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# WITHDRAWAL SHEET

## Ronald Reagan Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
1. memo	to Eric Melby re: security risks inherent in western joint ventures with the USSR (1p)	3/9/88	P-1
2. attachment report	re: security risks inherent on wester joint ventures with the USSR (4pp)	3/9/88	P-1
3. memo	from Richard Clarke to S. Danzansky re: USSR GATT (2pp)	3/8/88	P-1
4. cable	from US Mission Geneva to Sec. of State re: new article on Soviet views on GATT membership (3pp)	3/3/88	P-1
5. memo	from S. Danzansky to John Negroponte re: JCC meeting, Thures., March 3, 9 am (2p) <span style="float: right;">Folder 9</span>	3/2/88	P-1, P-5
6. cable	to White House Situation Room (3pp) <span style="float: right;">Folder 10</span>	3/1/88	P-1
7. memo	to Verity and Danzansky re: memorandum of conversation with Soviet economist Oleg Bogomolov (1p)	3/1/88	P-1
8. attachment	memorandum of conversation (2pp)	n.d.	P-1
9. NSC tracking sheet	(1p)	2/29/88	P-1
10. memorandum of conversation	at Kremlin (8pp)	2/22/88	P-1
11. memo	from Paul schott Stevens to Melvin Levitsky re: US-USSR Working Group of Experts meeting (1p)	2/25/88	P-1
12. memo	from Gerald McKiernan to P.S. Stevens re: US-USSR Working Group of Experts meeting (1p)	2/17/88	P-1
COLLECTION: DANZANSKY, STEPHEN I.: Files			db
FILE FOLDER: Soviet Union (JCC) <del>15 of 71</del> <span style="float: right;">(10 of 13) RAC Box 12</span> <del>Box 91819</del>			12/5/94

### RESTRICTION CODES

**Presidential Records Act - [44 U.S.C. 2204(a)]**

- P-1 National security classified information [(a)(1) of the PRA].
- P-2 Relating to appointment to Federal office [(a)(2) of the PRA].
- P-3 Release would violate a Federal statute [(a)(3) of the PRA].
- P-4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA].
- P-5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA].
- P-6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA].

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

- F-2 Release could disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA].
- F-7 Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA].
- F-8 Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA].
- F-9 Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA].
- C. Closed in accordance with restrictions contained in donor's deed of gift.

# WITHDRAWAL SHEET

## Ronald Reagan Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
13. memo	from P.S. Stevens to G. McKiernan re: US-USSR Working Group of Experts meeting (1p)	2/25/88	P-1
14. memo	from S. Danzansky to P.S. Stevens re: notification of US-USSR Working Group of Experts meeting (1p)	2/22/88	P-1
15. memo	from C. Powell to Chief of Staff re: Joint US-USSR Commercial Commission (JCC) meeting (2pp)	2/25/88	P-1
16. report	re: overview of US-Soviet trade issues for Joint US-USSR Commercial Commission in Moscow, March 15-16, 1988 (12pp)	n.d.	P-1, P-5
COLLECTION: DANZANSKY, STEPHEN I.: Files			db
FILE FOLDER: Soviet Union (JCC) <del>{5 of 7}</del> <del>Box 91819</del> (10 of 13) RAC Box 12			12/5/94

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REQUEST FOR APPOINTMENTS

To: Officer-in-charge  
Appointments Center  
Room 060, OEOS

Please admit the following appointments on Thursday, March 3, 19 88  
for John D. Negroponte of WH  
(NAME OF PERSON TO BE VISITED) (AGENCY)

CLARKE, Robert	4/27/42
LAUN, Louis	5/19/20
SIMONS, Thomas	9/4/38
WALLIS, Allen	11/5/12
VARGO, Frank	3/11/42

MEETING LOCATION

Building <u>White House</u>	Requested by <u>Patricia Battenfield</u>
Room No. <u>1st Floor, West Wing</u>	Room No. <u>365</u> Telephone <u>4985</u>
Time of Meeting <u>9:00 a.m.</u>	Date of request <u>March 2, 1988</u>

Additions and/or changes made by telephone should be limited to three (3) names or less.

APPOINTMENTS CENTER: SIG/OEOS - 395-6046 or WHITE HOUSE - 456-6742

JCC (5 of 7)  
Panzansky

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JCC (5047)  
Danzansky

# RONALD W. REAGAN LIBRARY

THIS FORM MARKS THE FILE LOCATION OF ITEM NUMBER 15 LISTED ON THE  
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CONCRETE STEPS TO BE TAKEN BY THE  
JOINT US-USSR COMMERCIAL COMMISSION  
- TO EXPAND US-SOVIET TRADE AND ECONOMIC RELATIONS

PROPOSED BY THE U.S. DELEGATION TO THE  
US-USSR WORKING GROUP OF EXPERTS  
FEBRUARY 18-19, 1988

The U.S. delegation stressed the relationship between trade and the overall bilateral relationship, stating its hope that further improvements in other aspects of the relationship would be such as to permit fundamental improvements in the underlying conditions for trade relations. The delegation drew particular attention to the U.S. policy of the relationship between MFN and emigration.

Within the context of the overall relationship, the U.S. delegation expressed the strong interest of the U.S. side in increasing mutually beneficial bilateral trade and economic relations. The delegation pointed to the Summit Statement's instructions to the Joint Commission to develop concrete ways of expanding trade and economic relations.

In pursuit of this objective, the U.S. delegation proposed that the 10th session of the US-USSR Joint Commercial Commission agree on a series of specific steps that would improve the conditions and prospects for doing business in the USSR. The delegation expressed its interests in further steps to create a business climate which would allow viable contracts or joint venture agreements in non-strategic areas to be signed. In addition, the delegation noted the strong U.S. business interest in seeing the Soviet side focus on concluding some long-standing contract negotiations that have been underway with U.S. firms.

The U.S. delegation proposed agreement on the following concrete measures:

Improving Marketing Access and Information.

The the Soviet side would agree to establish mechanisms creating a greater marketing transparency. In particular, the U.S. seeks: (1) an information clearing center on the specific import requirements of Soviet entities having decentralized importing authority; (2) information sufficient to allow U.S. companies to reach the holders of key trade positions in the reorganized Soviet trade structure; and (3) Soviet endorsement of a U.S. "Commercial Newsletter" to be sent to those individuals on a periodic basis.



As the Soviet trade structure changes, a central trade information center of import requirements would benefit both sides. A greater number of U.S. and other companies would be able to more readily determine what products and services Soviet enterprises wanted to import. Soviet enterprises would find more bidders as a result, meaning more competition and lower prices. The central trade information center would have no role in trade decisions. It would be only a depository of information. The U.S. side provided a copy of the "Commerce Business Daily" as an example of a central information source on U.S. government contracts.

Provision of lists of Soviet trade decision makers and official endorsement of a commercial newsletter would greatly improve the ability of U.S. companies to offer their products in the Soviet market, improving their business prospects and also improving the prospects that Soviet buyers would find better products at better prices. Copies of U.S. Commercial Newsletters distributed in other countries were provided to the Soviet delegation.

#### Initiating a Trade Missions Program.

The United States would initiate a program of trade missions and company seminars in the USSR in non-strategic areas of interest to both countries. The Soviet side would agree to facilitate this program by providing appropriate assistance to help the missions identify and meet prospective business partners.

#### Establishing High Potential Sectoral Working Groups.

Both sides would agree to establish sectoral working groups to expand trade in peaceful industry sectors where both agree the potential for trade and economic cooperation is highest. These groups would provide a continuing means of following up on business proposals and identifying particular trade prospects. They would facilitate the prospects of buyers and sellers establishing contact, and would help reduce time delays and problems that have delayed the completion of business arrangements. The U.S. delegation proposes that the first groups be established in food processing, energy equipment, construction equipment, and medical equipment.

#### Forming a Tourism Working Group.

Believing that tourism in the USSR represents significant potential for expanding mutually beneficial business, both sides would agree to establish a tourism working group under the JCC for the purpose of facilitating resolution of tourism-related commercial issues. Such a working group could open new possibilities for cooperation between U.S. travel suppliers and Soviet organizations in the area of tourism in the USSR. Subjects could also include possibilities for cooperation with U.S. hotel corporations. The group could also explore joint venture opportunities between Soviet organizations and U.S. hotel firms and other firms in the tourism industry.

Facilitating Use of the US Commercial Office in Moscow.

The Soviet side would agree to encourage Soviet trade executives and end users to utilize the facilities of the U.S. Commercial Office (USCO) in Moscow. USCO maintains a well equipped commercial library containing commercial directories and other information on products and services available from U.S. companies. Entry to USCO is presently barred by police unless visitors have specific authorization. The U.S. delegation seeks Soviet agreement to have open access to USCO with no authorization needed, and also seeks an open letter to the Soviet trading community from Chairman Kamentsev or Minister Katushev encouraging them to visit and use the USCO facilities -- to find U.S. suppliers, but also to find prospective U.S. customers as well.

In addition, the U.S. delegation seeks the agreement of the Soviet side that the State Committee on Science and Technology (GKNT) will cooperate fully in providing the necessary facilitation assistance to single company shows and seminars at USCO. The Foreign Trade Ministry has provided the support agreed at earlier JCC meetings, but GKNT has not, despite repeated requests. Lack of such support, particularly GKNT's encouragement of end users to visit the shows and seminars, is a significant obstacle to the successful use of USCO.

Improving Business Facilities..

The Soviet side would agree to take steps to improve business facilities for U.S. companies operating in the USSR. U.S. companies, like other Western firms, face high rents and phone bills, difficulties in being able to hire personnel, problems with office space, and other impediments. Soviet efforts to improve the work environment for U.S. firms could aid considerably in facilitating bilateral business.

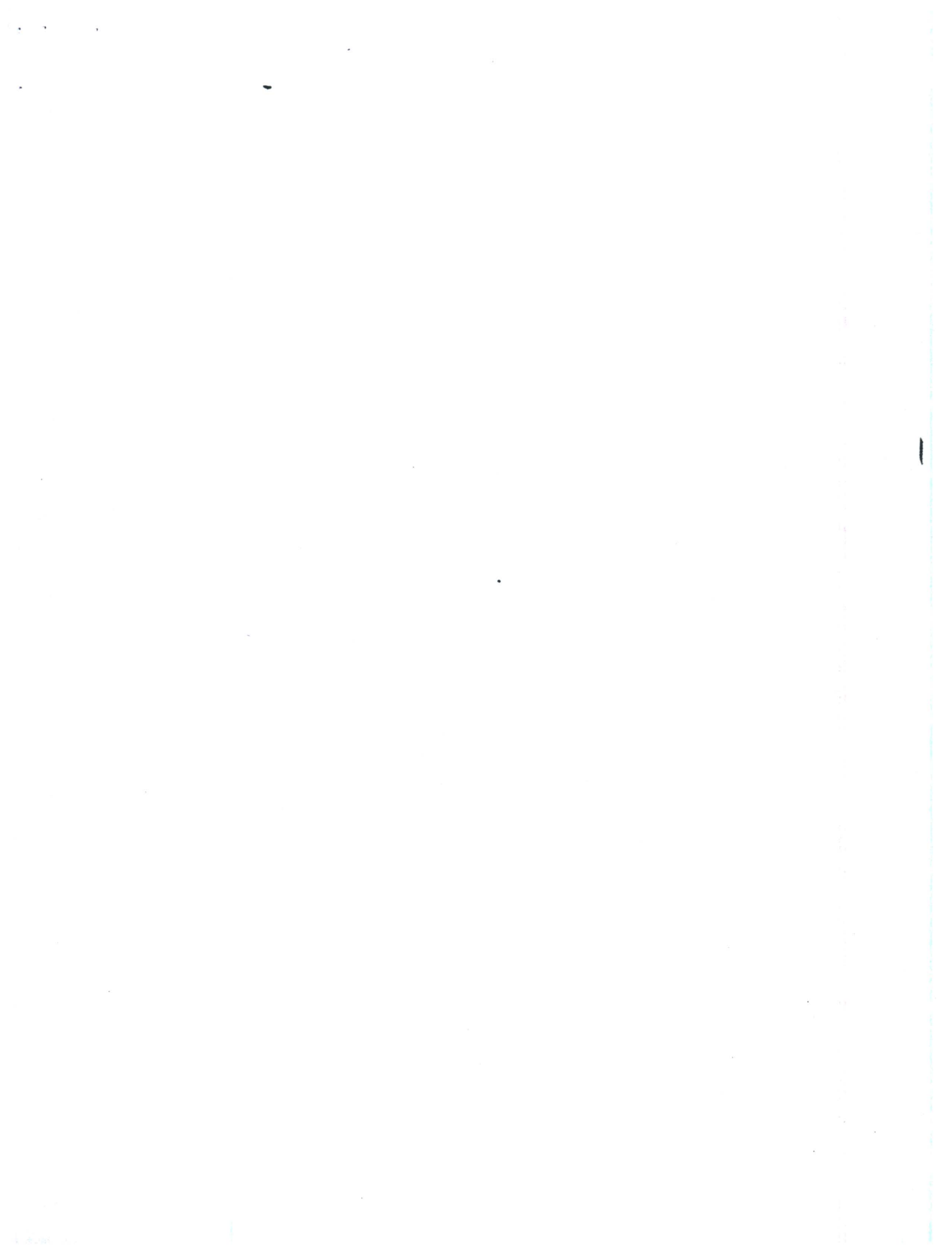
Creating a Working Group on Foreign Investment In USSR.

Both sides would agree to create a joint working group to study the conditions affecting foreign investment in the USSR, including joint ventures. The Soviet joint venture law opens up new opportunities in nonstrategic commerce, but also raises questions of uncertainty, and hence risk. The Working Group would be comprised of government and industry representatives from both countries. It would explore incentives and impediments associated with foreign investment in the USSR, and would focus on the conditions for safeguards in areas such as dispute settlement and intellectual property rights protection.

Establishing a Joint US-USSR Legal Seminar Series on Business Law.

Both sides would agree to establish a legal seminar involving government and private lawyers from both countries. The ongoing reform of the USSR's foreign trade sector as well as the domestic economy will significantly change the forms and methods of doing business for Western companies. The goal would be a greater understanding of the practical legal aspects of business dealings between U.S. firms and the USSR. The first US-Soviet seminar would be proposed for mid 1988.

Explaining Trade Reform Measures. The U.S. delegation seeks a discussion at the JCC regarding the Soviet trade reform measures. The U.S. side seeks details on the functioning of the entities that are obtaining foreign trade rights, and how these entities will relate to the Foreign Economic Commission, the Ministry of Foreign Economic Relations, and other government entities. The U.S. delegation seeks to understand the scope of the reforms, and to learn the extent to which Soviet enterprises will be permitted to contract directly with foreign suppliers and customers. The U.S. side also seeks to ascertain how restraints on trade will be imposed. For example, would import restraints be for balance of payments or other internationally recognized reasons only? Would restraints be in a fully transparent manner?



JCC 130511  
Danzansky

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2/11/88

Soviet delegation to Experts Meeting beginning Feb. 18

Yury Znamensky, First Dep Chief of Division for Cap and Develop Countries, State Foreign Economic Commission

Nikolay Zinoviev, Administration Chief, Ministry of Foreign Economic Relations

Vladimir Akulin, Advisor, USA Dept., Ministry of Foreign Affairs

Alexander Komarov, Dep Chief of Legal Department, Ministry of Foreign Economic Relations

Vladimir Mordasov, Dep Chief, Main Engineering and Technical Administration, Ministry of Foreign Economic Relations

Aleksey Volkov, Senior Secretary, Secretary of Joint U.S.-Soviet Commission on Fisheries, Ministry of Fisheries



Tentative U.S. Delegation to JCC

Commerce

Secretary Verity, Chairman  
Under Secretary Donna Tuttle  
Acting Under Secretary Paul Freedenberg  
Assistant Secretary Louis Laun  
Deputy Assistant Secretary Frank Vargo

State

Under Secretary Allen Wallis  
EUR/SOV - Robert Clarke

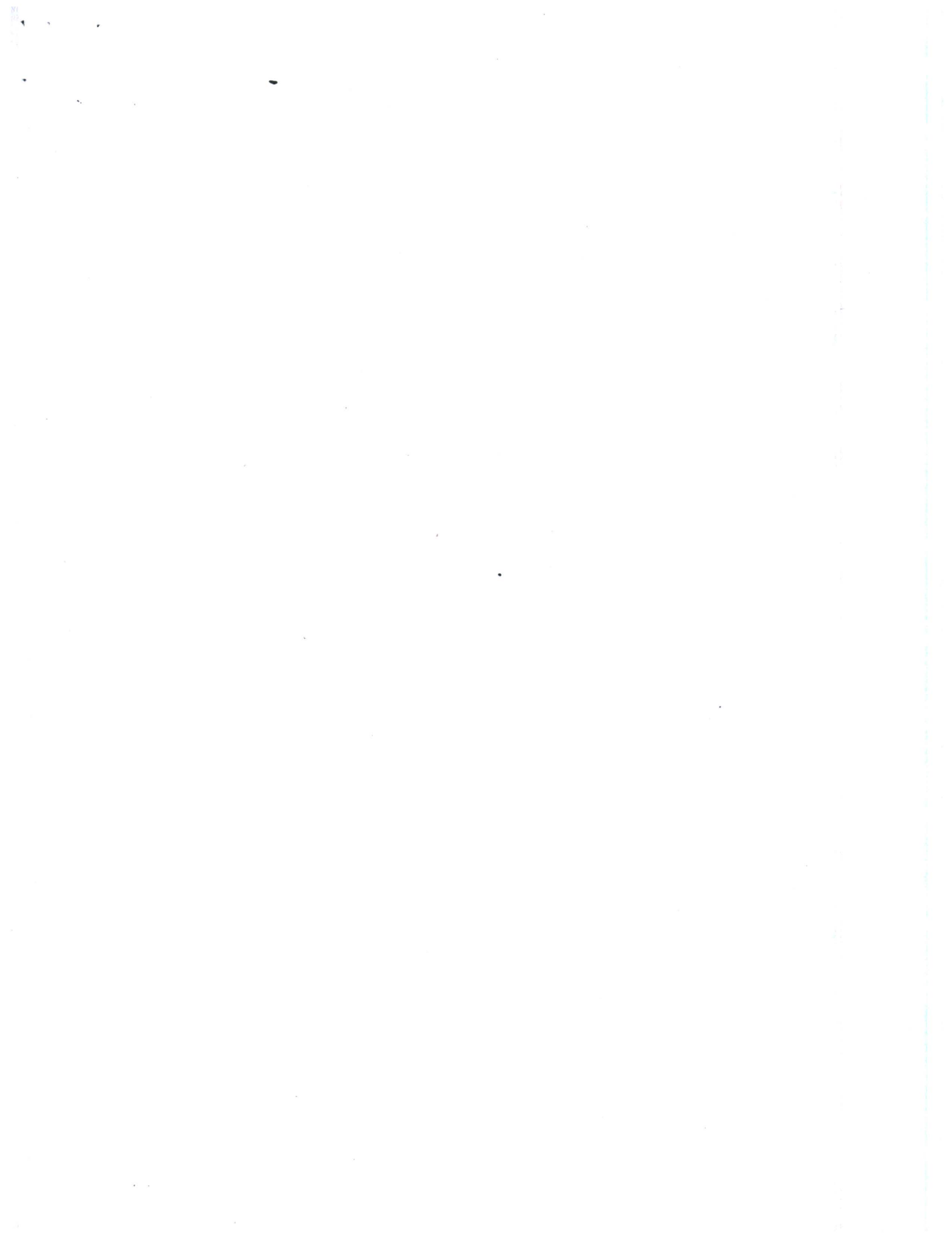
USTR

AUSTR James Murphy

NSC

Stephen Danzansky  
Robert Dean





Draft JCC Agenda

March 15

- AM -- JCC Plenary chaired by Secretary Verity and Minister Katushev. Kamentsev, Deputy Chairman of the Council of Ministers and Chairman, Foreign Economic Commission, will open session.
- PM -- JCC Working Session. Louis Laun will chair U.S. delegation

March 16

- AM -- [USTEC Plenary  
Secretary Verity and Minister Katushev will speak.]
- PM -- JCC Plenary -- Closing Session  
Dinner hosted by Gorbachev for JCC and USTEC delegations.

NATIONAL SECURITY COUNCIL  
WASHINGTON, D.C. 20506

ACTION

February 24, 1988

MEMORANDUM FOR COLIN L. POWELL

**SIGNED**

FROM: STEPHEN I. DANZANSKY

SUBJECT: Joint U.S.-USSR Commercial Commission Meeting,  
Moscow, March 15-16

As requested, I attach a memo from you to Howard Baker concerning the JCC meeting in Moscow March 15-16 (Tab I).

The memo outlines the history of the JCC, USG preparations for the meeting and the relationship with the private sector U.S.-Soviet Trade and Economic Council (USTEC).

The NSC staff has been monitoring the preparations. Commerce Secretary Verity has sent you a memo requesting our approval of the USG scope paper. We will respond after interagency meetings next week to assess recent preparatory meetings with the Soviets.

RECOMMENDATION:

That you forward the memo at Tab I to Senator Baker.

Approve  Disapprove

Fritz Ermarth and Bob Dean concur.

Attachments

- Tab I Memo to Senator Baker
- Tab A Commerce Paper
- Tab B U.S. Paper Given to Soviets February 19
- Tab C Tentative U.S. Delegation to JCC
- Tab D Draft JCC agenda

Prepared by:  
Eric Melby

*Let me have copy of another package.*