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**WHORM Subject File Code:** FO006-02  
(Foreign Affairs: Twenty-Two Nation Summit, 10/21/1981-10/23/1981 Cancun, Mexico)  
**Case File Number(s):** 044850-045899  
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MEMORANDUM TO WHITE HOUSE STAFF

FROM: AMBASSADOR WILLIAM E. BROCK

SUBJECT: Suggested Response to Charges of Protectionist U.S. Textile Policy in Context of Cancun Summit

Recent press reports (cf. October 8 Journal of Commerce) contained a quote by Philippine Prime Minister Cesar Virata that the MFA has been turned into a restrictive protectionist device by the United States, Canada and the Europeans. He suggested that the Reagan Administration appears to be attempting to reduce textile imports on a per capita basis.

If Mr. Virata should make the same erroneous statements at Cancun, the President should draw on the following points.

- In 1977, as today, the United States seeks a moderate position in the MFA talks.

- This is in stark contrast to the EC restrictive policy adopted in 1977 and being sought today.

- In 1977 during the renegotiation of the bilateral agreements governed by the MFA, the EC cut back the Philippine trade level 8 percent. The United States negotiated 34.9 percent increases in the quota levels in the U.S.-Philippine Agreement.

- The structure of the 1978 U.S.-Philippines Agreement was actually proposed by the GOP and at the conclusion of the negotiations the Philippine Foreign Minister personally congratulated the U.S. Ambassador for the generous and statesman-like resolution of the issues.

- Mr. Virata's MFA complaints might be addressed more appropriately to President Mitterand in light of his stated MFA position. France is pursuing an extremely restrictive position within the discussions to establish the EC MFA position. France is seeking rollbacks in trade and negative quota growth rates in textiles.

Attachment
Reagan Remedy No Panacea for Depressed

By RICHARD LAWRENCE
Journal of Commerce Staff

WASHINGTON — President Reagan, who last week prescribed private enterprise as a cure for the economic ills of the world's developing countries — it's the "magic of the marketplace," he said — ought to read a digest of what many of them said in response.

Perhaps the most eloquent rejoinder at last week's World Bank-International Monetary Fund meeting came from Sri Lanka's Finance Minister Ronnie de Mel, whose country has apparently been trying to do the very things Mr. Reagan and his administration so vehemently advocate.

"Let me remind the audience," he said, "that there are all sorts of political and social upheavals . . . without bringing our people to complete penury." Mr. de Mel asked.

Mr. Reagan and his advisers might consider the case stated by Philippines Prime Minister Cesar Virata. His government, he said, "fully subscribes to the principle of private enterprise," but private enterprise and free market forces, he argued, do not always lead to "an optimum use of limited resources." He pointed, as an example, to the manufacture of tobacco and "other consumer products of dubious value."

Obviously there are areas where government must play a direct role, such as in social services and basic infrastructure, he said, and it may have to "play a pioneering role" in "high-priority" ventures requiring much capital but involving long payback periods.

And, Mr. Virata underlined, in some developing countries "the levels of literacy, skill, and entrepreneurship" are just not inviting for private enterprise. Government must do the job.

Bangladesh Finance Minister Sajfur Rahman had a word on that, too. His country, he told the IMF-World Bank throng, has "adopted a comprehensive set of policies to encourage and promote private foreign investment." But so far, he reported, the response has not been much.

"Private enterprise, argued Mr. Rahman, must be "pursued with caution and pragmatism . . . not in isolation from the economic realities of the least developed countries," where "millions of people live in subhuman conditions." Private investors, he suggested, are unlikely to undertake such basic works as small-scale rural development, the building of jute and fertilizer godowns, and the construction of jetties and harbors.

Much of the developing world, Mr. Rahman insisted, still needs the kind of long-term, low-interest loans the World Bank's International Development Association and other agencies provide — financing the U.S. government seems increasingly reluctant to support in large measure.

Ghulam Isaqu Kahn, the finance minister of Pakistan, which some might regard as a client state here, given the Reagan administration's $3 billion-plus aid request for Pakistan, also counseled against overemphasis on the marketplace.

He acknowledged the private sector's "important role," but it is "only one instrument of public policy. Let us not confuse ends with means . . . Our development objective is chiefly economic growth, not economic growth with the wrong distribution," he spoke of "a blend of public and private sector."
Daycomed to CHF — 10/22 6:10 pm

Peter Murphy
X 4642
Rick Ruzicka
THE POSITIVE POINTS IN SUMMARY BY CO-CHAIRMEN

1. The spirit was extremely constructive and positive.

2. We believe that together we succeeded in creating a spirit of genuine confidence and trust.

3. The document reaffirmed the use of existing institutions in stating that heads of state and government were clearly determined to attack the problems on an urgent basis in the international institutions existing for this purpose.

4. Dealing with food security the emphasis was placed on the eradication of hunger. It was pointed out that substantive and long-term internal effort on the part of developing countries to attain increasing self-sufficiency in food production is the basic element in obtaining the real answer to the problem of hunger.

As pointed out in the Philadelphia speech, timely and sufficient international technical financial support is needed in coordination with international policies and strategies. The stress is therefore put on the internal policies of the individual countries rather than simply on external assistance.
so recognized by stating that food aid should be seen as

as a temporary tool in emergency situations which should not be used as a permanent replacement for the necessary development of the required food production in developing countries themselves.

5. The co-chairmen recognize that one must take a look at producing the number of international institutions which are necessary and that in the area of international agricultural food organizations within the framework of the UN there needs to be a review in order to avoid duplication of work and to use available resources more effectively. The co-chairmen adopted the President's suggestion made in the plenary session that task forces should be sent from developed to developing countries in order to assist developing countries in developing and implementing agricultural programs and effectively disseminating high productivity and agricultural techniques.
6. We recognize trade barriers against agricultural products hinder the growth of agricultural activities and the achievement of food security objectives. In areas of trade, the recognition of the need on the parts of all governments to resist protectionist pressures.

7. There was a stress on the importance of the proposed GATT ministerial meeting in discussing energy. As was stressed in Philadelphia, there is a need for increased energy investment from private as well as official sources.

8. In discussing multilateral/financial issues, he stressed, and as the President did at the IMF World Bank meetings and in Philadelphia, the role of the relevant multilateral institutions and particularly the IMF and the World Bank in light of the current economic and financial problems facing the governments of developing countries.
The conference language is consistent with the language of the Ottawa Summit Communique. The conference statement indicates that in order to have Global Negotiations, they must be "on a basis to be mutually agreed." Note that the President in his opening address at Cancun referred to the understandings necessary for the United States to participate in Global Negotiations. Clearly there could not be mutual agreement by all parties unless the US understandings are met. Our objective is to work with other countries to obtain support for the understandings set forth by the President which will in turn permit resumptions of the preparatory process.

Question: By agreeing to the conference language, has the US gone beyond the Ottawa Summit commitment?

Answer: There was no further commitment to Global Negotiations in Cancun. However, there was an elaboration of understandings
necessary for the US to enter into Global Negotiations. In addition, the US was the only country which laid out understandings it felt must be met before it could participate in Global Negotiations.

Question: Does this mean you are now going to the UN for Global Negotiations?

Answer: We have only agreed to go to Global Negotiations on the basis of the four understandings set out by the President going in his Cancun speech. We are now to work together in various ways bilaterally and multilaterally to see if we can gain acceptance of these understandings.
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I am honored to be with all of you on this historic occasion. In many ways, this summit is not ours alone. It belongs to the millions who look to us for help and for hope. If they could speak to us today, I believe they might tell us that words are cheap, that cooperative action is needed -- and needed now. In their name, let us join together and move forward. Let us meet the challenge of charting a strategic course for global economic growth and development for all nations.

Each of us comes to Cancun from a different domestic setting where our major responsibilities are found. My own government has devoted much of the past year to developing a plan of action to strengthen our economy. For years our government has overspent, overtaxed and overregulated, causing our growth rates to decline and our inflation and interest rates to rise.

We have taken bold measures to correct these problems and we are confident they will succeed -- not tomorrow, nor next week, but over the months and years ahead.

We believe restoring sound economic policies at home represents one of the most important contributions the U.S. can make to greater growth and development abroad. The actions we are taking will renew confidence in the dollar, strengthen our demand for imports, hold down inflation, reduce interest rates and the cost of borrowing, and increase resources for foreign investment.

I have also had a chance to study and discuss with various leaders the domestic problems you face. I know how diverse and serious they are. For the poorest countries, more food and energy are urgently needed, while raising productivity through education, better health and nutrition, and the acquisition of basic facilities such as roads and ports represent longer-term goals.

Middle-income countries need foreign capital, technical assistance and the development of basic skills to improve their economic climate and credit worthiness in international capital markets. The more advanced developing nations which already benefit from the international economy need increasing access to markets to sustain their development.

And across the income spectrum, many among you who are oil importers face acute financial difficulties from the large debt burdens resulting from the oil price shocks of the 1970's. High interest rates are exacerbating these problems, such that debt servicing and energy costs are making excessive claims on your foreign exchange earnings.

We recognize that each nation's approach to development should reflect its own cultural, political and economic heritage. That is the way it should be. The great thing about our international system is that it respects diversity, and promotes creativity.
Certain economic factors, of course, apply across cultural and political lines. We are mutually interdependent, but above all, we are individually responsible.

We must respect both diversity and economic realities when discussing grand ideas. As I said last week in Philadelphia, we do not seek an ideological debate; we seek to build upon what we already know will work.

History demonstrates that time and again, in place after place, economic growth and human progress make their greatest strides in countries that encourage economic freedom.

Government has an important role in helping develop a country's economic foundation. But the critical test is whether government is genuinely working to liberate individuals by creating incentives to work, save, invest and succeed.

Individual farmers, laborers, owners, traders and managers -- they are the heart and soul of development. Trust them. Because whenever they are allowed to create and build, wherever they are given a personal stake in deciding economic policies and benefitting from their success, then societies become more dynamic, prosperous, progressive and free.

With sound understanding of our domestic freedom and responsibilities, we can construct effective international cooperation. Without it, no amount of international good will and action can produce prosperity.

In examining our collective experience with development, let us remember that international economic institutions have also done much to improve the world economy. Under their auspices, the benefits of international commerce have flowed increasingly to all countries. From 1950 to 1980, GNP per capita in 60 middle income countries increased twice as fast as in the industrial countries when real purchasing power is taken into account.

Despite the mid-70's recession, we were able to liberalize the international trading system under the leadership of the GATT. This created new trading opportunities for a number of developed and developing countries.

The IMF remains the centerpiece of the international financial system. It has adjusted its programs and increased its resources to deal with the major pressures and problems of our era. The World Bank and other multilateral development banks have dramatically increased their resources and their overall support for development.

Much remains to be done to help low-income countries develop domestic markets and strengthen their exports. We recognize that. But we are just as convinced that the way to do this is not to weaken the very system that has served us so well, but to continue working together to make it better.

I am puzzled by suspicions that the U.S. might ignore the developing world. The contribution America has made to development -- and will continue to make -- is enormous.

We have provided $57 billion to the developing countries in the last decade -- $43 billion in development assistance and $14 billion in contributions to the multilateral development banks. Each year, the U.S. provides more food assistance to developing nations than all other nations combined. Last year we extended almost twice as much official development assistance as any other nation.
Even more significant is the U.S. contribution in trade. Far too little world attention has been given to the importance of trade as a key to development.

The U.S. absorbs about one-half of all manufactured goods that non-OPEC developing countries export to the industrialized world, even though our market is only one-third the total industrialized world market. Last year alone, we imported $60 billion worth of goods from non-OPEC developing countries. That is more than twice the official development assistance from all OECD countries. Our trade and capital markets are among the most open in the world.

The range and breadth of America's commitment extend far beyond concessional assistance. We believe in promoting development by maximizing every asset we have.

As the world's largest single market, we can be a powerful conductor for economic progress and well-being. We come to Cancun offering our hand in friendship as your partner in prosperity. Together, we can identify the roadblocks to development, and decide the best ways to stimulate greater growth everywhere we can. We have yet to unleash the full potential for growth in a world of open markets.

The U.S. is here to listen and learn. And when we leave Cancun, our search for progress will continue. The dialogue will go on. The bonds of our common resolve will not disappear with our jet trails.

We are prepared to carry out the commitment in the Ottawa Summit Declaration to conduct a more formal dialogue -- bilaterally, with regional groups, in the United Nations and in specialized international agencies. We take seriously the commitment at Ottawa "to participate in preparations for a mutually acceptable process of global negotiations in circumstances offering the prospect of meaningful progress."

It is our view that "circumstances offering the prospect of meaningful progress" are future talks based upon four essential understandings among the participants:

-- The talks should have a practical orientation toward identifying, on a case by case basis, specific potential for or obstacles to development which cooperative efforts may enhance or remove. We will suggest an agenda composed of trade liberalization, energy and food resource development, and improvement in the investment climate.

-- The talks should respect the competence, functions and powers of the specialized international agencies upon which we all depend, with the understanding that the decisions reached by these agencies within respective areas of competence are final. We should not seek to create new institutions.

-- The general orientation of the talks must be toward sustaining or achieving greater levels of mutually beneficial international growth and development, taking into account domestic economic policies; and

-- The talks should take place in an atmosphere of cooperative spirit similar to that which has brought us together in Cancun -- rather than one in which views become polarized and chances for agreement are needlessly sacrificed.
If these understandings are accepted, then the U.S. would be willing to engage in a new preparatory process to see what may be achieved. I suggest that officials of our governments informally confer in the months ahead as to appropriate procedures.

But our main purpose in coming to Cancun is to focus on specific questions of substance, not procedural matters. In this spirit, we bring a positive program of action for development concentrated around these principles:

-- Stimulating international trade by opening up markets, both within individual countries and among countries.

-- Tailoring particular development strategies to the specific needs and potential of individual countries and regions.

-- Guiding our assistance toward the development of self-sustaining productive activities, particularly in food and energy.

-- Improving the climate for private capital flows, particularly private investment.

-- And creating a political atmosphere in which practical solutions can move forward, rather than founder on a reef of misguided policies that restrain and interfere with the international marketplace or foster inflation.

In our conversations, we will be elaborating on the specifics of this program.

The program deals not in flashy new gimmicks, but in substantive fundamentals with a track record of success. It rests on a coherent view of what's essential to development -- namely political freedom and economic opportunity.

Yes, we believe in freedom. We know it works. It's just as exciting, successful and revolutionary today as it was 200 years ago.

I want to thank our hosts for arranging this historic opportunity. Let us join together and proceed together. Economic development is an exercise in mutual cooperation for the common good. We can and must grasp this opportunity for our people and together take a step for mankind.
**WHITE HOUSE CORRESPONDENCE TRACKING WORKSHEET**

- **O • OUTGOING**
- **H • INTERNAL**
- **I • INCOMING**

Date Correspondence Received (YY/MM/DD) **8/10/26**

Name of Correspondent: **(Redacted)**

**Mi Mail Report**

User Codes: (A) _____ (B) _____ (C) _____

Subject: **expresses agreement with the President in his recent conference addresses**

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**ROUTE TO:**

Office/Agency (Staff Name) **(Redacted)**

**ACTION**

<table>
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**DISPOSITION**

Referral Note: **R** 8/11/1026

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**ACTION CODES:**

A • Appropriate Action  
C • Comment/Recommendation  
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C • Completed  
S • Suspended

**FOR OUTGOING CORRESPONDENCE:**

Type of Response = Initials of Signer  
Code = “A”  
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**Comments:**

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Always return completed correspondence record to Central Files.  
Refer questions about the correspondence tracking system to Central Reference, ext. 2590.
# Records Management Only

## Classification Section

No. of Additional Correspondents: _____  Media: _____  Individual Codes:  

Prime Subject Code:  **FO 006-02**  Secondary Subject Codes: **TR 021**

### Presidential Reply

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**Signature Codes:**
- **CPn** - Presidential Correspondence
  - n - 0 - Unknown
  - n - 1 - Ronald Wilson Reagan
  - n - 2 - Ronald Reagan
  - n - 3 - Ron
  - n - 4 - Dutch
  - n - 5 - Ron Reagan
  - n - 6 - Ronald
  - n - 7 - Ronnels

- **CLn** - First Lady's Correspondence
  - n - 1 - Nancy Reagan
  - n - 2 - Nancy
  - n - 3 - Mrs. Ronald Reagan

- **CBn** - Presidential & First Lady's Correspondence
  - n - 1 - Ronald Reagan - Nancy Reagan
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- S - Sealed
- T - Telegram
- V - Telephone
- X - Miscellaneous
- Y - Study
DEPARTMENT OF STATE
EXECUTIVE SECRETARIAT
TRANSMITTAL FORM

FOR: Mr. James W. Nance
National Security Council
The White House

REFERENCE:

TO: President Reagan
FROM: Mr. Cecil E. Gubser

DATE: October 21, 1981
SUBJECT: Expresses agreement with the President taking part in the conference at Cancun.

WHITE HOUSE REFERRAL DATED: October 30, 1981 NSC # 045463

THE ATTACHED ITEM WAS SENT DIRECTLY TO THE DEPARTMENT OF STATE

ACTION TAKEN:

___ A draft reply is attached
___ A draft reply will be forwarded
___ A translation is attached
XX An information copy of a direct reply is attached
___ We believe no response is necessary for the reason cited below
___ Other

REMARKS:

Unclassified

L. Paul Bremer, III
Executive Secretary

CLASSIFICATION)
Dear Mr. Gubser:

I am replying to your telegram to President Reagan regarding the recent economic summit meeting in Cancun, Mexico. We appreciate your interest in this meeting and the important issues discussed there. We very much appreciate your support for our participation in this important meeting.

As you know, President Reagan represented the United States at the summit, known formally as the International Meeting on Cooperation and Development. Eleven countries—Algeria, Austria, Canada, France, the Federal Republic of Germany, India, Mexico, Nigeria, Sweden, Tanzania, and Yugoslavia—sponsored the conference which was also attended by the heads of state or government of Bangladesh, Brazil, the People's Republic of China, Guyana, the Ivory Coast, Japan, the Philippines, Saudi Arabia, the United Kingdom, the United States, and Venezuela. This was an important opportunity to meet with a group of countries which included our immediate neighbors, our major trading partners and energy suppliers, and a number of developing countries of great importance to the United States.

At Cancun the President actively participated in a unique and highly productive exchange of views with the leaders of these countries. The spirit of the meeting was extremely constructive and positive. All participants recognized that economic prosperity in any country or group of countries depends both on individual nations' own efforts and on close international economic cooperation. The President outlined the American record and role in promoting global economic growth and stressed the U.S. commitment to work with developing countries. The absence of the Soviet Union

Mr. Cecil E. Gubser,
Executive Director,
Montana Association of Churches,
1511 Poly Drive,
Billings, Montana.
was widely noted and served to emphasize its poor record in assisting economic development.

We made a good beginning toward more constructive and mutually beneficial economic relations among all countries and toward a more prosperous world. We look forward to continuing this work in the positive spirit that characterized the Cancun discussions.

Sincerely,

\[signature\]

Dean E. Fischer
Assistant Secretary
for Public Affairs and
Department Spokesman
THE WHITE HOUSE OFFICE

REFERRAL

OCTOBER 30, 1981

TO: DEPARTMENT OF STATE

ACTION REQUESTED:
DIRECT REPLY, FURNISH INFO COPY

DESCRIPTION OF INCOMING:
ID: 045463
MEDIA: TELEGRAM, DATED OCTOBER 21, 1981
TO: PRESIDENT REAGAN
FROM: MR. CECIL E. GUBSER
EXECUTIVE DIRECTOR
MONTANA ASSOCIATION OF CHURCHES
1511 POLY DRIVE
BILLINGS MT 59102

SUBJECT: EXPRESS AGREEMENT WITH THE PRESIDENT TAKING
PART IN THE CONFERENCE AT CANCEUN

PROMPT ACTION IS ESSENTIAL -- IF REQUIRED ACTION HAS NOT BEEN
TAKEN WITHIN 9 WORKING DAYS OF RECEIPT, PLEASE TELEPHONE THE
UNDERSIGNED AT 456-7486.

RETURN CORRESPONDENCE, WORKSHEET AND COPY OF RESPONSE
(OR DRAFT) TO:
AGENCY LIAISON, ROOM 62, THE WHITE HOUSE

BY DIRECTION OF THE PRESIDENT:
SALLY KELLEY
DIRECTOR OF AGENCY LIAISON
PRESIDENTIAL CORRESPONDENCE
DEAR MR. PRESIDENT:

THE MONTANA ASSOCIATION OF CHURCHES IS PLEASED THAT YOU HAVE DECIDED TO PARTICIPATE IN THE NORTH-SOUTH CONFERENCE AT CANCUN, MEXICO. IT IS OUR HOPE AND PRAYER THAT THIS CONFERENCE WILL LAY THE GROUNDWORK FOR FULLER PARTICIPATION ON THE PART OF THE DEVELOPING NATIONS IN DECISION-MAKING WITHIN THE INTERNATIONAL ECONOMIC COMMUNITY.

CECIL E. GUBSER, EXECUTIVE DIRECTOR
MONTANA ASSN OF CHURCHES
1511 POLY DR
BILLINGS MT 59102
**WHITE HOUSE CORRESPONDENCE TRACKING WORKSHEET**

- **Date Correspondence Received (YY/MM/DD)**: 8/10/82

**Name of Correspondent:** Judd Gregg

**Subject:** Encloses a letter from Eleanor F. Canfield supporting the North-South Conference in Cancun, Mexico.

### ROUTE TO:

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**FOR OUTGOING CORRESPONDENCE:**
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RECORDS MANAGEMENT ONLY

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- L - Letter
- M - Mailgram
- O - Memo
- P - Photo
- R - Report
- S - Sealed
- T - Telegram
- V - Telephone
- X - Miscellaneous
- Y - Study
October 22, 1981

Mr. Max L. Friedersdorf
Assistant to the President for Legislative Affairs
The White House
Washington, D. C. 20500

Dear Mr. Friedersdorf:

Enclosed is a copy of a self-explanatory letter from a constituent of mine, Mrs. Eleanor Canfield of West Lebanon, New Hampshire.

Sincerely,

Judd Gregg
Member of Congress

JG:sph
Encl:
Dear Representative Judy,

I am writing to let you know that I am leading the Summit Meeting of World Leaders at Cancun on October 18-23. One hundred percent, I am hopeful that the United States, represented by President Reagan, will do everything possible to help find solutions to narrowing the gap between the industrial countries and the Third World countries. This should include joint responsibility in the fields of energy, medicine, agriculture, finance, and jobs, but also a global enterprise to overcome [illegible].
Hunger and malnutrition by the year 2000. This should also include the poor and destitute in our country.

Please include me in any report you make to the White House on the numbers of persons supporting the President in this effort.

Very sincerely yours,
Eleanor F. Confeldt
(Mrs H. F.)
MEMORANDUM FOR RICHARD DARMAN
FROM: RICHARD V. ALLEN
SUBJECT: State Department Schedule for Cancun Briefing Material

State Department has forwarded a schedule for preparing and submitting briefing materials on the Cancun Summit (Tab A).

-- The draft multilateral issues papers arrived today.
-- A scope or strategy paper from Haig to the President arrived yesterday.
-- We have also received draft text for the President's speech next week on development.

Over the weekend, Henry Nau will be reviewing and recommending revisions to the materials that we have received thus far. He will be in touch to obtain your guidance.

Attachment
Tab A State Department Schedule
**Final Preparations for Cancun Summit**

<table>
<thead>
<tr>
<th>Date</th>
<th>Subject</th>
<th>Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>10/5</td>
<td>Draft Multilateral Economic Issues Briefing Papers (under Bremer-Allen)</td>
<td>sent to White House for review</td>
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<tr>
<td></td>
<td>Country Desk Lists of Foreign Delegations expected at Cancun</td>
<td>sent to S/S-S</td>
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<tr>
<td>10/6</td>
<td>Foreign Delegations List, consolidated by S/S</td>
<td>sent to CIA for preparation of Briefing book bios</td>
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<tr>
<td>10/7</td>
<td>Multilateral Economic Issues Briefing Papers</td>
<td>returned to S/S-S after White House review</td>
</tr>
<tr>
<td>10/9</td>
<td>Multilateral Economic Issues Briefing Papers finalized, (under Bremer-Allen)</td>
<td>sent to White House</td>
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<td></td>
<td>Scope Paper, drafted as Memo from Secretary to President</td>
<td>sent to White House</td>
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<tr>
<td></td>
<td>Presidential Bilaterals Briefing Papers, drafted by Country Desks</td>
<td>submitted to S/S-S</td>
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<tr>
<td>10/13</td>
<td>U.S. National Statement</td>
<td>sent to White House for review</td>
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<tr>
<td></td>
<td><strong>Final Presidential Briefing Papers</strong></td>
<td>delivered to S/S-S</td>
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<tr>
<td></td>
<td>CIA Biographies</td>
<td>sent to White House</td>
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<tr>
<td>10/15</td>
<td><strong>Integrated Presidential Briefing Book</strong></td>
<td>submitted to S/S-S</td>
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<td>Secretary's Bilaterals Briefing Materials, drafted by Country Desks</td>
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<tr>
<td>10/19</td>
<td>Secretary and others brief President</td>
<td></td>
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<td>10/20</td>
<td>(tentative)</td>
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</table>
MEMORANDUM FOR RICHARD V. ALLEN

FROM: HENRY R. NASH

SUBJECT: State Department Schedule for Cancun Briefing Material

We have started to receive briefing materials from State for the President's Cancun briefing book. Unless you indicate otherwise, your staff will review and coordinate revision of these papers with State and Treasury, forwarding drafts periodically through you to Darman. Darman does not have the time to do this, but unless we structure the process through you to him, he has a tendency to work directly and independently with State. State then works both channels to the White House, and the content and integrity of the briefing materials suffer.

The attached begins the process by forwarding to Darman a schedule State has submitted for completion of the various briefing papers.

RECOMMENDATION: That you sign the attached memo (Tab I) to Darman forwarding State's schedule (Tab A).

APPROVE [Signature]  DISAPPROVE 

Attachments

Tab I  Your memo to Darman

A  State's schedule
<table>
<thead>
<tr>
<th>Name</th>
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Comments:
MEMORANDUM FOR MR. RICHARD V. ALLEN
THE WHITE HOUSE

SUBJECT: Final Preparations for Cancun Summit

Attached is the Department's schedule for preparing and submitting to the White House briefing materials for the October 21-23 Cancun Economic Summit.

L. Paul Bremer, III
Executive Secretary

Attachment:
Schedule
KEYWORDS: CANCUN SUMMIT

SUBJECT: STATE DEPT SCHEDULE FOR PREPARATION OF BRIEFING MATERIAL FOR CANCUN SUMMIT

ACTION: PREPARE MEMO FOR ALLEN DUE: 06 OCT 81 STATUS S FILES

FOR ACTION FOR CONCURRENCE FOR INFO NAU TYSO

COMMENTS

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MEMORANDUM FOR:

THE VICE PRESIDENT
SECRETARY HAIG
SECRETARY REGAN
EDWIN MEESE III
JAMES A. BAKER III
AMBASSADOR BROCK
RICHARD V. ALLEN
MARTIN ANDERSON
RICHARD G. DARMAN
CRAIG L. FULLER
DAVID R. GERGEN

FROM: MICHAEL K. DEAVER

SUBJECT: Cancun Briefing Meetings

Attached is an agenda for the Cancun briefing meetings with the President — to which you are invited. The meetings are scheduled for Monday from 3:00 to 4:00 and Tuesday from 12:00 to 1:30 (working lunch).

We will continue to use the summary plus Q&A approach that we have used for such briefings lately. I look forward to your active participation.

Attachment
## Monday, October 19 (3:00 - 4:00)

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<tr>
<th>Time</th>
<th>Subject</th>
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<tr>
<td>3:00-3:10</td>
<td>Overview of Schedule/Logistical Arrangements</td>
<td>J. Canzeri</td>
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<tr>
<td>3:10-3:20</td>
<td>Substantive Overview/Objectives</td>
<td>Secretary Haig</td>
</tr>
<tr>
<td>3:20-3:25</td>
<td>Food/Agriculture Overview</td>
<td>Secretary Haig</td>
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<tr>
<td>3:40-3:45</td>
<td>Commodities/Trade Overview</td>
<td>Ambassador Brock</td>
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<td>3:45-4:00</td>
<td>Q. &amp; A.</td>
<td>M. Anderson et al.</td>
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## Tuesday, October 20 (12:00-1:30)

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<td>12:10-12:20</td>
<td>Energy Overview</td>
<td>Secy's Haig &amp; Regan</td>
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<td>12:20-12:30</td>
<td>Q. &amp; A.</td>
<td>Allen/Anderson et al.</td>
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<td>12:30-12:40</td>
<td>Monetary Policy/Finance/Investment Overview</td>
<td>Secretary Regan</td>
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<tr>
<td>12:40-12:50</td>
<td>Q. &amp; A.</td>
<td>M. Anderson et al.</td>
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<tr>
<td>12:50-1:00</td>
<td>Global Negotiations</td>
<td>Secretary Haig</td>
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<tr>
<td>1:00-1:10</td>
<td>Q. &amp; A.</td>
<td>R. V. Allen et al.</td>
</tr>
<tr>
<td>1:10-1:30</td>
<td>Approach to bilaterals in General (Note: specific briefing for individual bilaterals will not be done in this meeting)</td>
<td>Secretary Haig</td>
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Copy to staff
get info. Original
back to me.
Thanks

Dun 10/10 2007
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DICK ALLEN
IRENE DERUS
JANET COLSON
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PETER
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KEYWORDS: CANCUN SUMMIT

SUBJECT: CANCUN BRIEFING MTS

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MEMORANDUM

NATIONAL SECURITY COUNCIL

INFORMATION

MEMORANDUM FOR RICHARD V. ALLEN

THROUGH: NORMAN A. BAILEY

FROM: HENRY R. NAU

SUBJECT: Cancun Group Meeting with President

October 5, 3:00 p.m.

The following matters require decision:

1. Is there enough policy substance to warrant a Presidential speech before Cancun?
   -- Haig will argue strongly for a speech.
   -- You also favor a speech.
   -- But the Cabinet Council meeting last Thursday approved very little substance for such a speech and concluded that the President should address policy issues only in general terms. Is that enough to be credible to domestic as well as foreign publics, especially if substance is what the President will emphasize as opposed to GNs?

2. What is our position toward GNs? (You have a Working Paper on this issue.)
   -- Above all, we do not want President to negotiate this issue at Cancun.
   -- If we go back to discussions in November, we must get something in return.
   -- State talks about conditions but not about how or when we get firm agreement from others on these conditions.
   -- If we go back without such agreement, we pick up exactly where we left off -- stating our conditions and being isolated.
3. What bilateral contacts do we initiate now and at Cancun?

-- Should contact key LDCs first starting now (Mexico, India, China, Yugoslavia, Nigeria, Brazil).

-- Contacts should be made at heads of government level (especially if we intend to communicate that our President will not negotiate GNs at Cancun).

-- Should contact key DCs (Austria, Germany, UK, Japan) but only after LDCs in order to preempt brokering role which DCs like to play for us.

-- President's bilaterals on first day at Cancun should stress:

  -- importance of LDCs (Mexico, India, Yugoslavia, etc.)

  -- early meeting with black African country (Nigeria)

  -- exclusion of Soviets (China)

4. Do we want an NSC meeting on Thursday, October 8, to integrate the entire strategy for Cancun?
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Comments:
SUBJECT: ITEMS REQUIRING DECISIONS AT CANCEL GROUP MTG W/ PRES ON OCT 5

ACTION: FOR INFORMATION

STATUS IX FILES

FOR ACTION
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FOR CONCURRENCE
TYSON

FOR INFO

ACTION OFFICER (S) ASSIGNED

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