bulgarian Academy of Sciences.

### ***MIKE A. PAWLUK***

Mike Pawluk is the Manager for World Trade of Pepsi-Cola International where he is the responsible for the reciprocal business development for the People's Republic of China, Eastern Europe and the Soviet Union. Prior to this position, he served as the Manager of Offset Programs in the People's Republic of China and Korea for Grumman. Previously he was with Westinghouse and General Electric where he was in the area of sales, marketing and trade development.

### ***OGNIAN PISHEV***

Ambassador Ognian Pishev has been the Bulgarian Ambassador to the United States since 1990. He is also a member of the Council of Economic Advisers to the President of Bulgaria. Dr. Pishev has served as an economic advisor and author of the Economic Program of the Opposition Union of Democratic Forces (UDF). Previously the Ambassador was the Department Manager for Marketing Research at the Institute for Integrated Communications and Automated Systems. Prior to that, he worked at the Center for Foreign Trade and various research institutions of the Bulgarian Academy of Sciences. The Ambassador has also published articles on market reform and privatization in Eastern Europe; international trade and finance; and general problems of international economics.

### ***THOMAS POMEROY***

Thomas Pomeroy is the Coordinator for the Secretariat for Eastern Europe and the Soviet Union in the Foreign Agricultural Service of USDA. Mr. Pomeroy joined USDA in 1979 as an Agricultural Marketing Specialist and helped to design GSM-102, USDA's major export financing program. Subsequently, he was an FAS attache in the U.S. Mission to the European Community in Brussels, Belgium; Agricultural Trade Officer in Tunis, Tunisia; and Agricultural Counselor in Lagos, Nigeria. Prior to joining FAS, he served in the Peace Corps as a volunteer management advisor to an agricultural marketing cooperative and as an International Economist for the Office of the Trade Agreements, U.S. International Trade Commission.

### ***BOB RICKERT***

Bob Rickert is Director of International Financial Services for Ralston Purina International. He is responsible for the treasury functions as well as the financial services' support activities Ralston Purina International provides to its dealer organization. Ralston Purina International, through its financial services' managers around the world, provide business management consulting services to its network of 3700 dealers in twenty foreign countries. Mr. Rickert has worked for Ralston Purina for sixteen years in various finance functions and has been in the International Division for nine years.

### ***RONALD W. ROSKENS***

President Bush nominated and the Senate confirmed Dr. Ronald W. Roskens as Administrator of the U.S. Agency for International Development (AID) in 1990. Dr. Roskens has served for thirty years in administration, teaching and research that began when he was a professor at Kent State University and culminated in his appointment as President of the University of Nebraska. He has served as Chairman of the American Council on Education, as President of the Association of Urban Universities, as a trustee of the Harry S. Truman Institute, and as a member of the Board of Directors of the ENRON Corporation and of the Guarantee Mutual Life Company.

### ***FRANCIS J. SKROBISZEWSKI***

Francis Skrobiszewski is Vice President of the Polish-American Enterprise Fund. Prior to this position, Mr. Skrobiszewski served as an advisor on Eastern European affairs and government operations. He has served on high-level task forces for the President's Council on Management Improvement and the U.S. Environmental Protection Agency, receiving two Bronze Medals for his performance. He also was Vice President of a crisis communications firm and previously a deputy director of a research institute analyzing media coverage of business and economic affairs. Mr. Skrobiszewski has served as legal counsel to Bank of America and as Secretary of the American Bar Association of International Law and Practice.

## **RANDAL C. TEAGUE**

Randal Teague is a Partner in the Washington office of Vorys, Sater, Seymour and Pease. Previously he served with the Committee on Public Works and Transportation of the U.S. House of Representatives, as well as with the Office of Economic Opportunity. Mr. Teague served as administrative assistant and legislative counsel to Representative Jack F. Kemp of New York. He later joined the Boston-headquartered Cabot Corporation as corporate attorney and later as division counsel within its international performance chemicals group. In addition, Mr. Teague is the former Chairman of the Agency for International Development's Advisory Committee for Voluntary Foreign Aid, a trustee of the Agricultural College of the Humid Tropics Region in Costa Rica, a director of the Air Force Academy Foundation in Colorado Springs, and President of the International Exchange Council. He is also General Counsel to and a director of The Fund for American Studies and that Fund's Institute on Political Journalism and its Bryce N. Harlow Institute on Business and Government Affairs at Georgetown University.

## ***JACEK TOMOROWICZ***

Jacek Tomorowicz has been the Director of the World Economy Department in the Central Office of Planning for the Embassy of the Republic of Poland since 1989. From 1968 to 1989, he served as a system analyst, Chief Specialist in the Economic Analysis Department, and Adviser to the Chairman of the Planning Commission for the Council of Ministers. During his tenure with the Commission, he was responsible for the economic analyses for the Government, Parliament, and other official agencies, as well as the international economic relations with the IMF and World Bank. Mr. Tomorowicz is the Senior Economic Adviser to the Economic Commission for Europe Governments and is a member of the Polish delegation negotiating agreements with the Paris Club and London Club. His publications include articles on Polish debt as well as on national and international economics.

## ***RONALD D. UTT***

Dr. Ronald Utt serves as the Vice President for the National Chamber Foundation. Prior to this, Dr. Utt was the John M. Olin Distinguished Fellow in Political Economy at the Heritage Foundation and before that the Associate Director for Privatization at the Office of Management and Budget. He has also served as Deputy Chief Economist for Economic Policy at the Chamber of Commerce of the United States. In addition, Dr. Utt has served as editor of various journals and is frequently quoted in leading publications on economic and business issues.

### ***E. MORGAN WILLIAMS***

Morgan Williams is Senior Advisor to the Citizens Network and serves as Executive Director of the U.S. Agriculture Forum on Trade and Development. He has worked in agriculture, agri-business and international development for over 30 years. He has served as State Director of the Kansas Farmers Home Administration, USDA; as a member of the professional staff of the U.S. Senate Agriculture Committee for Senator Bob Dole; and as President and CEO of the National Cooperation Business Association. In addition, he was the founder of Cooperative Business International. Mr. Williams has served on the board of many national and international organizations including the International Cooperative Alliance, National Cooperative Bank and the Volunteers in Overseas Cooperative Assistance. In addition, he was Chairman of the Advisory Committee on Voluntary Foreign Aid for USAID for six years.

