

MAY 11, 1989

TO: SENATOR DOLE
FROM: CAROLYN SEELY
SUBJECT: US - USSR TRADE ISSUES

There are several political/trade issues involving the USSR of which you should be aware in connection with Tuesday's speech to the US-USSR Trade and Economic Council:

Jackson-Vanik. There is growing support for granting Most Favored Nation status to the USSR on account of its more liberal emigration policies. Jewish groups (e.g., Sharansky) are evaluating the situation and the advisability of a waiver of Jackson-Vanik.

GATT. The Soviets have expressed interest in joining the GATT. Poland and Hungary are GATT members. Nevertheless, the USTR believes that the GATT cannot accommodate managed economies because it relies on market-based price signals. Only the small size of the economies of Poland and Hungary have made their participation less disruptive.

IMF/World Bank. Similarly, the Soviets would welcome a role in international finance organizations, such as the IMF and World Bank. We oppose Soviet participation in these organizations allegedly because we doubt that their economic structure would enable them to undertake these responsibilities.

Export Controls. The Soviets are pushing for relaxation of U.S. export controls on transfers of technology, US-USSR joint ventures and other sensitive exports. Generally, USTR and Commerce agree that the list of products subject to export controls should be streamlined, but on a case-by-case basis. In other words, we are resisting pressure for wholesale relaxation.

Incidentally, Dwayne Andreas has assembled a consortium of six corporations which are seeking to enter into long-term joint ventures in the Soviet Union in areas such as food processing, oil exploration, production of consumer goods, etc. (Apparently, the oil exploration would be for export and the export receipts would provide a vehicle to get hard currency out of the USSR.) It is possible that our export controls could affect some of these endeavors. In addition to ADM, the members are: Chevron, RJR Nabisco, Kodak, Johnson & Johnson and Mercator.

MAY 15, 1989

TO: SENATOR DOLE
FROM: CAROLYN SEELY
SUBJECT: US-USSR TRADE

I have attached the most recent trade statistics, showing our imports and exports to the Soviet Union. Excluding agricultural products, our annual trade with the Soviet Union is only about \$500 million of odds and ends. However, they still import small amounts of Pepsi and pizza so the "Pepski generation" is not extinct.

05/05/89

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Table 1.--Soviet Union: Leading U.S. Imports for consumption, Customs value
 (Thousands of dollars)

TSUSA commodity	Time period:	1986	1987	1988
Total all commodities.....		554,923	408,205	563,877
47510--Crude petroleum, >=25 degs api.....		0	62,416	123,770
60502--Platinum metals, unwrought.....		60,697	84,918	93,531
48065--Nitrogenous fertilizers.....		79,647	48,634	63,263
47505--Crude petroleum, <25 degs api.....		71,722	20,458	60,555
61810--Aluminum waste and scrap.....		18,571	24,364	29,118
48050--Potassium chloride.....		1,457	8,781	24,183
60507--Platinum metals, semimanufactu....		20,729	16,538	20,412
12410--Other furskins, raw.....		14,410	19,851	16,779
60635--Ferrosilicon containing over 8....		3,644	9,137	10,943
16938--Vodka, <1 gal, >=\$7.75/gal.....		4,567	7,136	9,831
16937--Vodka, <1 gal, <\$7.75/gal.....		8,271	9,506	9,592
69234--Tractors, agr.....		3,686	5,407	9,243
42252--Uranium compounds, other.....		0	11,057	9,156
47525--Motor fuel.....		0	5,261	7,707
60667--Iron or steel ingots, blooms,....		0	0	6,946
40174--Xylenes.....		14,253	12,627	5,226
11330--Sturgeon roe.....		933	2,438	4,157
76505--Paintings.....		1,195	4,264	4,047
11430--Crabs, other than crabmeat.....		716	5	3,585
24520--Hardboard, >\$97/short ton.....		2,395	3,384	3,492
40110--Benzene.....		2,807	3,170	3,464
32019--Woven cotton fab n fcy, fig, b....		45	5,715	2,898
42788--Ethyl alcohol for nonbeverage....		0	0	2,721
40164--Pseudocumene.....		2,044	1,074	1,830
80000--U.s. goods returned.....		1,422	1,128	1,622
65322--Metal coins.....		129	237	1,584
27025--Books, nspf (incl bibles).....		960	1,172	1,402
68207--Transformers rated 1 kva or mo....		0	0	1,324
52028--Natural industrial diamonds, p....		0	372	1,294
42774--Butyl alcohol.....		0	0	1,292
Total of items shown.....		314,300	369,051	534,969
Total other.....		240,623	39,154	28,908

Note: Compiled from official statistics of the U.S. Department of Commerce.
 Top 30 commodities sorted by Imports for consumption, Customs value in 1988.

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FROM US TRADE REP.

MAY 15 '89 9:07

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05/05/89

Table 1.--Soviet Union: Leading U.S. Domestic exports, F.a.s. value
 (Thousands of dollars)

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Schedule B commodity	Time period:	1986	1987	1988
Total all commodities.....		1,246,831	1,477,399	2,762,754
13034--Corn, seed for planting purpos		280,589	381,460	887,842
13065--Wheat.....		0	389,148	750,323
18452--Veg oilcake & oilcake meal....		0	57,547	246,260
48010--Fertilizer and fertilizer mat.		261,478	228,634	222,811
17541--Soybeans, other.....		312,981	42,705	157,879
79055--Pressure-sensitive sheets.....		58,085	64,488	55,098
14543--Shelled almonds.....		37,611	27,360	46,848
47545--Oils.....		41,383	35,573	37,125
30010--Cotton, <= 1 1/8 inch.....		0	0	31,033
17756--Tallow.....		15,468	18,787	26,382
25002--Chem wood pulp.....		7,357	12,135	19,908
71187--Polarimeters.....		5,996	43,807	18,010
66405--Mech shovels, nspf.....		43,723	6,096	16,676
43310--Chem mixtures & props.....		7,111	2,570	16,170
61039--Pipe, seamless, not alloyed....		110	0	15,364
13040--Grain sorghum.....		0	0	13,566
69238--Tractors, wheel type, parts...		17,395	4,514	13,228
51761--Electrodes.....		9,282	7,777	11,918
51751--Calcined petroleum coke.....		13,898	13,637	9,676
60916--Sheets, coated or plated.....		0	0	9,588
67850--Machines, nspf.....		1,918	8,510	7,985
66198--Filtering equip.....		2,641	5,267	6,632
66402--Mech shovels.....		127	4,841	5,809
77450--Rubber articles nspf, other....		2,293	6,889	5,592
47567--Mixtures of petro hydrocarbons		901	4,322	5,067
69229--Chassis, parts.....		5,151	4,181	4,979
66410--Elevators, hoists etc.....		5,974	1,636	4,913
42277--Zinc compounds, nspf.....		0	0	3,986
70916--Electro-medical apparatus.....		1,681	895	3,961
71028--Geophysical instruments.....		234	3,101	3,088
Total of items shown.....		1,133,389	1,375,880	2,657,721
Total other.....		113,442	101,519	105,033

Note: Compiled from official statistics of the U.S. Department of Commerce.
 Top 30 commodities sorted by Domestic exports, F.a.s. value in 1988.

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TRAVEL SCHEDULE
McLEAN, VA

FINAL

TUESDAY, MAY 16, 1989

7:05pm DEPART Capitol for the Twelfth Annual Directors/Members
Dinner of the US/USSR Trade and Economics
Council

Location: McLean Hilton
7920 Jones Branch Drive
McLean, VA

Drive time: 35 minutes

7:40pm ARRIVE McLean Hilton and proceed to the Twelfth Annual
Directors/Members Dinner of the US/USSR Trade
and Economics Council

Location: Ballroom A, B & C

Met by: Bruce Karrasick
Bill Forester - Pres.
US/USSR Trade &
Economic Council

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TRAVEL SCHEDULE
McLEAN, VA

TUESDAY, MAY 16, 1989

7:45pm ATTEND/ADDRESS the Dinner of the US/USSR Trade and
Economics Council 703/847-5000

Location: Ballroom A, B & C
Attendance: 500
Event runs: 7:00-9:00pm
Press: Open
Format: 7:00pm Dinner
8:15pm Senator Dole
introduced by Dwayne
Andreas
Remarks by Senator Dole -
20 minutes
Facility: Risers, table top podium
with mike
Headtable
Seated dinner
Contact: Bill Forester - Acting
President 212/644-4550

NOTE: Ambassador Dubinin will speak before Senator
Dole.

NOTE: Seated at the headtable: (Mr. Forester said
this might change at the last minute)

Ambassador Dubinin Dwayne Andreas
John Murphy - Dresser Industries
Donald Kehoe - Coca Cola
George Schaefer - Caterpillar
Richard Mahoney - Monsanto
James Giffin - Mercator Corp.

9:00pm DEPART Dinner for Residence

Drive time: 25 minutes

9:25pm ARRIVE Residence for PRIVATE

US-USSR Trade and Economic Council, Inc.
Twelfth Annual Directors/Members Meeting
May 15-17, 1989 • McLean, Virginia

PRELIMINARY AGENDA

Saturday, May 13, 1989

Early Afternoon

Aeroflot charter flight arrives; Soviet delegation transfers to McLean Hilton hotel by charter buses

Sunday, May 14, 1989

4:00-8:00 pm

Meeting registration for American participants

5:00-7:00 pm

Reception for Dr. Ezhkov and Cochairmen of the Committee on Science, Technology and Industry Roundtables, hosted by Ralston Purina Co. (by invitation only; at the Hay-Adams Hotel, 16th & H Streets, NW in Washington, 7th floor Federal Suite)

Monday, May 15, 1989

8:00 am

Breakfast for Cochairmen of Finance, Legal, New Forms of Economic Cooperation, Small Business and Tourism Committees (by invitation only)
Gunston Hall Room B, Lower Level

8:00 am

Breakfast for Cochairmen of Committee on Science, Technology and Industry Committee and Chairmen of Roundtables (by invitation only)
Evelyn Walsh McLean Room, Lobby Level

8:30 am - 7:30 pm

Meeting registration for American participants

9:00-9:30 am

Membership Committee Meeting (Committee members only)
Heritage Board Room, Lobby Level

US Cochairman: Donald R. Keough, President & Chief Operating Officer, The Coca-Cola Company
USSR Cochairman: Vladimir E. Golanov, First Deputy Chairman, USSR Chamber of Commerce and Industry

9:00-9:30 am

Nominating Committee Meeting (Committee members only)
Estate Board Room, Lower Level

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US Cochairman: Dwayne O. Andreas, Chairman & Chief
Executive, Archer Daniels Midland Company
USSR Cochairman: Vladislav L. Malkevich, Chairman,
USSR Chamber of Commerce and Industry

9:30 am Committee on Science, Technology and Industry Meeting
Ballroom A, Lobby Level

US Cochairman: William P. Stiritz, Chairman & Chief
Executive Officer, Ralston Purina Company
USSR Cochairman: Vladimir V. Ezhkov, Deputy Chairman,
USSR State Committee for Science and Technology

Finance Committee Meeting
Lord Thomas Fairfax Room, Lobby Level

US Cochairman: Thomas G. Labrecque, President &
Chief Operating Officer, Chase Manhattan Bank
USSR Cochairman: Yuri S. Moskovsky, Chairman of the
Board, USSR Bank for Foreign Economic Affairs
(Vnesheconombank)

Legal Committee Meeting
Evelyn Walsh McLean Room, Lobby Level

US Cochairman: Peter J. Pettibone, Partner, Lord,
Day & Lord, Barrett Smith
USSR Cochairman: Boris O. Kozhevnikov, Chief,
Consultation Center, USSR Chamber of Commerce and
Industry

New Forms of Economic Cooperation Committee
Organizing Meeting
Heritage Board Room, Lobby Level

US Cochairman: Charles E. Huqel, Chairman & Chief
Executive Officer, Combustion Engineering, Inc.
USSR Cochairman: Vladimir E. Golanov, First Deputy
Chairman, USSR Chamber of Commerce and Industry

Small Business Committee Meeting
Franklin Sherman Amphitheater, Lower Level

US Cochairman: James A. Gray, President & Chief
Executive Officer, National Machine Tool
Builders' Association
USSR Cochairman: Iqor P. Kanaev, Deputy Chairman,
USSR Chamber of Commerce and Industry

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Tourism Committee Meeting

Alexander Scott Room, Lobby Level

US Cochairman: Andrew B. Somers, Counsellor to the
Chairman, American Express Company

USSR Cochairman: Igor A. Konovalov, Deputy Chairman,
USSR State Committee for Foreign Tourism

12:00 noon

Lunch for the Council Cochairmen (by invitation only)
Tables will be reserved at Martinique's Restaurant

12:30-2:00 pm

Lunch, as arranged by Committee Cochairmen

2:00 pm

Committee on Science, Technology and Industry Meeting
Five Roundtables:

- Agribusiness

Gunston Hall Room A, Lower Level

US Cochairman: Paul H. Hatfield, President,
Protein Technologies International, Ralston
Purina Company

USSR Cochairman: A. Bogatyrev, USSR State
Committee for Science and Technology

- Chemicals, Biotechnology and Pharmaceuticals

Gunston Hall Room B, Lower Level

US Cochairman: Dr. Thomas J. Hall, Assistant to
the Chairman, Union Carbide Corporation

USSR Cochairman: V. Ivanov, Interbranch
R&D Complex "Bioqen"

- Energy

Sully Room A, Lower Level

US Cochairman: Robert D. Miller, Vice President,
McDermott International Inc.

USSR Cochairman: D. Dobrokhotoy, USSR State
Committee for Science and Technology

- Machine Building

Sully Room B, Lower Level

US Cochairman: Joseph F. Condon, Combustion
Engineering, Inc.

USSR Cochairman: P. Belyanin, R&D Institute
of Aviation Technology

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- Medicine and Public Health
Woodlawn Room, Lower Level

US Cochairman: Richard P. McMahon, Abbott
Laboratories

USSR Cochairman: V. Gromyko, USSR Ministry of
Public Health

2:00 pm Continuation of Finance Committee Meeting

2:00 pm Continuation of Legal Committee Meeting

2:00 pm Continuation of Small Business Committee Meeting

2:00 pm Continuation of Tourism Committee Meeting

3:00-3:45 pm Executive Committee Meeting (Committee members only)
James William Jackson Room, Lobby Level

US Cochairman: Dwayne O. Andreas, Chairman & Chief
Executive, Archer Daniels Midland Company
USSR Cochairman: Vladislav L. Malkevich, Chairman,
USSR Chamber of Commerce and Industry

3:45-4:15 pm Board of Directors Meeting (Board members only)
Ballroom A, Lobby Level

US Cochairman: Dwayne O. Andreas, Chairman & Chief
Executive, Archer Daniels Midland Company
USSR Cochairman: Vladislav L. Malkevich, Chairman,
USSR Chamber of Commerce and Industry

5:00 pm Industry, Science and Technology Committee Reconvenes
(Cochairman of the Committee and the Roundtables)
Gunston Hall Room A, Lower Level

7:00-9:00 pm Welcoming Reception for All Participants, hosted by
the Council
Ballrooms B-C, Lobby Level

7:30-10:00 pm Dinner for Directors, hosted by the Cochairmen
(by invitation only)
Evelyn Walsh McLean Room, Lobby Level

Tuesday, May 16, 1989

8:30-11:30 am Meeting registration for American participants
After this time, registration materials will be
available in the Control Room.

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9:30 am Plenary Session Opens
Ballrooms A-B-C, Lobby Level

9:45 am Election of Directors

10:00 am Current State of US-Soviet Trade and Tasks of the Council

10:00-10:15 am Dwayne O. Andreas, Chairman of the Board and Chief Executive, Archer Daniels Midland Co.

10:15-10:30 am Vladislav L. Malkevich, Chairman, USSR Chamber of Commerce and Industry

US and Soviet Guest Speakers:

10:30-10:45 am Dr. Richard Leshner, President, Chamber of Commerce of the United States of America

10:45-11:00 am Yuri P. Khomenko, Deputy Chairman, USSR State Planning Committee (Gosplan)

11:00-11:30 am Coffee Break

11:45 am - 12:00 noon Karen N. Brutents, Chief, International Department, Central Committee of the Communist Party of the Soviet Union

12:00-12:15 pm US Governor, to be designated

12:15-12:30 pm Alexander I. Kachanov, First Deputy Minister, USSR Ministry for Foreign Economic Relations

1:00-2:00 pm Luncheon for All Participants, hosted by the Council
Ballrooms B-C, Lobby Level

US Speaker: Hon. Robert A. Mosbacher, Secretary of Commerce (invited)

USSR Speaker: V.I. Shimko, Chief of Department, Social and Economic Issues, Central Committee of the CPSU

3:00 pm Panel Discussion: Perestroika in the USSR -- New Opportunities for the Development of Business Relations -- Free Trade Zones, Consortia, Joint Ventures and Other Forms of Cooperation
Ballrooms A-B-C, Lobby Level

US Panel Cochairman: John J. Murphy, Chairman, Dresser Industries, Inc.

USSR Cochairman: Vladislav L. Malkevich, Chairman, USSR Chamber of Commerce and Industry

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US Panelists:

Charles E. Hugel, Chairman & Chief Executive
Officer, Combustion Engineering, Inc.
Dennis Sokol, Chairman & Chief Executive
Officer, Medserv Corporation
Robert J. Carbonell, Vice Chairman, RJR Nabisco
Inc.

USSR Panelists:

Yuri A. Znamensky, Deputy Chairman, USSR State
Foreign Economic Commission
Yuri S. Moskovsky, Chairman, USSR Bank for Foreign
Economic Affairs
Nikolay V. Lemaev, Minister, USSR Ministry of Oil
Refining & Petrochemical Industry
V.V. Krotov, General Director, PRIS joint venture

7:00 pm Dinner for All Participants, hosted by the Council
Ballrooms B-C, Lobby Level

US Speaker: Special Invited Guest

USSR Speaker: Hon. Yuri V. Dubinin, Ambassador of
the USSR to the US (invited)

Wednesday, May 17, 1989

9:30-12:30 pm Concluding Plenary Session
Ballrooms A-B, Lobby Level

Committee Reports
Adoption of Resolutions

1:00-3:00 pm Reception/Buffer Luncheon for All Participants,
hosted by the Council
Ballrooms B-C, Lobby Level

3:00 pm Individual Meetings and/or Travel to American Company
Facilities, as requested and arranged, between
members of the Soviet delegation and US company
representatives

Thursday, May 18, 1989

All Day Individual travel arrangements, as scheduled

9:30 am Charter buses for the remaining Soviet delegation
depart for New York Marriott Marquis Hotel

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6:00 pm Reception at the offices of Amtorg Trading Corporation, 1755 Broadway, 7th Floor (by invitation only)

Friday, May 19, 1989

All Day Individual Meetings, as requested and arranged, between members of the Soviet delegation and US company representatives

Saturday, May 20, 1989

Morning Individual Meetings, as requested and arranged, between members of the Soviet delegation and US company representatives

4:00 pm Aeroflot charter flight departs JFK Airport for return trip to Moscow

US-USSR Trade and Economic Council, Inc.
TWELFTH ANNUAL DIRECTORS/MEMBERS MEETING
MAY 15-17, 1989
McLean Hilton Hotel o McLean, Virginia

USSR Participants

(preliminary list, as of 4/26/89)

Directors	24
Members	83
Other	62

<u>Total Attendees</u>	169
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<u>Organizations Represented</u>	119
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USSR Participants @ 4/26/89

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AGROFIRM ABRAU-DURSO

N.N. Klochko, General Director

Viticulture and wine production

AGROFIRM ADAZHI

(Riga)

*Albert E. Kauls, Chairman
Maris A. Forst

Export and import of agricultural products

**ALL-UNION COMMERCIAL INFORMATION BUREAU
SOJUZREKLAMKULTURA**

Vladimir V. Ukhov, Director

Advertising & information services
(brochures, portable exhibitions,
videofilms) on cultural events

**ALL-UNION PRODUCTION AMALGAMATION
SAKHALINMORNEPTEGAZPROM**

(Okha, Sakhalin Region)

*Anatoliy V. Cherny, Chief

Oil and gas exploration

**ALL-UNION RESEARCH & DEVELOPMENT
INSTITUTE FOR DRILLING TECHNOLOGY**

E.P. Ilyasov, First Deputy

Design of drilling equipment and
hydraulic mining engines; well-
drilling technology

**ALL-UNION RESEARCH & DEVELOPMENT
INSTITUTE FOR MANAGEMENT AUTOMATATION
IN THE NON-PRODUCTION SPHERE**

(Moscow)

E.V. Basmanova, Senior Research Fellow

Automation in management in
medicine, trade, construction and
international relations services

**ALL-UNION RESEARCH & DEVELOPMENT
INSTITUTE FOR MEDICAL INSTRUMENT-
MAKING**

V.A. Viktorov, General Director

**ALL-UNION RESEARCH & DEVELOPMENT
INSTITUTE FOR ADMINISTRATION, MANAGEMENT
AND ECONOMICS OF OIL AND GAS INDUSTRY**

(Moscow)

Anatoly S. Tischenko, Director

Labor issues and management in in-
dustry, material resources, means
of automation and information,
analysis for oil and gas industry

*Council Director

USSR Participants @ 4/26/89

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**ALL-UNION TRANSLATION CENTER
(Moscow)**

I.I. Ubin, Director

Translation services (Russian into
foreign languages and foreign
languages into Russian)

**AZOT NORTH DONETSK PRODUCTION
AMALGAMATION**

Bogdan N. Leschina, General Director

Various chemical production

**BIOCENTER FOR GENETIC AND CELL ENGINEERING
(Tartu)**

Richard L-E. Willems, Director

Research and applied studies in
cell and genetic engineering

**BIOGEN INTERBRANCH RESEARCH AND
DEVELOPMENT COMPLEX**

V.T. Ivanov, General Director

Export of medicine, biochemical
reagents & instruments for
biotechnology

**BRYANSK ROAD MACHINE BUILDING PLANT
(Bryansk)**

Valentin V. Zhegalov, Director

Road machine building

**CENTRAL COUNCIL OF TRADE UNIONS OF
THE USSR**

D.I. Lisik, Deputy Chief, Commercial Department

COLLECTIVE FARM RASSVET

I.A. Parkhomenko, Chairman

Food production: corn, sunflower,
beets, milk, meat, vegetables;
fruit and vegetable canning; meat
processing; soft drink production

**CONSULATE GENERAL OF THE USSR
IN SAN FRANCISCO**

Oleg E. Tischenko, Commercial Consular

**COOPERATIVE ALFA
(Moscow)**

N.G. Taymanov, Chairman

Design

**COOPERATIVE INLINGUA
(Moscow)**

E.M. Kopytkin, Head of Division

Translation services (from and/or
into Russian); photo services

*Council Director

USSR Participants @ 4/26/89

COOPERATIVE ISKATEL
Sergey S. Olevsky, Chairman

Computer services; jewelry produc-
tion; plastics production; commer-
cial services; medical services;
construction

COOPERATIVE PIK
(Dnepropetrovsk)
V.I. Vrzhezhevsky, Chairman

Word processing; leather and fur
production; biotechnology;
construction; transportation

COOPERATIVE VYMPAL
A.S. Zak, Head of Commercial Department Design

COUNCIL OF MINISTERS OF THE GEORGIAN REPUBLIC
Guram D. Akhvlediani, Chairman of the Presidium

COUNCIL OF MINISTERS OF THE RUSSIAN FEDERATION (RSFSR)
N. Maslennikov, Deputy Chairman;
Chairman, Gosplan of the RSFSR

CPSU CENTRAL COMMITTEE
Karen N. Brutentz, First Deputy Chief, International Department
Nikita L. Dvoretz, Consultant, Department on Social and Economic Issues
Mikhail S. Pankin, Chief of Section, International Relations
V.I. Shimko, Chief of Department, Social and Economic Issues

**ELECTRONMASH SCIENTIFIC PRODUCTION
AMALGAMATION**
(Leningrad)

Vladimir S. Tikhonov, General Director

Export of inductosyns, registers,
CNC machine tools, software
programs

FIRST WATCH-MAKING PLANT
(Moscow)

*Aleksandr S. Samsonov, Director
V.P. Kalinichev, Senior Expert,
Polyot Firm

Wristwatch production

GLAVALMAZZOLOTO

*Ivan S. Alexeev, Deputy Chief
of Department

Gold and precious stone mining;
jewelry and diamond production and
sales

GOSPLAN OF THE RUSSIAN FEDERATION (RSFSR)

V.G. Kostjuk, Chief of Section for Science and Technology
(see also Council of Ministers of the Russian Federation)

*Council Director

USSR Participants @ 4/26/89

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**INSTITUTE FOR OPTICS OF THE ATMOSPHERE,
RESEARCH AND DEVELOPMENT COMPLEX OF THE
USSR ACADEMY OF SCIENCES**

Vladimir E. Zuev, Academician, Director

Fundamental and applied studies of
the earth's atmosphere

INSTITUTE OF AVIATION TECHNOLOGY

P.N. Belyanin, Director

Aviation technology research

JAVA MOSCOW TOBACCO PLANT

Leonid Y. Sinelnikov, Director

Cigarettes & other tobacco products

JOINT VENTURE INFORMPRAVO

Alexander Y. Tobak, General Director

JOINT VENTURE PRIS

(Moscow)

Vatzlav V. Krotov, General Director

V. Ivanilov, Director

Development of automation and
control systems for petrochemical
industry

KALININ AMALGAMATION FOR MANMADE SKINS

(Kalinin)

George A. Bushkov, Director

Manmade leather production

KAMSKY AUTOMAKING PLANT [KamAZ]

(Naberezhnye Chelny)

Nikolay I. Bekh, General Director

Export of KamAZ trucks & spares;
instrumentation and garage
equipment production; personnel
training

KAZAN COMPRESSOR PLANT

Akhmet M. Galeev, Director

Production & sales of compressors

**KIEV PLANT FOR COMPUTERS & CONTROL
MACHINES**

Arnold G. Nazarchuk, General Director

Export of computers, spare parts;
installation services

KLIMOVSK MACHINE-BUILDING PLANT

(Klimovsk, Moscow Region)

Rudolf I. Ivakin, Director

V.A. Apukhtin, Deputy Chief Engineer

Loom machine tools; equipment for
light industry and production of
consumer goods

**KRASNODAR PLANT FOR ELECTROMEASURING
DEVICES**

V.F. Shumeiko, Director

Control & measuring equipment

*Council Director

USSR Participants @ 4/26/89

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KRASNOGVARDEETZ PRODUCTION AMALGAMATION (Leningrad) Georgy N. Leonov, General Director	Medical equipment
KRASNY EXCAVATOR PRODUCTION AMALGAMATION *Alekssei I. Kozlov, General Director	Excavators
LENINGRAD MACHINE-BUILDING AMALGAMATION Victor N. Pokasyuk, General Director	Metal-cutting machine tools
LENINGRAD PLANT FOR PRINTING MACHINES Aleksandr D. Dolbezhkin, Director	Printing machines
LENMORNIIPROJECT (Leningrad) Aleksandr P. Parfenov, Director	Research in marine transport development; development, construction & reconstruction of sea ports and shipbuilding plants
MARI ASSR MINISTRY OF PUBLIC HEALTH (Joshkar-Ola, Mari ASSR) Victor K. Fedorov, Minister	Health services
MAYAK CLOTHING PRODUCTION AMALGAMATION (Lvov) N.N. Borachek, General Director S.M. Motin, Deputy General Director	
MOSCOW BAR ASSOCIATION F. Heifets, Acting Chairman	
MOSCOW LIKHACHEV AUTOMOBILE PLANT Evgeny A. Brakov, General Director N.I. Mamina, Interpreter	Export of diesel- and gasoline-powered trucks, all-wheel drive trucks (ZIL model), 2-4 ton truck trailers, household refrigerators & spares
MOSCOW CHEMICAL AND PHARMACEUTICAL PLANT [MOSMEDPREPARAT] (Moscow) A.V. Kuchmiy, General Director	Antibiotics
NIKOPOL TUBE PLANT (Nikopol) A.I. Kutzenko, General Director V.L. Dubinsky, Head, International Relations Department	Production of various tubes

*Council Director

**ODESSA HEAVY CRANE BUILDING PRODUCTION
AMALGAMATION**

Gennady P. Koshelenko, General Director Production & sales of heavy cranes

OMSKNEFTEORGSINTEZ

(Omsk)

Ivan D. Litzkevich, General Director Oil and oil product refining; fuel
production

**POSITIV, LENINGRAD PLANT FOR
SUPERSENSITIVE MATERIALS**

Alexander A. Kruglyak, Director Supersensitive materials

**PRIMORIE (FAR EAST REGION) ASSOCIATION
FOR BUSINESS COOPERATION**

V.K. Lozovoi, General Director

PRIMORSK (FAR EAST) EXECUTIVE COMMITTEE

B.F. Bepalov, First Deputy Chairman

**PRIMORSK (FAR EAST) REGION COMMITTEE
OF THE CPSU**

G.A. Katkov, Secretary

PRIMORSK SHIPPING LINE

P.K. Chernysh, Chief Management of navigation and
Soviet ship services in foreign
ports

**RESEARCH & DEVELOPMENT INSTITUTE FOR
ALUMINUM, MAGNESIUM AND ELECTRODE
INDUSTRIES [VAMI]**

(Leningrad)

Nikolay A. Kaluzhsky, Director Research in alumina, aluminum &
aluminum alloys; anode & electrode
production

**RESEARCH & DEVELOPMENT INSTITUTE FOR
ELECTRICAL ENGINEERING**

(Moscow)

Mikhail D. Maley, Director Electrical engineering research

**SKOROKHOD SCIENTIFIC-PRODUCTION
AMALGAMATION**

(Leningrad)

Yuri I. Alexeev, General Director Shoe production
N.N. Posysaev, Chief of Foreign
Economic Relations Department

*Council Director

SLAVYANSK PLANT FOR ROAD-BUILDING MACHINES

(Donetsk Region)

Leonid I. Novak, Director
N.T. Savchenko, Deputy Director

Equipment for concrete production

SOVIET FOREIGN ECONOMIC CONSORTIUM

(Moscow)

Vladimir A. Drovosekov, General
Director, Chairman
Yuri D. Shcherbina, Deputy Chairman

Joint ventures with ATC companies:
ADM, Chevron, Johnson & Johnson,
Kodak, Mercator, RJR Nabisco

**STATE ALL-UNION INSTITUTE FOR DESIGN
OF METALLURGY PLANTS**

(Moscow)

Victor A. Avdeev, Director

Metallurgical plant design

TALLEX PRODUCTION AMALGAMATION

Paul I. Trayer, General Director

Export of excavators for land
reclamation, pipe & cable lines

TANDEM BROKERAGE FIRM

(Volgograd)

Iosif G. Neterebsky, Chairman

Computer services, software, tour-
ism, fruit & vegetable processing

**TOLIATTINEFTECHIMEXPORT FOREIGN
TRADE FIRM**

Victor A. Rudnev, Director

Synthetic rubber production

TRADE REPRESENTATION OF THE USSR IN THE US

*Oleg V. Kozhevnikov, Trade Representative

UKRAINIAN REPUBLIC ACADEMY OF SCIENCES

Yuri Y. Gleba, Academician, Chief of
Cell Biology & Engineering Department

**UKRAINIAN REPUBLIC STATE COMMITTEE FOR
MATERIAL SUPPLIES**

V.E. Ravikovich, Chief of Section

UKRAINIAN REPUBLIC AGROPROM

P.I. Lazarenko, Chief Specialist

UKRGIPROMEZ

(Dnepropetrovsk)

L.S. Shkolnik, Chief Engineer
V.E. Shekhter, Chief of Department

Equipment for metallurgical plants
& other industrial enterprises

USSR ACADEMY OF AGRICULTURE

N.Z. Milaschenko, Vice President

*Council Director

USSR ACADEMY OF SCIENCES

Mark M. Boquslavsky, Chief of Section Research in state legislation
Institute of State and Law

USSR BANK FOR FOREIGN ECONOMIC AFFAIRS
[VNESHECONOMBANK]

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A.V. Smirnov, Deputy Head of Department
S.A. Brovkin, Assistant to the Chairman
E.B. Ulyanov, Deputy Chief of Department

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*Igor P. Kanaev, Deputy Chairman
Mikhail M. Grekov, Senior Counsellor/Interpreter
Boris O. Kozhevnikov, Chief, Legal and Treaty Department
Yuri A. Malov, Chief, Main Department of
International Economic Relations
A.G. Kauljbars,, Chief of Department, Planning & Finance
Vladimir F. Vokhmin, First Deputy Chief, Main
Department on Development of Export and
New Forms of Economic Cooperation
I. Shein, Executive Secretary, Court of Arbitration

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Gennady N. Chursin, Chief Specialist

USSR MINISTRY FOR FOREIGN AFFAIRS

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A.A. Obukhov, Chief, Department of USA and Canada
V.I. Kuznetsov, Deputy Chief, Department of USA and Canada
Vladimir A. Akulin, Chief of Section, Department of USA and Canada

USSR MINISTRY OF THE CHEMICAL INDUSTRY

*Alexander N. Ust'kachkintsev, First Deputy Minister

USSR MINISTRY OF CIVIL AVIATION

*Mikhail A. Timofeev, Deputy Minister

USSR MINISTRY OF FINANCE

V.V. Sitnin, Deputy Minister

*Council Director

USSR Participants @ 4/26/89

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USSR MINISTRY OF FOREIGN ECONOMIC RELATIONS

*Aleksandr I. Kachanov, First Deputy Minister
Nikolay P. Krasavin, Senior Expert
I.F. Kozyulin, Assistant to Mr. Kachanov
J.G. Komarov, Deputy Chief, Main Administration
for Foreign Exchange
R.G. Tomberg, Deputy Chief, Main Department of
Economic Relations with Capitalist Countries
A.A. Zelenov, Deputy Chief, Protocol
V.P. Davydov, Expert, Legal Department
V.E. Sharov, Interpreter

**USSR MINISTRY OF INSTRUMENT-MAKING, MEANS
OF AUTOMATION AND CONTROL SYSTEMS**

*Mikhail S. Shkabardnya, Minister
V.N. Vinogradov, Chief, Department of Foreign Relations

USSR MINISTRY OF THE MACHINE-TOOL BUILDING INDUSTRY

*Boris E. Kurakin, Deputy Minister

USSR MINISTRY OF MEDICAL AND MICROBIOLOGICAL INDUSTRY

*Lev P. Telegin, First Deputy Minister
A.A. Sarumov, Chief Expert

USSR MINISTRY OF MERCHANT MARINE

L.I. Paladich, Deputy Chief, Main Marine Administration

USSR MINISTRY OF MINERAL FERTILIZER PRODUCTION

*Alim A. Svergunenko, Deputy Minister
S. Sukhanov, First Deputy Chief,
Department of Foreign Economic Relations
L.A. Gotovtseva, Interpreter

USSR MINISTRY OF THE OIL REFINING AND PETROCHEMICAL INDUSTRY

*Nikolai V. Lemaev, Minister

USSR MINISTRY OF PUBLIC HEALTH

V.V. Gromyko, Deputy Minister

USSR STATE AGRO-INDUSTRIAL COMMITTEE [GOSAGROPROM]

*Anatoly M. Belichenko, Chief of Division

USSR STATE BANK [GOSBANK]

Valery A. Pekshev, Deputy Chairman

USSR STATE COMMITTEE FOR FOREIGN TOURISM [GOSKOMINTOURIST]

*Igor A. Konovalov, Deputy Chairman
V.I. Zima, Chief Expert, Section for America, Asia & Africa

*Council Director

USSR Participants @ 4/26/89

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USSR STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY

*Vladimir V. Ezhkov, Deputy Chairman
A.N. Bogatyrev, Chief of Section, Agroindustrial Complex
V.I. Dobrokhov, Chief of Section,
Priority Spheres in Fuel/Energy Complex
Aleksandr V. Kamensky, Chief of Department
for Scientific Cooperation with Capitalist Countries
Alexander Y. Markov, Counsellor

USSR STATE PLANNING COMMITTEE [GOSPLAN]

*V.I. Khomenko, Deputy Chairman

VAO INGOSSTRAKH

M.A. Safronov, Chairman
Robert M. Shuravin, Deputy Chairman

VNIIMETMACH

(Moscow)

Vladimir M. Sinitsky, General Director Metallurgical machine building

V/O ENERGOMACHEXPORT

Vladimir I. Filimonov, General Director Export of equipment for thermal &
M.I. Smirnov, Senior Expert hydropower stations, drive gas &
steam turbines, compressors

V/O EXPOCENTR

Stanislav V. Mikhailov, General Director Organization of international ex-
Valery S. Mirzoyan, Deputy Head, hibitions & assistance to foreign
International Relations Department firms & organizations in holding
exhibitions & symposia in the USSR

**VOLKHOV INDUSTRIAL/CONSTRUCTION
COOPERATIVE**

(Novgorod)

Mark V. Masarsky, Chairman Industrial & civil construction;
construction materials (bricks,
tiles); road-building; sawn-timber
production; tourism

V/O LICENSINTORG

Valery V. Ignatov, General Director Trade operations covering licensing
inventions and scientific/techno-
logical developments

V/O MACHINOEXPORT

Vladimir V. Zasedatelev, Chairman Export of construction equipment &
equipment for the building mater-
ials industry, cranes, excavators

*Council Director

USSR Participants @ 4/26/89

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V/O MACHINOIMPORT

*Anatoly G. Yushkin, Chairman

Import of power generating, pump-
ing & compressing equipment, exca-
vators, oil & gas processing equip-
ment

VORONEZH EXCAVATOR PLANT

(Voronezh)

Anatoly A. Kartushin, General Director

Production & sales of excavators

**VOROSHILOVGRAD DIESEL LOCOMOTIVE-
BUILDING PLANT**

(Voroshilovgrad)

Vladimir I. Kvasov, General Director

Production of diesel locomotives &
consumer goods

V/O SOYUZFARMATSIYA

O.A. Volkova, Deputy General Director

V/O SOYUZPATENT

M.L. Gorodissky, General Director

Licensing & industrial design

V/O SOYUZPROMEXPORT

Evgeny F. Manakhov, General Director

Export & import of coals, mineral
ores, fertilizers & other indus-
trial raw materials

V/O SOYUZHIMEXPORT

Victor A. Rudnev, General Director

Export & import of chemical prod-
ucts

V/O SOYUZPLODOIMPORT

Evgeny F. Sorochkin, General Director

Import & export of vegetables,
fruit, fresh & processed vege-
tables, leaf tobacco, liquors

V/O SOYUZZDRAVEEXPORT

V.I. Zharikov, General Director

V/O SOVFRACHT [A/O SOVFRACHT USA]

Nikolay A. Ponomarev, General Director

Ship brokers & general shipping
agents

V/O SOVINCENTER

Edward K. Rodkin, Deputy General
Director

Promotion of commercial & tech-
nological relations with foreign
countries

*Council Director

USSR Participants @ 4/26/89

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V/O TECHMASHEXPORT

Victor I. Grib, General Director

Export of equipment for textile, light, food, printing, electronic, glass industries; import of equipment for stores, restaurants & cafes

V/O TECHNOPROMIMPORT

Vitaly I. Boiko, General Director

Import of equipment for food, textile, garment, leather, footwear, electronics industries

V/O TRAKTOROEXPORT

*Dmitry N. Monaenkov, General Director

Export, import & servicing of tractors, farm & field machines, road-construction machinery

V/O VNESHECONOMSERVICE

S.K. Naidenko, Deputy General Director

Project consultants assisting in preparation of joint venture agreements and analysis of import & export trade transactions; engineering services, marketing & economic data

V/O VNESHTEKHNIKA

Vladimir I. Rybak, General Director

Commercial assistance to Soviet & foreign organizations & firms in technological areas; delivery of complete sets of documents for state-of-the-art industrial plant equipment

**YAROSLAVNEPTEORGSINTEZ PRODUCTION
AMALGAMATION**

(Yaroslavl)

Evgeny I. Zayashnikov, General Director

Processing of oil & petrochemical products; export of benzol, styrol, etc.

**ZAPOROZHTRANSFORMATOR PRODUCTION
AMALGAMATION**

Leonid P. Khadzhinov, General Director
B.P. Maslovets, Deputy Director

Export of power transformers, voltage & current transformers, complete manifold units

ZOND SCIENTIFIC PRODUCTION AMALGAMATION

Y.P. Kovalev, General Director

Joint Soviet-Bulgarian scientific production association (laser atmosphere sounding)

*Council Director

*James
to whom has copy
this backp
complete copy to all*

Speak

May 16

BOARD OF DIRECTORS

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Scheffer Stellar Inc.

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Stritz Purina Company

B. Trowbridge, Chairman
Trowbridge National Association of Manufacturers

D. Wood, Chairman
Wood & Company

US-USSR

Trade and Economic Council, Inc.

*7:00 Dinner
8:15-8:30 SPEAK*

could speak

at McLean Hilton

April 26, 1989

The Honorable Robert Dole
United States Senate
Washington, DC 20510

Dear Senator Dole:

Close to two hundred Soviet ministry officials and business leaders will be arriving in McLean, Virginia for the Twelfth Annual Directors/Members Meeting of the US-USSR Trade and Economic Council May 15-17. They will join with about 350 Americans representing many of this country's most prestigious companies to discuss the full range of issues relating to US-Soviet trade.

On behalf of the Board of Directors, we would like to invite you to attend the Council's Annual Meeting. It is an event that offers an unusual opportunity to meet and hold direct discussions with some of the most influential new business decision-makers in the Soviet Union. A preliminary agenda, along with a list of the confirmed Soviet delegation is enclosed. We would be happy to arrange for you any meetings that you may think of interest.

The Council, a binational group of over 325 American companies and 200 Soviet foreign trade related organizations, was formed as a result of a government-to-government protocol signed in 1973 to facilitate trade between our two countries. It is a private, not-for-profit organization with offices in New York and Moscow.

If you have any questions, or you need any assistance in making the arrangements, please call on either of us.

Cordially,

Dwayne Andreas
Dwayne O. Andreas
Chairman

W D Forrester
William D. Forrester
Acting President

WDF: lmm
enclosures

To: *Betty Meyers*

*May 16
Jules*

US-USSR
Trade and Economic Council, Inc.

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May 3, 1989

Dear Claudia:

to 500

The meeting is being held at the McLean Hilton in McLean, Virginia on May 15-17. We currently have over 300 American participants registered. The final number is sure to reach about 375. About 20 American Directors are registered, all of them CEOs of Fortune blue-chip companies. A Soviet delegation of 200 is coming to the meeting by charter jet. It includes about 10 of Ministerial rank, and about 100 CEOs of new enterprises and ministries now authorized to deal directly with American companies. The rest are heads of Research Institutes, Government Departments, and Foreign Trade Related organizations. Without any exaggeration, it is the most important group ever to come to the US for a Council meeting. It is all happening as a direct result of the reforms underway in the Soviet Union.

The Tuesday night dinner (May 16, 7:00-9:00 pm) is the key Council dinner. The US speaker will be introduced between 8:15 and 8:30 pm, and be asked to speak for about 20 minutes. There will be simultaneous translation of his speech. The subject should focus on US Soviet trade from the Senator's perspective. I would certainly expect Senator Dole to hit hard on the importance of the agricultural trade with the Soviet Union as well as the wheat sales that won Presidential support which was the lead story in the New York Times this morning. He should also broaden this perspective to include overall trade. He might also speak about the improving political climate, how it is conducive to expanded trade relations and the beneficial effect it has on both countries. He might also want to comment on the reforms going on in the Soviet Union.

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Commerce Secretary Mosbacher is scheduled to speak at the Tuesday luncheon and Agriculture Secretary Yeutter is all but confirmed for the Wednesday lunch.

Please let me know if there is any more information that you need.

Cordially,

Bill

Bill Forrester

0095M

Dwayne 212/888-1560 - till 11:00 am

805 Third Avenue, New York, N.Y. 10022 212/644-4550
3 Shevchenko Embankment, Moscow 121248, USSR