

The original documents are located in Box C35, folder “Presidential Handwriting, 2/27/1976” of the Presidential Handwriting File at the Gerald R. Ford Presidential Library.

Copyright Notice

The copyright law of the United States (Title 17, United States Code) governs the making of photocopies or other reproductions of copyrighted material. Gerald Ford donated to the United States of America his copyrights in all of his unpublished writings in National Archives collections. Works prepared by U.S. Government employees as part of their official duties are in the public domain. The copyrights to materials written by other individuals or organizations are presumed to remain with them. If you think any of the information displayed in the PDF is subject to a valid copyright claim, please contact the Gerald R. Ford Presidential Library.

THE WHITE HOUSE

WASHINGTON

February 27, 1976

ADMINISTRATIVELY CONFIDENTIAL

MEMORANDUM FOR: L. WILLIAM SEIDMAN
FROM: JAMES E. CONNOR *JEC*
SUBJECT: Tropical Product Negotiations
in the MTN

The President has reviewed your memorandum of February 24th on the above subject and has approved the negotiating approach outlined in Ambassador Dent's memorandum.

Please follow-up with the appropriate action.

. cc: Dick Cheney

THE WHITE HOUSE
WASHINGTON

February 27, 1976

MR PRESIDENT:

The attached memorandum has been reviewed and approved by Messrs. Buchen, Lynn, Cannon and Scowcroft.

Jim Connor

THE WHITE HOUSE

WASHINGTON

February 24, 1976

MEMORANDUM FOR THE PRESIDENT

FROM: L. WILLIAM SEIDMAN

LWS

SUBJECT: Tropical Product Negotiations in the MTN

A memorandum from the Special Representative for Trade Negotiations requesting your approval of a negotiating approach involving a basic list of items on which he proposes to conduct the tropical product negotiations in the multi-lateral trade negotiations is attached.

All of the statutory procedures have been complied with in the preparation of this list and the list is the result of a decision by the Trade Policy Review Group, on which all interested agencies are represented.

The developed countries are committed to tabling their initial offer lists on March 1. STR is anxious to finalize our list as expeditiously as is feasible.

Recommendation: That you approve the negotiating approach outlined in Ambassador Dent's memorandum.

THE SPECIAL REPRESENTATIVE FOR
TRADE NEGOTIATIONS
WASHINGTON

February 23, 1976

MEMORANDUM FOR THE PRESIDENT

I am attaching the basic list of items on which we propose to conduct the tropical product negotiations in the multilateral trade negotiations (MTN). Under the Trade Act of 1974, concessions can be offered on these products of up to a 60 percent tariff cut, and in the case of those products which have a rate of duty of five percent ad valorem or less, tariffs can be eliminated.

Advice has been received concerning these articles from the United States International Trade Commission, and public hearings were held during 1975 on tariff concessions. The list is the result of formal interagency deliberation and clearance. Advice from the private sector advisory committee structure is being sought before this list is presented in the MTN. In this process of consultation, and in the course of the negotiations, it is expected that some products may be deleted from this list or some others added. Any changes in the list will be made only after formal interagency procedures have been completed in the Trade Policy Committee structure.

Concessions on these products are principally of interest to developing countries, although not all of the products are produced primarily in the tropics. Unlike the Generalized System of Preferences, which consists of a unilateral temporary grant of duty-free treatment to the products of developing countries, United States concessions in the tropical products negotiations will be conditioned on the receipt of reductions of less developed country barriers to our exports. The concessions from these countries are expected to be meaningful. However, in view of the level of economic development of these countries, developed countries do not expect to receive concessions from developing countries of equivalent value to concessions that they grant.

I am asking for your approval of this negotiating approach.

Approve: RCF

Disapprove: _____


Frederick B. Dent

LIST FOR TROPICAL PRODUCTS NEGOTIATIONS

TSUS	DESCRIPTION	AVE	U.S. IMPORTS (\$000)		LDCs AS % OF TOTAL
			TOTAL	LDC	
*100.31	Birds, live, nspf	4.0	223	176	79
*100.9520	Live Animals, monkeys	3.5	941	936	99
*106.60	Frog meat, fresh	2.5	9,209	6,457	70
*107.65	Frog meat, P/P	6.0	139	23	17
*112.01	Anchovies, not in oil n/o 15 lb. each	12.5	156	106	68
*112.03	Anchovies, not in oil ov. 15 lb. each	2.1	386	218	57
*112.40	Anchovies, in oil	6.0	8,181	8,120	99
*113.01	Fish pastes and sauces	4.1	669	431	64
*113.50	Fish, prep. or pres. in oil	12.5	13	12	89
*114.55	Oyster juice	4.0	831	812	98
*121.52	Goat skins tanned in the rough	4.0	447	424	95
*121.54	Sheep skins tanned in the rough	6.0	710	601	85
*124.40	Furskins, nspf	5.0	1,731	694	40
*125.70	Orchid plants	4.0	123	73	59
*125.80 ex	Live plants 1/	7.5	6,599	2,809	43
*126.41	Flower seeds	0.1	2,933	1,545	53
*136.00	Dasheens, f/c/f	12.5	2,975	2,968	100
*137.8540	ex: Jicamas, waterchestnuts, breadfruit	25.0	4,934	4,705	95
*140.09	Mung beans, nspf, dried, 5/1 - 8/31	3.9	274	269	98
*140.11	Dried beans, nspf, 5/1 - 8/31	2.1	11,849	9,688	82
*140.14	Mung beans, dried, 9/1 - 4/30	8.4	1,687	1,685	100
*140.16	Dried beans, nspf, 9/1 - 4/30	4.9	10,800	8,006	74
140.45	Peas, split, dried, etc.	1.4	41	29	71
*141.55	Peas, in brine, etc	4.0	3,241	3,030	93
141.7540	ex: Bamboo shoots	12.0	8,418	5,633	67
145.08	Coconut meat, shredded	2.5	35,276	35,051	99
*145.09	Coconut meat, P/P	10.0	400	328	82
145.26	Pistache nuts, not shelled	0.4	25,879	25,845	100

* Receives GSP

TSUS	DESCRIPTION	AVE	U.S. IMPORTS (\$000)		LDCs AS % OF TOTAL
			TOTAL	LDC	
*145.53	Pistache nuts, shelled	1.2	374	205	55
*146.42	Bananas, dried	3.5	583	583	100
*146.44	Bananas, P/P	7.5	464	464	100
*146.80	Cashew apples, etc.	7.0	41	41	100
*147.33 ex	Other fresh citrus, uglifruit	8.5	104	104	100
*147.80	Guavas, fresh	7.0	3	3	100
*147.85	Guavas, P/P	4.0	264	181	69
147.92	Mangoes, P/P	N/A	N/A	N/A	--
148.15 ex	Cantaloupes, fresh, ex: Jan.-Feb.	35.0	11,546	11,544	100
148.20 ex	Watermelons, fresh, ex: Jan.-Feb.	20.0	4,612	4,612	100
*149.15	Plantains, P/P	7.5	411	410	100
*149.60	Fruits, nes, P/P	17.5	459	390	85
150.00 ex	Fruit mixtures, nes <u>2/</u>	17.5	3,173	2,635	83
*152.00	Banana flour	7.0	0	0	--
152.05	Fruit flours	15.0	0	0	--
152.42	Apricot paste & pulp	17.5	293	291	99
*152.46	Fruit paste & pulp	17.5	235	235	100
*152.54	Guava paste & pulp	7.0	714	712	100
*152.58	Mango paste & pulp	7.0	111	109	98
*152.72	Banana paste & pulp	7.5	1,209	1,208	100
152.7440 ex	Fruit pastes & pulps <u>2/</u>	15.0	807	751	93
*153.08	Guava jelly and jam	5.0	153	153	100
*154.40	Candied Ginger root	13.5	317	191	60
*155.35	Miscellaneous sugars and syrups	1.7	4,293	3,983	93
*155.40	Inedible molasses	0.2	121,926	102,810	84
*155.75	Flavored sugars	15.0	1,996	1,778	89
*156.35	Cocoa butter	3.0	55,018	52,464	95
160.20	Soluble coffee (free but not bound)	N/A	118,884	76,042	64
*161.15	Cassia, etc., ground	1.7	0	0	--
*161.19	Cinnamon, ground	1.0	3	3	100
161.23	Cloves, ground	1.4	71	71	100
161.31	Dill	5.0	273	271	100

* Receives GSP

TSUS	DESCRIPTION	AVE	U.S. IMPORTS (\$000)		LDCs AS % OF TOTAL
			TOTAL	LDC	
*161.37	Ground ginger root	1.7	17	6	35
161.41	Laurel bay leaves, manufactured	5.0	0	0	--
*161.43	Mace, Bombay or wild, unground	5.5	18	18	100
*161.45	Mace, Bombay or wild, ground	50.0	0	0	--
*161.65	Nutmeg, ground	0.7	14	0	0
*161.79	Pepper, b/w ground	1.8	26	7	27
161.88	Pimento, ground	3.9	4	4	100
*161.94	Unground Sage	1.0	1,397	1,154	83
*161.96	Ground Sage	1.4	0	0	--
*162.15	Mixed spices	7.5	407	218	54
*165.55 ex	Guava, ginger, sorrel and Maceby juices	1.9	4,377	795	18
*168.15	Bitters, cont. spirits, unfit for beverage use	15.9	530	432	81
*176.01	Castor oil	7.5	325	325	100
*176.02	Castor oil	4.0	43,289	41,882	97
176.04	Coconut oil	0.1	43,906	43,906	100
176.24	Kapok oil	16.0	0	0	--
176.60	Tung oil (free not bound)	N/A	5,952	5,851	98
*182.46 ex	Sauces <u>3/</u>	7.5	5,234	3,281	63
*190.68	Mounted & stuffed animals (taxidermy)	7.5	141	75	53
*191.15 ex	Animal substances, crude <u>4/</u>	2.5	18,198	536	3
192.55	Broomcorn	1.0	10,474	10,464	100
*192.70	Processed Istle	20.0	4,106	4,103	100
*192.85	Straw	5.0	3,406	3,310	97
193.10	Tonka beans	9.5	140	40	29
*202.40	Lumber, Philippine mahogany, red Lauan, Tangile, etc.	0.3	20,564	19,904	97
*202.60	Hardwood flooring, except in strips & planks	8.0	1,946	1,781	92
*206.30	Wood doors, incl. flush, w or w/out their hardware	7.5	9,832	8,653	88
*206.45	Mahogany forks and spoons	7.0	80	77	97
*206.47	Forks and spoons of wood, except mahogany	8.5	2,451	1,769	72
*206.50	Wood handles, broom and mop	4.0	3,895	2,846	73
*206.95	Mahogany household utensils and parts	14.0	56	53	94
206.96	Wood coat hangers	8.2	4,532	2,808	62
*206.98	Other wood household utensils & parts, except coat and garment hangers	8.3	36,866	24,898	68

TSUS	DESCRIPTION	AVE	U.S. IMPORTS (\$000)		LDCs AS % OF TOTAL
			TOTAL	LDC	
*222.40	Bamboo baskets and bags	25.0	3,393	2,750	81
*222.42	Baskets and bags of rattan or palm leaf	25.0	3,523	3,405	97
*222.57	Floor coverings, unspun veg. mat.	8.0	709	450	64
*222.60	Articles, nes, of bamboo, rattan willow or chip	12.5	7,408	6,621	89
*222.62	Articles, nes, of raffia	4.0	101	65	64
*240.02	Veneers, of Phil. mahogany, Lauan, not reinforced or backed	10.0	22,269	22,207	100
*240.06	Wood veneers, except decorative backed	5.0	256	182	71
*240.10	Plywood, Spanish cedar face, no face finish or clear face finish	20.0	4	4	100
*240.12	Plywood, parana pine face, no face finish or clear finish	12.5	3	3	100
240.17	Plywood with a face ply of Philippine mahogany, Lauan, etc.	20.0	184,031	183,524	100
240.2340	Plywood, with a face ply of genuine mahogany, face finished or clear faced (ex-out)	10.0	2,192	2,015	92
*240.25	Plywood, face finished	20.0	11,367	11,083	98
*240.38	Wood veneer panels, 2 faces other wood nes, clear finished or not finished	10.0	1,804	1,597	89
*240.58	Wood veneer panels, one face ply, nes	10.0	37	25	68
*240.60	Wood veneer panels, 1 veneer face ply, finished except clear	10.0	124	115	93
*245.45	Particle board	6.0	205	194	95
*304.04	Abaca fibers	4.0	347	347	100
*304.40	Kapok fibers	4.0	22	22	100
*304.58	Other vegetable fibers	4.0	10	10	100
305.09	Flax & Jute yarns & roving plied	6.5	44	4	8
*305.20	Jute yarns & roving, single	7.5	2,295	1,999	81
*305.22	Jute yarns & roving, singles	11.0	2,929	2,830	94
*305.28	Jute Yarns & roving plied	10.0	771	769	100
*305.30	Jute yarns & roving plied	12.5	44	44	98
*306.52	Alpaca, washed	0.9	1	1	100

* Receives GSP

TSUS	DESCRIPTION	AVE	U.S. IMPORTS (\$000)		LDCs AS % OF TOTAL
			TOTAL	LDC	
*306.53	Alpaca, scoured	N/A	0	0	--
306.54	Alpaca, carbonized	N/A	0	0	--
*306.80	Angora rabbit hair, on the skin	6.0	0	0	--
315.25	Other cordage hard veg-fiber, not stranded, nes	15.0	9,726	9,723	100
315.30	Cordage hard-leaf veg. bif., stranded, un 3/16"	7.5	48	47	99
315.35	Abaca cordage stranded, 3/16" or ov but un 3/4" dia.	13.9	2,953	2,866	97
315.40	Sisal & hene cordage, stran, 3/16"-3/4" dia.	10.1	4,201	4,122	98
315.50	Cordage of abaca, 3/4" or ov dia., stranded	4.0	2,188	2,129	97
315.55	Cordage, sisal, hene or bth ov 3/4" dia., stran	2.4	185	185	100
*315.75	Coir cordage stranded	10.0	11	11	100
315.80	Jute cordage, nt bleached, etc, un 720 yds/lb	10.0	724	590	82
315.85	Jute cordage, unbleached, etc, 720 yd/lb or ov	12.5	71	69	97
315.90	Jute cordage bleached, etc, under 720 yd/lb	10.5	296	265	90
315.95	Jute cordage bleached, etc, 720 yd or ov/lb	13.0	603	593	98
*335.50	Woven fabrics, jute, bleached, etc or flame resistant	6.2	568	460	81
*347.30	Narrow fabrics of jute webbing	14.0	591	590	100
359.40	Silk fabrics	13.5	7	5	65
360.10	Floor coverings, pile hand inserted, nov 66-2/3 ct SFT	21.3	84	82	98
360.15	Floor coverings, pile hand inserted, ov 66-2/3 ct SFT	11.0	42,805	41,587	97
*360.35	Coir floor coverings, pile not hand inserted or knotted	13.8	960	849	88
*360.36	Jute floor coverings pile not hand inserted, etc.	7.0	202	--	--
361.44	Wool floor coverings nspf, woven, not p-d loom, ov 30c SFT	11.0	2,863	2,205	77
364.16	Certified hand loomed & folklore products,) articles of cotton)	15.0	1,616	1,199	74
*364.18	Tapestries, of veg. fibers, nes)	6.5	3,491	2,630	75
366.84	Other furnishings, veg. fiber, except cotton	2.2	706	580	82
385.45	Bags & sacks, veg. fiber, except cotton, not bleached, etc	15.5	332	323	97
*385.95	Coir pile matting & pile mats	2.6	1,882	1,882	100
*435.70	Opium	3.0	21,236	9,194	43
*452.80 ex	Nutmeg and Cardomon oils				

* Receives GSP

TSUS	DESCRIPTION	AVE	U.S. IMPORTS (\$000)		LDCs AS % OF TOTAL
			TOTAL	LDC	
*470.57	Mangrove, oak, quebracho, etc., nes	3.5	4,593	3,021	66
*516.11	Untrim phlogopite	2.5	0	0	--
*516.21	Phlogopite waste and scrap	6.0	0	0	--
*516.71	Mica cut or stamped to dimen. not over .006" thick	11.0	2,056	2,038	99
*516.73	Mica fuse discs split, over .006" thick, n/perforated, etc.	12.5	63	62	98
*516.74	Mica, cut or stamped ov. .006", not perforated, etc., nes	20.0	5	1	28
*516.76	Mica, cut or stamped & perforated or indented	12.5	196	182	93
516.81	Mica, ground or pulverized	6.0	16	2	15
*516.91	Mica, built-up	8.5	951	0	0
*516.94	Mica articles, nspf	12.5	285	143	50
*517.27	Graphite, natural crystalline, lump or chip	2.5	119	117	98
*703.65	Headwear of leather	6.0	505	426	84
*727.30	Chairs, nspf, of wood (ex-out of teak chairs only) 5/	8.5	59,498	37,269	63
*731.05	Snelled hooks	12.5	1,485	1,244	84
*748.25	Cut natural flowers, dried 1/	5.0	3,938	2,220	56
772.30	Wearing apparel, nspf of rubber or plastics	12.5	78,616	66,111	84
*772.35	House furnishings, curtains, covers, etc. of rubber or plastics	6.0	16,765	11,925	71
*790.37	Incense, nspf	6.0	1,190	712	60
*791.80	Leather articles, nspf, of reptile leather	14.0	11	8	70
	TOTAL		1,178,479	1,001,909	85

1/ Exact ex-out items to be determined after further analysis of CACM request list.

2/ Exact specifications for ex-out are still being determined.

3/ Exact specifications for ex-out are still being determined. It will exclude tomato sauces.

4/ Ex-out for other than Bull Semen is being studied.

5/ A concession on this entire item is not possible. However, an ex-out of only teak chairs can be negotiated. There is no existing seven digit breakout of trade figures on teak chairs.

* Receives GSP