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Withdrawer Collection Name BAILEY, NORMAN: FILES 11/21/2007 MJD EAST-WEST TRADE (08/01/1981-08/25/1981) File Folder **FOIA** F99-078/3 **Box Number ZUBER** 5

ID Doc Type	Document Description	No of Pages	Doc Date	Restrictions
45565 MEMO	ALLEN LENZ TO RICHARD ALLEN RE	1	8/5/1981	B1
45566 MEMO	CATERPILLAR LICENSE NORMAN BAILEY TO RICHARD ALLEN	3	8/6/1981	B1
45567 MEMO	RE PIPELINE FRANK CARLUCCI TO RICHARD ALLEN		8/19/1981	ומ
	RE PIPELINE			
45568 CABLE	151929Z AUG 81	5	8/15/1981	B1
45569 MEMO	RICHARD ALLEN TO THE PRESIDENT RE TRADE CONTROLS	3	ND	B1
45570 PAPER	RE PIPELINE	2	ND	B1
45571 PAPER	RE SECURITY CONTROLS	2	ND	B1
45572 PAPER	RE U.S. MEASURES	1	ND	B1
45573 PAPER	RE EUROPEAN MEASURES	1	ND	B1

The above documents were not referred for declassification review at time of processing

Freedom of information Act - [5 U.S.C. 552(b)]

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MJD 11/21/2007

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EAST-WEST TRADE (08/01/1981-08/25/1981)

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ID Doc Type	Document Description	No of Pages		Restrictions
45574 PAPER	RE SAFETY NET	1	ND	B1
45575 DRAFT PAPER	RE U.S. STRATEGY	3	ND	B1
45576 PAPER	RE STRATEGIC CRITERIA	1	ND	B1
45577 DRAFT TELEGRAM	RE SUMMIT IN OTTAWA	3	ND	B1
45578 MEMO	ALLEN LENZ TO RICHARD ALLEN RE SIG MEETING	2	8/25/1981	B1
45579 MEMO	RE SIG MEETING	1	8/25/1981	B1
45580 LIST	RE PARTICIPANTS IN MEETING	1	8/25/1981	B1 B3

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E'Whate

London, in royal wedding week, forgets to mope, but Wall Street wants to see interestrates lower before putting on a brighter face. Singapore gets the shakes as nearby Malaysia frowns on further stock market speculation. Panis hopes local interest rates may foliow Eurodollar rates down.	Stock price	Indices July 28	19 high	981 low	one	one month	change one year	on record high
	London New York	525.3 939.4	597.3 1024.1	446.0 924.7	+2.6 +0.5	-3.6 -3.8		-12.1 -10.7
	Canada Australia Japan Hongkong Belglum France Germany Holland Italy Singapore South Africa Sweden Switzerland	2308.9 646.5 589.4 1660.5 73.4 91.0 739.3 71.1 191.8 756.7 612.5 595.4 287.6	2378.8 737.3 595.1 1810.2 86.2 112.5 749.0 76.4 292.0 973.3 653.5 595.4 304.2	2151.4 640.2 495.8 1295.4 69.5 77.3 666.4 62.8 166.4 659.5 537.2 404.2 279.8	-1.8 -1.5 +0.3 -4.2 -0.8 +5.2 +2.0 -1.4 -11.6 +0.8 +2.1 +0.3	-2.2 -7.6 +0.5 -4.3 -0.7 +9.2 nil -4.6 -16.8 -21.8 +3.2 +2.9	+1.5 +25.8 +43.4 -22.4 -15.7 +0.2	-13.4 -1.0 -8.3 -48.4 -24.4 -28.4 -49.4

the ruling federal coalition. (The post automatically confers the deputy premiership and, subsequently, the leadership.) Tengku Razaleigh had been one of the stock market's keenest champions in parliament.

A clearer bear point was the Malaysian government's warning to the banks to curb their loans for speculative purposes. The government was worried that the Malaysian economy was suffering from a lack of liquidity. With low local deposit rates, cash was being channelled overseas. As a result, the ringgit is faltering and the country's balance of payments is now in deficit. The Singapore government has also announced new regulations aimed at making it more difficult for realestate speculators to benefit from hoarding residential properties and thus forcing up prices.

The recent stock market fall may be short-lived. Those big local institutions (and foreign buyers) who were shrewd enough to get out before the setback are returning. This helped the market to stage a strong rally mid-week.

Brascan/Noranda

If at first you don't succeed

OTTAWA

Messrs Peter and Edward Bronfman (the "poor relations" of the Seagram clan) are once again stalking Noranda Mines, the Canadian natural resources company. With friends, this branch of the Bronfman family is bidding up to C\$925m (US\$754m) for effective control of Noranda. The offer will be made through a subsidiary of Brascan, the Bronfman-controlled resources, consumer products and financial services group which made an abortive bid for Noranda in 1979.

This time, Brascan, which already owns 20% of Noranda, will have a powerful ally in Caisse de Dépôt et Placement du Québec, which manages the pension funds of municipal and provincial employees. It has assets of C\$13 billion and itself owns 8% of Noranda. After pooling their interests (in a new company called Brascade Resources, 70% owned by Brascan), the two hope to raise their combined stake in Noranda from 28% to 39.2% through a share purchase offer which will value the equity at C\$36.25 and the convertible preferred shares at C\$109.

Noranda's chairman, Mr Alfred Powis, is less than enthusiastic. In 1979, when Brascan acquired its initial 16.3% stake in Noranda, Mr Powis diluted the Bronfmans' holding through a variety of corporate deals. That ploy might be tried again, unless Noranda can find a white knight to come to its aid.

On past form, the Bronfmans may not have the stomach for a protracted fight, though there is no doubt they have the muscle to make other bids. The joint company Brascade will have roughly C\$600m in cash and is negotiating a C\$1 billion bank credit.

Canada's federal budget in October, 1980, encouraged Canadian-controlled companies to buy up foreign-held oil and natural resource assets in Canada. The Bronfmans, like many other rich Canadians, declined to be drawn into a potentially time-consuming and litigious fight with foreigners. (Remember Dome Petroleum's long and complicated wrangle with Conoco for its stake in Hudson's Bay Oil and Gas?)

By going for a Canadian-owned company, Brascan thinks it may avoid these headaches. If it wins Noranda, Brascan will also control MacMillan Bloedel, the forest products group, and Canadian Hunter, which has large reserves of natural gas

Siberian gas pipeline

Fudged finance

The financial tap was turned on this week for the controversial pipeline to deliver 40 billion cubic metres of Siberian gas to western Europe. After months of haggling between Russia and a consortium of West German banks, headed by Deutsche Bank, a credit package worth DM4 billion (\$1.6 billion) has been agreed upon. That is less than half the amount discussed last December, when West German banks jibbed at extending a DM10 billion credit at 7.75%, plus the equivalent of 2% in higher prices for West German goods.

The first proposals foundered when West German interest rates soared to record levels. Three-month money-market rates now stand at 13%. Despite the promise of an export credit by the West German government, most bankers felt that the loan represented an unacceptable risk. Until now, the Russians have refused to pay double-digit interest rates.

The new credit squares this circle by extending credits of about DM2.2 billion at the West German interbank rate (now 13%) plus 0.75%. The hope is that interest rates will fall to single figures by the time the Russians are ready to take delivery. If not, West German manufacturers may have to make up the difference. Bankers close to the negotiations say that each manufacturer will negotiate a separate agreement with the Russians within the terms set by the consortium. Most will be forced to accept a Russian demand to meet the gap between market rates and a 9.75% ceiling. Should market rates remain at 13%, one West German manufacturer estimates that DM370m could be added to his costs.

The agreement itself became possible when the Bundesbank quietly raised from DM3 billion to DM5 billion the rediscounting facilities it provides for AKA Ausfuhrkredit GmbH, which acts as a private export bank. With West Germany's discount rate now at 7.5%, AKA will be able to offer a DM1.2 billion credit at 9.18%, bringing the total package to DM3.4 billion. The Russians have agreed to make a down-payment of DM600m (bringing the total to DM4 billion). They will make up the difference between the 9.18% and market rates by paying rather more for equipment deliveries and by cutting the price of the gas they sell to West Germany.

Financing of Mannesmann's deliveries of 56-inch pipes has been removed from the consortium package. Reason: the company has been conducting year-to-year negotiations with the Russians for

pipe deliveries and wants to continue on that track. Deutsche Bank will continue to handle the negotiations and sales, which, at around DM4 billion, make up a large part of the DM6 billion dropped from the consortium loans. On past form, most deliveries will be financed at near market rates.

Negotiating the individual agreements between the suppliers and the Russian government is likely to prove sticky. Firms are afraid of cost over-runs, especially in remote and climatically unpredictable Siberia.

Mannesmann, which will make the pipe, and AEG-Telefunken, which hopes to make the gas compressor stations, are both entitled to export credit guarantees. But those are not automatic: the decision on whether to grant them will be taken by the West German cabinet. These two firms should have little problem, but the government says that it does not believe in guaranteeing the finance of service contracts (such as engineering), since they provide relatively few jobs. It is going to find this policy a problem because West German engineering firms will be unwilling to offer concessionary interest rates without guarantees.

Banque Rothschild

Foes in high places?

PARK

The efforts by members of the French branch of the Rothschild family to save part of their empire from nationalisation could prove a trail-blazer for those other giants of the French private banking sector, the Paribas and Suez groups. President Mitterrand's Socialist government is bent on grabbing control of the credit system. The Rothschilds, led by Barons Guy, Elie and Alain, plan to hive off their industrial interests from their financial operations. That way the Rothschilds hope that only the banking side, minus also-if possible-gold trading and some other activities, would fall into the state's clutches.

These Rothschilds (not be be confused with their cousin Edmond, who heads the separate Compagnie Financière, or with Philippe, who runs the Château Mouton Rothschild and other vineyards near Bordeaux) say they began planning the split



Bombe surprise à la Rothschild

long before France's left came to power in the May and June elections: business logic dictated it. Perhaps it now does, although it is only three years since the bank and the family's other interests were brought together. In 1978, the French Banque Rothschild (only distantly related to the British merchant bank N. M. Rothschild) absorbed Compagnie du Nord, a family-controlled holding company with a portfolio now worth \$75m, including interests in mining, metal, tourism, food and property.

Banque Rothschild now says it wants a divorce because the marriage has not worked. Disappointing results last year brought a 40% cut in dividends, due mainly to the chronic losses of the group's small banking subsidiary, Discount Bank of France, to an ill-starred investment in Algerian oil and to the immobilisation of much-needed capital in property.

Paribas, a leading international investment bank with a balance sheet total of \$43 billion and industrial holdings accounting for almost two thirds of its \$3 billion assets, dwarfs the Rothschild operation. But it hopes the family-run bank will get away with it. So does the Suez group, which also has impressive holdings in industry and property. "If the government accepts the Rothschild formula, we would see it as a good solution for us to follow", Suez told us.

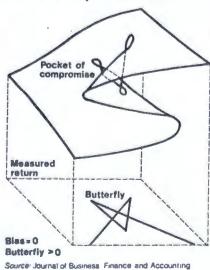
Government representatives, who were parachuted into the main private banks last week to soften them up for the state assault, may see things differently. The Rothschilds are no friends of the new Socialist administration. Their bank was once headed by Mr Georges Pompidou, a staunch foe of the left who later kept the Mitterrand forces at bay as president of France. Mr Mitterrand is said to regard

Down the 5-D plughole

Why do businesses suddenly collapse? Investors would love the answer. Three academics from Manchester and Salford think they have found it with the help of so-called catastrophe theory, a new mathematical torture exquisitely applied in the latest issue of the Journal of Business Finance and Accounting.

Catastrophe theory is an attempt to show why something that appears to be subject to evolutionary change suddenly

How to spot a loser



takes a lurch over the precipice. For the explanation, take a look at the diagram. This is what the authors describe as a "butterfly catastrophe model". It "is represented by a four-dimensional manifold in five-dimensional space and is derived from the structurally stable unfolding of x⁶".

Two variables, as always, determine the degree of confidence creditors have in a firm—the rate of return and the operating risk. But time is also a factor in the equation. Companies that have enjoyed a good credit rating for years tend to keep it after they have ceased to deserve it. Hence the "pocket of compromise".

The example assumes a "zero management bias" (ie, the boss is neither especially bright nor dim). The butterfly is a spin-off of the fact that neither the authors' printers nor ours can handle work in 5-D. It is a projection of the pocket of compromise in two dimensions.

Meanwhile, back in 3-D, those whose job it is to spot companies going down the drain will continue to rely on more mundane indicators—a new flagpole in the forecourt, lavish royal wedding bunting, mammoth orders from Afghanistan, etc. And don't chase too many butterflies: "Research", say the authors, "which suggests that certain companies are at risk may itself increase the probability of failure".

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No of Doc Date pages

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45565 MEMO

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45566 MEMO

3 8/6/1981

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NORMAN BAILEY TO RICHARD ALLEN RE PIPELINE

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- 1. As stated in the statement of alternate consignee and purchaser, dated March 10, 1981, all the commodities authorized for export shall be used on the three projects described in that statement, in the approximate numbers indicated. The ultimate consignee/purchaser shall provide a supplement to the statement which will list the uses of these commodities after the projects are completed -- described in the Statement as scheduled for completion at the end of 1981.
- 2. At no time may these commodities be used in the construction of the proposed 3,000 mile gas pipeline between the Yamburg Peninsula area and western Europe (commonly known as the Yamal pipeline).
- 3. These commodities may not be used for military or military support end use.
- 4. Caterpillar must return original license number A519492, validation number 01117, to OEA upon receipt of this amended license.
- 5. Prior to shipment, Caterpiller shall supply to OEA a complete list of serial numbers for the tractors that will be shipped.
- 6. No shipment may be made against this license unless
 Caterpillar obtains a statement from the ultimate consignee/
 purchaser agreeing to conditions 1, 2 and 3 above and the
 supplementary statement described in condition 1. Both documents
 are to be satisfactory to the Office of Export Administration.

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No of Doc Date pages

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45567 MEMO

1 8/19/1981

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FRANK CARLUCCI TO RICHARD ALLEN RE PIPELINE

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45569 MEMO 3 ND B1

RICHARD ALLEN TO THE PRESIDENT RE TRADE CONTROLS

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No of Doc Date Restric-Document Type ID tions pages **Document Description**

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45571 PAPER 2 ND B1

RE SECURITY CONTROLS

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During the next few years the Western world will have an opportunity to witness and affect an unprecedented period of Soviet economic weakness.

The Soviet system has been a total failure in the fields of agriculture and advanced technology. It cannot even effectively apply the technology it manages to buy or steal to any but military uses.

In addition, it will be able to earn less from exported oil in the future as production declines and if the real world price continues to weaken. Economic weakness in the satellites will also continue to plague and burden the Soviet economy.

Finally, continued weakness in the gold price will deprive the Soviets of their traditional cushion. A remonetization of gold, contrary to widespread believe, would stabilize the price at or below even today's level and greatly reduce speculative demand.

The Soviets' only chance, barring unforeseeable events, to continue to import the foodstuffs and technology it will require in the 80's in order to maintain its military spending and not reduce popular consumption to a level where widespread social upheaval is possible, and without further massive indebtedness in a by now more cautious financial market, is to find a large new source of export earnings.

The only possibility of doing so presently on the horizon is through the export of massive quantities of

natural gas to Western Europe. As a result, the question of the Siberian pipeline is not a secondary, commercial matter, but one of fundamental, long-range importance.

SIBERIAN GAS FIELD DELAYED BY SOVIET

Deposit Earmarked for Europe Is Put Off as Nearby Giant Resources Get Priority

By THEODORE SHABAD

The Soviet Union, in a shift of its natural-gas strategy, has disclosed that it is delaying the development of a new Siberian field that was to be a major supplier of gas to West Germany and other European countries.

Instead of proceeding with development of the proposed Arctic field, known as Yamburg, Soviet planners have decided to concentrate efforts on the huge Urengoi field, 150 miles to the south.

Urengoi, the largest gas field in the world, has been producing gas since 1978. Under the five-year plan for 1981-85, its output is scheduled to rise from 1.75 trillion cubic feet last year to 8.4 trillion in 1985. If the goal is met, this single field would yield the equivalent of 40 percent of all of the United States' current output of natural gas.

It would thus meet growing Soviet domestic needs and, presumably, any additional export commitments arising out of the new European pipeline deal.

The Urengoi field was in the news in the early 1970's in connection with the plans of an American consortium to ship Soviet liquefied natural gas by tanker to the United States' East Coast. The project did not materialize, and the Soviet Union proceeded to develop the field on its own.

A Question of Efficiency

Urengoi is the second of the giant Siberian fields to be developed. The first, Medvezhye, started up in 1972 and now produces 2.5 trillion cubic feet a year.

The change in development strategy was reported Aug. 1 by the new Minister of the Gas Industry, Vasily A. Dinkov, in Sovetskaya Rossiya, the newspaper of the Russian Republic, in which the Slberian gas fields are situated. Mr. Dinkov, 56 years old, took over the helm of the gas industry from Sabit A. Orudzhev, who died in April at the age of 68.

Mr. Dinkov said the new five-year

Mr. Dinkov said the new five-year plan originally envisaged raising gas output through the development of both Urengoi and Yamburg, the latter being advertised as the main source of additional gas for Western Europe.

The Gas Minister said detailed studies showed, however, that construction capacity would be used more effectively by concentrating on Urengoi, with only some preliminary work planned for Yamburg until 1985. Mr. Dinkov said this would save a billion rubles. In the current five-year plan, investment in the gas industry, most of it in Siberia, is to be 20 billion rubles (\$28 billion), twice the amount invested in 1976-80.

9/2nt

Gas Becomes More Important

Natural gas, a rapidly growing Soviet energy source in the 1970's, has assumed ever greater significance because oil production has leveled off and a stagnating coal industry has been unable to substitute coal for oil, as originally envisaged by Soviet planners.

The expectations are that natural gas will play a more important role not only in the Soviet domestic fuel mix but also as an earner of foreign exchange. The share of natural gas in the Soviet fuel mix is expected to rise from 27 percent last year to 35 percent by 1985.

The main problem facing Soviet industry is to install the pipelines needed to move the gas from the producing region astride the Arctic Circle to the European part of the Soviet Union and on into Eastern and Western Europe.

A transmission capacity of 5 trillion cubic feet a year was in place last year as West Siberia produced one-third of the Soviet natural gas output of 15 trillion cubic feet. By 1985, the Siberian fields, mainly on the strength of Urengoi, are to yield some 12 trillion cubic feet of gas, or 55 percent of the projected Soviet output of 22 trillion cubic feet.

The transmission of 7 trillion more cubic feet of gas a year from Siberia will call for an intensive pipelaying effort, involving six pipelines 56 inches in diameter totaling some 12,000 miles with 174 compressor stations.

West's Contribution Ignored

Although the Soviet Union has relied on gas pipe from Western Europe in the past, Mr. Dinkov did not mention any need for imported equipment. He implied that the Soviet Government had decided to mobilize its own manufacturing resources to carry out the project.

ing resources to carry out the project.

"Decisions of importance to our industry were recently adopted with a view to giving priority to the laying of these pipelines," Mr. Dinkov wrote. He said four construction ministries, four manufacturing ministries, the Electric Power Ministry and other agencies would join in building the pipelines and compressor stations.

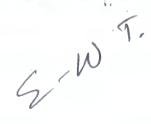
The Gas Minister said the development of Urengoi, requiring the completion of a thousand producing wells and 15 gas-processing plants, continues to be hampered by many shortages — housing for workers, roads for hauling pipe and electric power for gas wells and compressor stations.

There are virtually no year-round roads in the Soviet Arctic, and access by water is limited during a three-month icefree period that started in early July.

Most construction is done in the sixmonth winter, when heavy equipment can move cross-country over the frozen ground. Steel pipe segments are hauled over temporary winter tracks bulldozed across the tundra or, in times of dire need, are flown to pipeline assembly sites by helicopter, greatly raising the cost of construction.

Access to the gas fields is expected to improve when a railroad running north from the Trans-Siberian line reaches the new gas town of Novy Urengoi. Raillaying crews, still 50 miles away, are scheduled to reach the town site in the second quarter of next year.

The Gas Minister said he was also looking to the completion of a 500-kilo-volt power line from the central electric station in Surgut, in the Siberian oil-fields, to end costly dependence on inefficient small diesel generators.



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SUBJECT: DISCUSSION PAPER FOR SIG MTG ON EAST - WEST ECONOMIC RELATIONS

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DEPARTMENT OF STATE

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Washington, D.C. 20520

August 24, 1981

CONFIDENTIAL

OT : Addressees Listed Below

SUBJECT: Discussion Paper for SIG Meeting on East-West Economic

Relations

Attached is the paper corresponding to agenda item 2 in the Department's August 21 notification of a SIG meeting on East-West Economic Relations. The paper is circulated for information, not as a basis for decisions.

A paper corresponding to agenda item 1 will follow by separate cover.

> L. Paul Bremer, III **Executive Secretary**

List of Addressees:

OVP - Mrs. Nancy Bearg Dyke

NSC - Mr. Allen Lenz

DOC - Ms. Jean Jones

DOD - Mr. Jay Rixse

JCS - LTC Edward Bucknell

Treasury - Mr. David Pickford

USTR - Mr. David Macdonald

DOE - Mr. Peter Borre

CIA - Mr. Thomas B. Cormack

UNA - Amb. Harvey Feldman

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Department of State Guidelines, July 21, 1997

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DEPARTMENT OF STATE

8124864 thru 8124873

Washington, D.C. 20520

August 24, 1981

CONFIDENTIAL

TO : Addressees Listed Below

SUBJECT: Discussion Paper for SIG Meeting on East-West Economic

Relations

Attached is the paper corresponding to agenda item 1 in the Department's August 21 notification of a SIG meeting on East-West Economic Relations. The paper is circulated for information, not as a basis for decisions.

L. Paul Bremer, III Executive Secretary

List of Addressees:

OVP	- Mrs. Na	ncy Bearg Dyke	8124864
NSC		en Lenz	
DOC	- Ms. Jean	n Jones	8124866
DOD	- Mr. Jay	Rixse	8124867
JCS	- LTC Edwa	ard Bucknell	8124868
		David Pickford -	
USTR	- Mr. Dav:	id Macdonald	8124870
DOE	- Mr. Pete	er Borre	8124871
CIA	- Mr. Thor	mas B. Cormack	8124872
UNA	- Amb. Har	rvev Feldman	8124873

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(Officer name) S/S-S (Office symbol) MESSAGE DESCRIPTION Discussion Paper for SIG Meeting on East West Economic Relations TO: (Agency) DELIVER TO: Extension Room No. OVP Mrs. Nancy Beara 298, 050B NSC 376A, OEOB Mr. Jan Rixse JR NS&697-8388 3E854, Perde DOD LTC Edward Buckrall 2E983. Pentago JCS 695-4824 Mr. David Rickford 3408 Main 566-2269 Treasury Mr. David Macdonald 395-5114 200 Winder INFORMATION PER REQUEST CLEARANCE COMMENT FOR: REMARKS:

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45578 MEMO

2 8/25/1981

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ALLEN LENZ TO RICHARD ALLEN RE SIG MEETING

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DEPARTMENT OF STATE

Washington, D.C. 20520

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August 25, 1981

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TO: OVP - Mrs. Nancy Bearg Dyke NSC - Mr. Allen Lenz

NSC - Mr. Allen Lenz DOC - Ms. Jean Jones DOD - Mr. Jay Rixse

JCS - LTC Edward Bucknell Treasury - Mr. David Pickford USTR - Mr. David Macdonald DOE - Mr. Peter Borre

CIA - Mr. Thomas B. Cormack UNA - Amb. Harvey Feldman

SUBJECT: SIG Meeting Summary of Conclusions

Attached is the Summary of Conclusions for the SIG Meeting on East-West Economic Relations held on August 25, 1981.

L. Paul Bremer, III Executive Secretary

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RE SIG MEETING

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RE PARTICIPANTS IN MEETING

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