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File Folder [WASHINGTON SUMMIT, 1987]: SUMMIT (4 of 6)

FOIA

(4 of 7)

S08-095

Box Number BOX 1

12

ID	Doc Type	Document Description	No of Pages	Doc Date	Restrictions
54328	LETTER	CHARLES WICK TO FRANK CARLUCCI	2	11/4/1987	B1
54329	MEMO	COLIN POWELL TO STEPHEN DANZANSKY RE GORBACHEV MTGS. W/BUSINESS LDRS	2	11/20/1987	
		DOCUMENT PENDING REVIEW IN ACCORDANCE WITH E.O. 13233			
54330	MEMO	COLIN POWELL TO STEPHEN DANZANSKY RE GORBACHEV MTGS. W/BUSINESS LDRS [COPY OF DOC 54329]	2	11/20/1987	
		DOCUMENT PENDING REVIEW IN ACCORDANCE WITH E.O. 13233			

Spun 3/24/10 KMU

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

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

- B-1 National security classified information [(b)(1) of the FOIA]
- B-2 Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
- B-3 Release would violate a Federal statute [(b)(3) of the FOIA]
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- B-7 Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
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- B-9 Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

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DEPARTMENT OF STATE

'87 NOV -9 P332

WASHFAX RECEIPT
DEPARTMENT OF STATE

B

S/S #

By dlb

8 13:30
21, 1997
5/17/97

MESSAGE NO. 021753 CLASSIFICATION SECRET No. Pages 4
FROM: LYNN PASCOE S/S 75302 7224
(Officer name) (Office symbol) (Extension) (Room number)
MESSAGE DESCRIPTION MEETING WITH SOVIET ADVANCE TEAM (8732367)

TO: (Agency)	DELIVER TO:	Extension	Room No.
NSC	WILLIAM COURTNEY		
NSC	MARY BELL BATJER		

FOR: CLEARANCE INFORMATION PER REQUEST COMMENT

REMARKS: PLEASE CALL MARY BELL UPON RECEIPT - URGENT!

S/S Officer: 

EXPEDITE



United States Department of State

Washington, D.C. 20520

November 9, 1987

SECRET/SENSITIVE

MEMORANDUM FOR MR. FRANK C. CARLUCCI
THE WHITE HOUSE

Subject: Meeting with Soviet Advance Team

The Soviet advance team for the December 7 summit will meet for the first time with our own November 11. The attached paper outlines points we recommend be considered by the White House and NSC in preparing for that meeting. As will be noted, we suggest focusing discussion on our U.S. scheduling proposals, which we understand to have been reviewed over the weekend by the President. We also highlight certain press, administrative and other issues which might usefully be addressed in an initial meeting.

Department of
By dlb

100
5/18/07

Melvyn Levitsky
Melvyn Levitsky
Executive Secretary

SECRET/SENSITIVE
DECL:OADR

~~SECRET/SENSITIVE~~

Department of State
By dhb

5/17/67

Meeting with Soviet Advance Team
STATE Recommendations

Arrangements

We expect the Soviet side will number between 15 and 20, i.e., their 14 person advance team plus key members of the Embassy staff. Ambassador Dubinin and/or Minister Counselor Kutovoy may attend the initial session with the U.S. team. The Soviets will expect to break into task-oriented working groups following an initial organizing session.

STATE would propose to have the following present from the Department:

Chief of Protocol Roosevelt
Assistant Secretary Ridgway
Deputy Assistant Secretary Simons
STATE Spokesman Redman
EUR/SOV Director Parris
Asst. Chief of Protocol Murdock
EUR/SOV Officer Galassi

Initial Presentation

STATE recommends that the U.S. chair open the meeting with brief welcoming remarks, and then move directly into a review of our proposed schedule. During the course of the walk-through, we could address the following points:

- C Roosevelt*
Intro:
our side
- Arrival: Our assumption is that the Gorbachev's will want to freshen up before the formal arrival ceremony. We are also assuming on the basis of discussions with Ambassador Dubinin that the General Secretary will be prepared to move directly from the arrival ceremony to his first meeting with the President, and that he and Mrs. Gorbachev have no objections to scheduling the State Dinner that same evening.
 - Congress: We will want to preempt any Soviet attempt to suggest a joint session, without putting Gorbachev's nose out of joint. STATE recommends describing the Congressional aspect of the program as a function of two considerations: a desire to provide an opportunity for serious give and take (in individual meetings with the Senate and House leadership); and a desire to honor him with an event involving a large number of Senators and Congressmen (the Library luncheon).

SECRET/SENSITIVE
DECL:OADR

- Vice President's breakfast: STATE's recommendation would be that the breakfast be relatively small -- perhaps 15 -- and focus on the future. In past conversations with the President and Secretary Shultz, Gorbachev has revealed a strong interest in future trends, as well he might given his internal agenda.
- Departure: A Wednesday evening departure would be "cleaner" and provide ideal prime time coverage. Should Gorbachev stay the extra night, the substantive portion of the visit should be wrapped up Wednesday evening. Thursday events could be confined to an informal White House exchange between the two "first families" and the departure ceremony.

Wives Program

We will want to elicit information on Mrs. Gorbachev's particular interests. Some possibilities: the Smithsonian Children's Museum; Children's Hospital; the Air and Space Museum; Kamkin Russian book store (titles she'd never find in Moscow).

Administrative Arrangements

STATE protocol personnel will be available to handle specifics. We can advise the Soviet advance party that, looking toward reciprocal arrangements for a Moscow summit next year, the U.S. is prepared to pay all reasonable costs (hotel, food, transportation, press arrangements) incurred by the Soviet delegation.

Press Arrangements

We would plan to offer the Soviets access to the international press center which will be established for the visit. We would expect similar treatment in Moscow.

We should be prepared to address the question of press ground rules during the visit.

~~SECRET/SENSITIVE~~

- 3 -

Advance Party Schedule

We understand that most of the members of the advance party will be leaving after a week. We should find out which ones will be staying on. We can also note that several of the advance party members has sought visas valid for New York, and use the opportunity to probe on whether Gorbachev is planning a stop in New York.

FYI: STATE is picking up all the expenses of the Soviet advance party on a reciprocal basis. Amb. Roosevelt will be inviting the Soviet party and White House and State Department officials to a lunch, possibly on November 11.

SECRET/SENSITIVE

THE WHITE HOUSE
WASHINGTON

11/9/87

Marlin:

- 1) 11/19 @ 11:00 AM
 - President w/ selected columnists
 - I would suggest a pre-session w/ Baker + Carlucci
 - Let's go over List - ASAP

- 2) 12/3 @ 2:00 PM
 - President w/ network anchors
 - pre-summit piece

JG

OK TG

THE WHITE HOUSE

WASHINGTON

November 10, 1987

MEMORANDUM FOR KEN DUBERSTEIN
COLIN POWELL
TOM GRISCOM ✓
CHUCK REDMAN
MARVIN STONE

FROM: Marlin Fitzwater



We have already begun to receive a deluge of special requests for exclusive photo coverage of various aspects of the Summit.

To ensure fairness and maximum coverage, we are adopting a firm policy of not granting requests for exclusive coverage during the Summit. In Geneva, exclusive "backstage" coverage was granted to one magazine. It created numerous enemies and complaints of outrage. The additional coverage from this magazine was negligible. We granted no exclusives in Iceland, and came home with no complaints about coverage arrangements and, good pictures.

A news event the magnitude of the Summit should not belong to any one publication; and we would be far better off to treat everyone the same. If there are some "special moments" behind the scenes, we plan to release our own White House pictures.

As you may be receiving some requests for special coverage, I would appreciate your referring them to us for response. We will try to ensure that everyone has an equal opportunity to photograph the Summit.

Many thanks.

cc: Mark Weinberg
Gary Foster
Dave Johnson

THE WHITE HOUSE

WASHINGTON

November 10, 1987

MEMORANDUM FOR COLIN POWELL
FRED RYAN

FROM: TOM GRISCOM 

SUBJECT: INF Events

Attached is an approved list of INF events that I wanted to forward to you for scheduling purposes.

Please let me know if you have any questions.

Thanks.

INF EVENTS

- November 12: Conservatives meeting
- November 16: D.C. speech; meeting with political activists
- November 20: Pre-Brief at Pentagon: news columnists
- November 23: Tape Thanksgiving Day Message
- November 24: Travel day to California
Go to location where SDI research underway, such as Denver; do tour and then address regular citizen lunch
- November 26: Thanksgiving Day message broadcast (offer to Soviets)
- November 28: Briefing session at Ranch
- November 30: Broad-based meeting: business, labor, etc.
- December 1: Travel day to South
Go to high school audience and talk about future and impact treaty will have on future citizens
- December 3: Human rights event
- December 4: Network anchors interview
- December 7-9: Summit (see attachment)
- December 10: Congressional briefing with foreign affairs and armed services members
- December 11: South Lawn send-off for President

11/10/87 11:00am

THE WHITE HOUSE
WASHINGTON



Senator:

This is a

BIG NO!!

in December

— [Handwritten signature]

THE WHITE HOUSE
WASHINGTON

Date: 11-12-87

FOR: HHB / TG
FROM: KEN DUBERSTEIN

- Action
- Your Comment
- Let's Talk
- FYI

WITHDRAWAL SHEET

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Collection Name

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RB 5/13/2008

W

File Folder

[WASHINGTON SUMMIT, 1987]: SUMMIT (4 OF 6)

FOIA

S08-095

Box Number

BOX 1

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<i>ID</i>	<i>Document Type</i> <i>Document Description</i>	<i>No of</i> <i>pages</i>	<i>Doc Date</i>	<i>Restrictions</i>
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THE WHITE HOUSE

WASHINGTON

November 12, 1987

MEMORANDUM FOR SUMMIT WORKING GROUP

FROM: JAMES L. HOOLEY *JLH*

SUBJECT: FRIDAY SCHEDULE

Below please find a schedule of Summit planning activities for Friday, November 13, 1987. Along with each activity is a manifest for those working group members expected to participate in each particular event.

10:00 a.m. Aircraft Arrival Ceremony Walk-through at Andrews Air Force Base.
Vans will depart West Basement at 9:15 a.m.

Grey Terry
Gary Foster
Kim O'Brien
Steve Chealander
Ken Bassmann
Dick Griffin
John Simpson

12:30 p.m. Working "Reciprocal" Lunch at Soviet Embassy.
Vans will depart West Basement at 12:20 p.m. Please notify Kim O'Brien at ext. 7565 if you need transportation.

Ambassador Selwa Roosevelt
Thomas C. Griscom
Marlin Fitzwater
Ambassador Rozanne L. Ridgway
Colin Powell
Jack Courtemarche
James L. Hooley
Fritz W. Ermarth
Mark Weinberg
Robert Hall
Tim Towell
Marybel Batjer
Tyrus W. Cobb

11/12/87 3:30 p.m.

Lunch Participants (cont.)

Mark Parris
Grey Terry
Gary Foster
Michael Lake
Joseph Brennan
Kimberly O'Prien
Bunny Murdock
Chryss Galassi
Major Steve Chealander
Ken Bassmann
Sam Watson
Ray Shaddick
Dick Griffin
Steve Harrison
Rob Degan
William Hopkins

(T) 3:00 p.m. Our Soviet guests will attend the President's departure in the afternoon. Following the departure, they will be given a tour of the State Floor and the West Wing. The following should plan to accompany the Soviets on the tour:

Jack Courtemanche
Jim Hooley
Marybel Ratier
Bunny Murdock
Linda Faulkner
Gary Foster
Rob Hall
Grey Terry
Steve Chealander
Ken Bassmann
Dick Griffin
Steve Harrison
Bob Degan
Interpreter

(T) 4:15 p.m. All members of the Working Group should plan to attend a bilateral meeting in the Roosevelt Room.

11/12/87 3:30 p.m.

THE WHITE HOUSE

WASHINGTON

November 12, 1987

MEMORANDUM FOR

FROM: THOMAS C. GRISCOM *mg*
ASSISTANT TO THE PRESIDENT FOR
COMMUNICATIONS AND PLANNING

COLIN L. POWELL *CP*
DEPUTY ASSISTANT TO THE PRESIDENT
FOR NATIONAL SECURITY AFFAIRS

SUBJECT: SUMMIT OPERATING PROCEDURES

In order to facilitate and compress discussions with the Soviet advance team during the time that they are in Washington preparing for General Secretary Gorbachev's visit, we are dividing into two groups. One group will be concerned with the negotiation of overall schedule issues. This will involve a limited number of persons, who will pass on any decisions or information from this group to their respective offices and agencies for action.

A second Working Group will be comprised of those offices and individuals who will have operational responsibility for carrying out the decisions made by the first group. We anticipate that the Working Group will meet, as a group, with their Soviet counterparts on a regular daily basis. This will ensure a smooth flow of communication and information.

We have communicated with the Soviet advance team on this plan, and they are in agreement. Beginning with the meeting to be held on outstanding scheduling items later today, the Soviet numbers will be limited.

Accordingly, the following persons will participate in that meeting; and will be notified by telephone of the time and location. (Senior representatives of the persons listed below will be accepted as substitutes, but not as additions to the list.)

Amb. Roosevelt
T. Griscom
Amb. Ridgway
Gen. Powell
M. Fitzwater
J. Courtemanche
J. Hooley
M. Batjer
R. Shaddick

We would expect that the following persons or their representatives would participate in the Working Group Sessions to be held daily.

M. Batjer (Chair)
K. Bassman
S. Chealander
F. Ermarth
P. Galassi
R. Griffin
R. Hall
J. Hooley
B. Murdoch
M. Parris
T. Simons
M. Weinberg
Other NSC Reps.
Other Advance Office Reps.
Other USSS Reps.
Other WHCA Reps.

Thank you for your cooperation and assistance.

THE WHITE HOUSE

WASHINGTON

PROPOSED SUMMARY SCHEDULE

MONDAY, DECEMBER 7, 1987

- 4:30 p.m. General Secretary and Mrs. Mikhail Gorbachev arrive Andrews Air Force Base. Met by: Secretary of State George Shultz; Brief arrival ceremony TBD.
- 5:15 p.m. General Secretary and Mrs. Gorbachev arrive at residence.

NO FURTHER EVENTS PLANNED

TUESDAY, DECEMBER 8, 1987

- 10:00 a.m. Arrival ceremony at The White House -- South Lawn. Remarks with interpretation. Participants: President and Mrs. Reagan and General Secretary and Mrs. Gorbachev.
- 10:30 a.m. President Reagan and General Secretary Gorbachev meeting (Oval Office).
- NOTE: Mrs. Reagan and Mrs. Gorbachev have brief coffee in Residence.
- 11:45 a.m. Meeting concludes.
- LUNCH -- OPEN
- 1:20 p.m. General Secretary Gorbachev arrives Diplomatic Entrance and proceeds to Red Room.
- 1:25 p.m. General Secretary Gorbachev is greeted by The President; proceed to East Room.
- 1:45 p.m. Ruffles and Flourishes; Announcement; Arrive East Room for INF signing ceremony.
- 2:15 p.m. Treaty signing ceremony concludes. Proceed to State Dining Room. Arrive State Dining Room and be seated for televised messages.
- 2:25 p.m. Broadcast messages to the American and Soviet people.
- 3:00 p.m. Conclude broadcast and return to Oval Office.

11/12/87 8:45 a.m.

3:15 p.m. President Reagan and General Secretary Gorbachev meeting (Oval Office).

4:00 p.m. Meeting concludes.

4:10 p.m. Bid farewell and depart The White House.

NOTE: General Secretary Gorbachev may host private meeting with business group.

7:00 p.m. State Dinner at The White House.

9:00 p.m. Dinner concludes.

WEDNESDAY, DECEMBER 9, 1987

(8:00 a.m.) General Secretary Gorbachev arrives at Vice President Bush's Residence for breakfast meeting with American group.

10:00 a.m. President Reagan and General Secretary Gorbachev meeting (Oval Office).

12:00 Noon Meeting concludes. General Secretary Gorbachev departs and arrives Department of State for lunch.

12:30 p.m. Luncheon at Department of State, hosted by Secretary of State George Shultz.

NOTE: President Reagan has lunch/staff time at The White House.

2:30 p.m. President Reagan and General Secretary Gorbachev meeting (Oval Office).

NOTE: At 3:45 p.m., Mrs. Gorbachev arrives for coffee with Mrs. Reagan in Residence (Photo opportunity).

3:55 p.m. Meeting concludes. President Reagan escorts General Secretary Gorbachev to Residence.

4:15 p.m. Bid farewell and General Secretary and Mrs. Gorbachev depart the White House for residence.

7:00 p.m. President and Mrs. Reagan arrive Soviet Embassy for reciprocal dinner.

9:00 p.m. The President and Mrs. Reagan depart Soviet Embassy.

8:00 a.m. President Reagan and General Secretary Gorbachev arrive U.S. Capitol for breakfast meeting with Congressional Leaders. (Remarks)

9:00 a.m. President Reagan departs U.S. Capitol for The White House.

NOTE: General Secretary Gorbachev has meeting with members of Senate Armed Services, Foreign Relations and Intelligence Committees.

10:00 a.m. President Reagan and General Secretary Gorbachev meeting (Oval Office).

1:30 p.m. Departure Ceremony. Program TRD

NOTE: General Secretary Gorbachev is expected to hold a news conference at 3:00 p.m. and brief cocktail reception. Expected departure from Andrews Air Force Base: 6:30 p.m.

9:00 p.m. President Reagan addresses Joint Session of Congress. Address expected to be carried on WorldNet.

THE WHITE HOUSE
WASHINGTON

Date: 11/10/87

FOR: *Fred Ryan*

FROM: TOM GRISCOM

- Action
- Your Comment
- Let's Talk
- FYI

Pat on pre-Summit
Sharp *JK*

THE WHITE HOUSE
WASHINGTON

TG -
FYI
→

Date: November 9, 1987

TO: Karen Fuller

FROM: MAX GREEN *MG*
Associate Director
Office of Public Liaison
Room 198 OEOB, Ext. 6270

The attached is for your:

- | | |
|---|---|
| <input type="checkbox"/> Information | <input type="checkbox"/> Review & Comment |
| <input type="checkbox"/> Direct Response | <input type="checkbox"/> Appropriate Action |
| <input type="checkbox"/> Draft Letter | <input type="checkbox"/> Signature |
| <input type="checkbox"/> File | <input type="checkbox"/> Other |
| <input type="checkbox"/> Please Return By _____ | |

Comments:

The assignment of the enclosed letter was given to Scheduling. I thought that Tom Griscom should see it too. Our office will submit a schedule proposal.

PAUL. WEISS, RIFKIND, WHARTON & GARRISON

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DOMINIQUE FARGUE**
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EUROPEAN COUNSEL

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JOSE E TRIAS
DAVID T WASHBURN
ALFRED O YOUNGWOOD
NORMAN ZELENKO

(212) 373-3237

November 5, 1987

*NOT ADMITTED TO NEW YORK BAR
**COUNSEL JURIDIQUE IN FRANCE ONLY

The Honorable Ronald Reagan
President of the United States
The White House
Washington, DC

Dear Mr. President:

First, I want to congratulate you and your entire Administration for the persistent and effective way in which you have pushed the cause of Soviet Jewry in your negotiations at the Summits in Geneva and Reykjavik, and in the preparatory work of the upcoming Summit in Washington. Truly, you and Secretary Shultz have made the cause of Soviet Jewry that of America, and by your leadership, the cause of much of the West.

I have read, with the greatest satisfaction, the text of the joint Soviet-American announcement of the scheduled meeting in Washington, and especially the portion that reads:

"The President and the General Secretary attach the highest importance to holding a substantive meeting which covers the full range of issues between the two countries -- arms reductions, human rights and humanitarian issues, settlement of regional conflicts and bilateral relations -- and which makes significant headway over the full range of these issues."

I need not tell you that only your efforts and those of your Administration could have caused the Soviets to acknowledge Human Rights as an appropriate subject for international discussion, and not (as the Soviets had contended in the past), a domestic and internal matter. This is but another example of how your persistence has paid off.

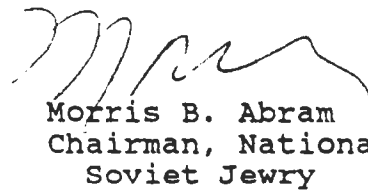
The upcoming Summit may well determine the fate of 2,000,000 Soviet Jews -- whether those who wish to leave may do so (as is their right under the Helsinki Accords and other agreements) and whether those who elect otherwise, may lead a full cultural and religious life as Jews in the USSR.

As you prepare for this historic meeting, I request that you receive a small delegation of Jewish leaders so that we may exchange views and express our deep appreciation of your leadership in this vital endeavor. This will also highlight the importance of this item on the Summit agenda.

I must say, Mr. President, that in planning for the Washington mobilization on Sunday, December 6, we have emphasized, over and over again, that this demonstration will be in support of your negotiating position at the Summit. We would, of course, like to say this to you when, and if, we can meet.

With great respect, I am

Ever,



Morris B. Abram
Chairman, National Conference on
Soviet Jewry

Chairman, Conference of Presidents of
Major American Jewish Organizations

/vc

BY HAND

bcc: Mr. Max Green

THE WHITE HOUSE
WASHINGTON

Date: 11/16/87

FOR: *COUN POWELL*

FROM: TOM GRISCOM

- Action
- Your Comment
- Let's Talk

FYI

+ Return please

THE WHITE HOUSE
CORRESPONDENCE TRACKING WORKSHEET

*Tom Gissom for F0006-11
draft response*

INCOMING

DATE RECEIVED: NOVEMBER 09, 1987

NAME OF CORRESPONDENT: MR. JAMES H. GIFFEN

SUBJECT: FORWARDS COPY OF LETTER TO GENERAL SECRETARY
GORBACHEV CONCERNING HIS UPCOMING VISIT

ROUTE TO: OFFICE/AGENCY	(STAFF NAME)	ACTION		DISPOSITION	
		ACT CODE	DATE YY/MM/DD	TYPE RESP	C COMPLETED D YY/MM/DD
HOWARD BAKER		ORG	87/11/09		C 87/11/13
<i>COCAMA</i>	REFERRAL NOTE:	A	87/11/13		
<i>CM Giss</i>	REFERRAL NOTE:	D	87/11/13	CSBAKI	
	REFERRAL NOTE:				
	REFERRAL NOTE:				
	REFERRAL NOTE:				

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COMMENTS:

ADDITIONAL CORRESPONDENTS: MEDIA:L INDIVIDUAL CODES: _____
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* * *CORRESPONDENCE: *
*A-APPROPRIATE ACTION *A-ANSWERED *TYPE RESP=INITIALS *
*C-COMMENT/RECOM *B-NON-SPEC-REFERRAL * OF SIGNER *
*D-DRAFT RESPONSE *C-COMPLETED * CODE = A *
*F-FURNISH FACT SHEET *S-SUSPENDED *COMPLETED = DATE OF *
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*R-DIRECT REPLY W/COPY * * *
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REFER QUESTIONS AND ROUTING UPDATES TO CENTRAL REFERENCE  
(ROOM 75,OE0B) EXT-2590  
KEEP THIS WORKSHEET ATTACHED TO THE ORIGINAL INCOMING  
LETTER AT ALL TIMES AND SEND COMPLETED RECORD TO RECORDS  
MANAGEMENT.

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# US-USSR Trade and Economic Council, Inc.

James H. Giffen  
President

November 6, 1987

Dear Senator Baker,

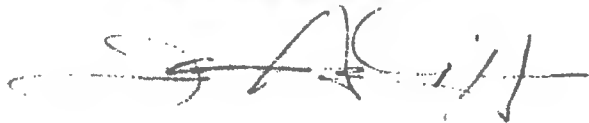
Dwayne Andreas asked that I send you a copy of a letter we recently sent to General Secretary Gorbachev with respect to his upcoming visit to the US.

Yesterday, we met with Ambassador Dubinin and he suggested that perhaps a 30-minute meeting with the American directors of the Council at the Soviet Embassy together with the Chairman of the five members of the American Trade Consortium as well as myself might be most appropriate. The members of the American Trade Consortium are outlined in the attached letter and I have also attached a list of the current and proposed directors of the US-USSR Trade and Economic Council.

Dwayne said he would be discussing this with you.

If you have any questions, please do not hesitate to contact me.

Very truly yours,



Senator Howard Baker  
The White House  
Washington, DC 20500

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

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THE WHITE HOUSE

WASHINGTON

November 16, 1987

Dear Mr. Ambassador:

Enclosed is a VHS format copy of President Reagan's last address to a Joint Session of the Congress in January of this year.

As I mentioned to Mr. Marchuk on the telephone earlier, this tape should give you a complete picture of all aspects of a Joint Session of the Congress. After you review the tape, if you have further questions, please contact me.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tom Griscom', with a long horizontal flourish extending to the right.

Thomas C. Griscom  
Assistant to the President  
for Communications and Planning

His Excellency  
Yuriy Vladimirovich Dubinin  
Ambassador of the Union of  
Soviet Socialist Republics  
1125 16th Street, N. W.  
Washington, D. C. 20036

Attention. Boris Marchuk

SECRET

8552

NATIONAL SECURITY COUNCIL  
WASHINGTON, D.C. 20506

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to Jam  
GRACOM  
CW

INFORMATION

November 20, 1987

MEMORANDUM FOR COLIN L. POWELL

FROM: STEPHEN I. DANZANSKY ✓

SUBJECT: Gorbachev Meetings with Business Leaders During  
The Summit

Yesterday's Wall Street Journal cited U.S. officials indicating Gorbachev's desire to meet privately with U.S. business leaders on the edges of the Summit. Although we will have little control over these types of events, they will have implications for how the Summit will play in the business press and how we structure Presidential statements or joint communiques.

My concern is that the business community (and possibly Commerce) wants an expression of support from the President at the Summit (through a statement or communique) for increased economic ties with the Soviet Union, primarily through more joint ventures between Soviet and US firms. It is a bad idea to get the President involved in broadly endorsing these enterprises because:

- o The primary Soviet interest in joint ventures is to increase their access to technology and managerial expertise in support of both their defense and economic base. Joint ventures in strategic or gray areas have the potential for complicating export control enforcement. And while we should not discourage non-strategic trade and economic cooperation, we must recognize that increased efficiencies in the Soviet consumer sector will free up resources that can be applied to defense.
- o At this early stage (the Soviets only changed the rules in January), the President should not be endorsing what could turn out to be dubious ventures from a commercial standpoint. The Soviet rules are very restrictive and the non-convertibility of the ruble remain a stumbling block to profit repatriation. Caveat emptor should be our counsel to U.S. business.
- o Any increased economic cooperation must be accompanied by movement toward a more open market-oriented system, improvements in human rights and emigration, and demonstrated progress on other bilateral political issues. This has been and should remain our policy toward joint ventures, Soviet "market" opportunities, and Soviet initiatives to join multilateral economic institutions (GATT, World Bank, IMF, etc.).

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Declassify on: OADR

DECLASSIFIED  
White House Guidel, August 23, 1997  
By DA NARA, Date 5/12/07

Thus, it will be important to avoid communique language or statements that are overly supportive of the Soviets efforts with the U.S. business community. This will require attention to the timing as well as substance of any statements to the business press covering the Summit.

We will be closely tracking any proposed independent business events so that they can be factored into Summit schedule planning and the crafting of relevant statements or communiques.

Prepared by:  
David Tarbell

TE  
Fritz Ermarth and Bob<sup>ED</sup> Dean concur.

A large handwritten checkmark is positioned above a stylized signature or set of initials.

## Gorbachev May Court Business Leaders During His Summit Trip to Washington

By ELLEN HUME and GERALD F. SEIB  
Staff Reporter of THE WALL STREET JOURNAL

WASHINGTON—Soviet leader Mikhail Gorbachev wants to meet privately with American business representatives during his summit visit to Washington the week of Dec. 7, presumably to discuss American trade and investment in the Soviet Union, U.S. officials said.

Mr. Gorbachev's desire to court American business executives illustrates the importance the Soviet leader attaches to economic and trade issues. His top priority is to revitalize the sluggish Soviet economy, and Soviet experts inside and outside the government assume that one of Mr. Gorbachev's main tactics is to increase Western investment.



Mikhail Gorbachev

Soviet officials who visited here last week to plan Mr. Gorbachev's three-day visit told their American counterparts they wanted to leave time in the schedule for meetings with U.S. business leaders. The Soviets didn't specify the purpose of the meetings, but "you've got to believe they want to talk about investment," said one White House official. The Soviets may send their final scheduling proposals to the White House as early as today, the official said.

The Soviet Embassy in Washington yesterday declined to comment, saying it couldn't release any information about Mr. Gorbachev's schedule until details are made final.

Mr. Gorbachev is believed to be particularly interested in investment projects that will provide advanced technology the Soviets haven't been able to develop themselves. He is likely to court firms that make sophisticated oil-drilling equipment and machine tools and some telecommunications equipment. For security reasons, it is unlikely the U.S. would allow computer companies to participate in any broader trade agreements.

### Right Says No

If the summit goes well, some trade experts believe the U.S. is likely to be prepared for some new trade agreements in non-strategic sectors of the Soviet economy. But conservatives already have signaled that they are prepared to fight any

such concessions to the Soviets. They are likely to argue, for instance, that Jewish emigration still doesn't approach the levels seen in the late 1970s.

The Soviets recently have allowed larger numbers of Jews to emigrate, which may be part of an effort to persuade the U.S. to ease trade restrictions and, possibly, even repeal the so-called Jackson-Vanik amendment. Under that law, passed in 1974, the U.S. can't grant favorable trading status or certain government credits and guarantees to the Soviet Union as long as it severely restricts the right of citizens to emigrate. President Reagan is expected to bring up the issue of Soviet emigration when he meets with the Soviet leader.

U.S. businesses for some time have traded with the Soviet Union, but they have only recently begun to negotiate investments there. In January, the Soviets made it legal for certain designated Soviet organizations to enter into ventures that allow some foreign ownership and management participation.

### Getting Involved

While Western Europeans were the first to take advantage of the new policy, about 20 American concerns now have made proposals. Last week, for instance, Combustion Engineering Inc. announced a formal agreement for a five-year venture with the Soviet ministry of oil refining and petrochemical industries to upgrade some Soviet refineries. Investment will amount to \$16 million the first year, divided between U.S. and Soviet participants, according to a Combustion Engineering spokesman.

Though the summit is just weeks away, few arrangements have been settled. If all goes well, a White House official said, the treaty on intermediate-range nuclear missiles will be signed early Dec. 8, leaving the rest of the visit, through Dec. 10, for substantive discussions of strategic-arms limitations, regional foreign-policy issues and human rights.

At the invitation of the president, Mr. Gorbachev is expected to address a joint meeting of Congress. Administration aides have urged in particular that Mr. Gorbachev address the Senate, which will be voting to ratify the arms agreement. But the suggestion of Congress even granting an audience to the Soviet leader has stirred passions. While House Speaker James Wright (D., Texas) has called for a civil reception for the head of state, many Republicans have objected vociferously, some threatening to walk out on Mr. Gorbachev.



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