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TO: Ranch for Marvin Watson

FROM: McGeorge Bundy

1. Suggested remarks for Gronouski reception seem good as far as they go.

2. The one omission we recommend is to delete references to aid in third and fifth paragraphs, and also reference to technical assistance in fifth paragraph. We are not helping Poland in these respects currently, and we constantly explain to Congress that Poland is not repeat not receiving aid.

3. The most important policy announcement the President could make would be to affirm his intention to seek extension to other Eastern European countries of most-favored-nation trading treatment which Poles now have. The precise proposition would be this: "I propose to seek authority to grant most-favored-nation tariff treatment to other Eastern European countries when it serves the national interest. This is a bridge we now have with Poland, and it is a bridge we seek to build with others, too."

4. If the President does not wish to go so far, then he might simply focus attention on the exchange program and emphasize his intention to expand it, especially in the field of trade and commercial policy. A large share of the East-West trade problem is ignorance, on both sides, of marketing conditions and licensing procedures, and so on. Without committing himself on MFN legislation, the President could say something like the following:

"We need more contact, more knowledge, more familiarity with each other's economic systems. We need to develop the businesslike man-to-man contacts

DETERMINED TO BE AN ADDITIVE
MARKING, CANCELLED PER E.O. 12333,
SEC. 1.3 AND ARCHIVIST'S MEMO OF
MAR. 16, 1983.

BY g/hg ON 6/30/95

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through which our modern industrial complex has been built. To meet this need, I have directed the responsible officers in the Government to develop, for my consideration, new exchange programs through which factory executives, management specialists, trade magazine editors, and others who want to do business with us in Eastern Europe can visit this country and learn about American products and business methods."

5. If we can do more on this, let us know.

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