


April 16, 1991

M E M O R A N D U M

TO: SENATOR DOLE

FROM: NINA OVIEDO 

THROUGH: SHEILA BURKE

SUBJECT: TRADE UPDATE

North American Free Trade

Of course, there are no negotiations at this time. However, educational meetings and briefings have taken place. U.S. Labor Department lawyers have met with Mexican labor lawyers to assess current Mexican labor laws and standards. Rod DeArment led the labor team. The Environmental Protection Agency also sent a team. The information obtained from these meetings should help the Administration address the concerns raised in the Bentsen/Rostenkowski and Gephardt letters.

GATT

Technical discussions regarding agriculture continue -- in fact, the team is in Geneva this week. According to Dorothy Dwoskin, USTR, Deputy -- Uruguay Round, they hope to have an "options paper" ready by mid June.

EC-92

More than two-thirds of the 200+ directives have been adopted -- so, all the "talk" about EC-92 has somewhat died down. American businesses appear to be enthused about doing business in Europe and less afraid of "fortress Europe." Presently, Europeans are more interested and focused on two new initiatives.

1. Economic and Monetary Union (EMU) -- under this initiative, the EC member states hope to coordinate economic policy and set up a European Central Bank. They hope to eventually establish a common currency by the turn of the century. This of course raises many national sovereignty issues.
2. Political Union -- this initiative seems to be more defined and targeted than EMU. The member states are hoping to establish common foreign and defense policies.

The EC member states feel that they would be more effective in the "new world order" if they present a "united continent" front. Germany and France are most supportive of these initiatives.

TO: Senator Dole
FR: Kerry

RE: Stanford Research Institute Corporate Circle
Wednesday, April 17
8:15 A.M.
Sheraton-Carlton

*You will be meeting with 40-50 SRI executives and international business types in an "off-the-record" session. All those present do speak English.

*SRI is a high tech research firm with 1989 revenues of \$333 million. It's main office and laboratories are located in Menlo Park, California. Foreign offices are located in London, Frankfurt, Paris, Milan, Riyadh, Zurich, Singapore, Seoul, and Tokyo.

*Recent projects include high definition television, environmental initiatives cancer-treatments, and an economic study to help position Hong Kong for 1997.

*You have been asked to speak informally on the issues of the day, and then answer questions. Others speaking during their two-day briefing include Congressmen Gibbons, Gonzalez, and Crane, Senator Gore, and Roger Porter.

*Some possible opening comments are below:

*Good morning. It's a pleasure to be here, and to welcome so many visitors from foreign countries. I hope you're doing your part to reduce our trade deficit, and are spending lots of money. If you have any more to spend after this weekend, I know the Red Cross is still in the midst of it's \$30 million Gulf Fundraising drive.

*Take a few minutes this morning to discuss America's global agenda, and then take your questions.

*Two hot spots which will continue to be focus of our attention are Gulf and Baltics.

*Discussion of Gulf and Baltics.

*I know an issue of much interest to you is international trade. Later this morning, the Senate Finance Committee will meet to discuss extending fast track authority for negotiating a North American free trade agreement with Canada and Mexico.

*A vote for extension doesn't mean we're voting for an agreement, it just means that we will allow our negotiators to sit at the same table with our neighbors--our first and third largest trading partners. Seems to me that this is a good idea.

*GATT: Nina reports that GATT technical discussions regarding agriculture continue in Geneva this week, with the goal of an "options paper" by Mid-June

SPEAK

Wed, April 11-17

Washington, D.C.

04

Paul A. Laudicina

Vice President Washington Operations

January 16, 1991

The Honorable Bob Dole
Minority Leader
United States Senate
SH-141 Hart Senate Office Building
Washington, D.C. 20510-1601

Sheraton-Carlton Hotel
16 + K Streets
and yet-to-be-determined
location on the "Hill"
35-40 people

Self starts at 8:00
Speak 8:30

\$1,000.00

Dear Mr. Leader:

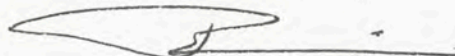
I write to extend a cordial invitation to you to once again meet with a select group of foreign top-management corporate executives from SRI's Washington International Corporate Circle. We remember with appreciation your forthright and candid comments during your previous meeting with this distinguished group. As you may recall, SRI International, formerly the Stanford Research Institute, is one of the world's largest not-for-profit research and consulting firms.

We are particularly interested in having you take part in our April 16-17 meeting in Washington, in order to offer your thinking on the tremendous challenges confronting the U.S. and our major economic partners over global competition issues.

The Corporate Circle has been serving as a very effective channel for the exchange of ideas between top U.S. policy-makers and leaders of the foreign business community. It regularly brings its European and Asian corporate executives to Washington for discreet, off-the-record discussions on how U.S. policy affects the international economy. With members such as Credit Suisse, Mazda Motor Corporation, Philips, Norsk Hydro, and Fuji Bank, the Corporate Circle has met with a wide array of leaders from the Administration and the Congress, including George Bush, Tom Foley, Robert Dole, Michael Boskin, Julius Katz, David Mulford, Bill Bradley, Lee Hamilton, Alan Simpson, Jake Garn, Les Aspin, and Paul Sarbanes.

We very much hope you will be able to be with us, and we will be in touch with your office to coordinate this.

Sincerely yours,



Paul A. Laudicina

Marion Loretta Bates 703/247-8451

PAL/sam

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