



DEPARTMENT OF THE TREASURY  
WASHINGTON, D.C.

November 24, 1997

SECRETARY

MEMORANDUM FOR DEPUTY SECRETARY SUMMERS

FROM: Timothy F. Geithner *TFG*  
Assistant Secretary (International Affairs)

SUBJECT: WTO Financial Services Negotiations: Industry Consultations

As we enter the end-game of WTO financial services negotiations, I believe it would be a good idea for you to touch base with the CEOs of the major U.S. banking and securities firms which have been closely following the WTO financial services negotiations. I suggest that you contact, via phone call, the following firms individually:

Banking

Bank of America: David Coulter, (415) 622-2255  
Citibank: John Reed, (212) 559-2732  
Chase Manhattan: Walter Shipley, (212) 270-1380

Securities

Goldman Sachs: Jon Corzine, (212) 902-8281  
Merrill Lynch: David Kamanski, (212) 449-6868

These and other firms participate in the so called "Financial Leaders Group" (FLG), composed of key members of U.S. and European industry with a stake in the WTO talks. The FLG proposed a list of barriers to be addressed in the negotiations, and have sent representatives to several of the negotiating sessions in Geneva. I have contacted these firms' representatives at the working level (e.g., Tom Dawson at Merrill) to advise them of your pending phone call.

Industry's assessment of the prospects for success in December can be characterized as cautiously optimistic. As formal offers from several of the target markets have not been submitted, the firms are reluctant to be pinned down on their views. However, I believe that the securities industry is broadly satisfied with the outlines of the deal and would be prepared to support a permanent U.S. MFN commitment; the banks are more reticent. In all cases, however, industry recognizes improvements over the previous WTO round, and no firm advocates a repeat of 1995.

Our team will be departing for the final Geneva negotiating session after Thanksgiving. I intend to join them -- and Jeff Lang -- for the conclusion of the talks on December 10-12.

- o TAB A: Talking Points for Your Phone Call
- o TAB B: Chart of U.S. Banks/Securities Firms' Foreign Presence