Originally Processed With FOIA(s):
2025-0373-S

FOIA Number:
2025-0373-S

FOIA MARKER

This is not a textual record. This is used as an administrative marker by the George Bush Presidential Library Staff.

Record Group/Collection: George H.W. Bush Presidential Records
Collection/Office of Origin: Chief of Staff, White House Office of
Series: Card, Andrew, Files
Subseries:

OA/ID Number: 04885
Folder ID Number: 04885-014

Folder Title:
EC 1992

Stack:	Row:	Section:	Shelf:	Position:
G	15	22	1	

Withdrawal/Redaction Sheet
(George Bush Library)

Doc. No. / Type	Subject/Title	Date	Restriction	Classification
01. Letter	To President Bush, Re: European Community policy. (2 pp.)	12/21/89	(b)(1)	

Collection:

Record Group: Bush Presidential Records
Office: Chief of Staff, White House Office of
Series: Card, Andrew H., Jr., Files
Subseries:
WHORM Cat.:
File Location: EC 1992

Pinksheet Number: RML16180
OA/ID Number: 04885-014
Date Closed: 5/9/2025
FOIA/Sys Case #: 2025-0373-S
Re-review Case #:
P-2/P-5 Review Case #:

THE WHITE HOUSE

WASHINGTON

May 23, 1990

Dear Mr. Boddy:

Thank you for your note. I also appreciated the opportunity to meet with you when you visited Washington, D.C.

The survey results you enclosed are interesting. I would be very interested in seeing the results of the 1,000 U.S. CEO's.

Please feel free to keep in touch.

Sincerely,

Andy Card

Andrew H. Card, Jr.
Assistant to the President
and Deputy to the Chief of Staff

Mr. David Boddy, Chairman
Market Access International, Ltd.
Livingstone House, 11 Carteret Street
Westminster, London SW1H 9DL
England

MARKET ACCESS INTERNATIONAL LTD

LIVINGSTONE HOUSE 11 CARTERET STREET
WESTMINSTER LONDON SW1H 9DL

TELEPHONE: 071 799 1500
FAX: 071 222 5872

11th May 1990

Mr Andrew Card
Assistant to the President
Deputy to the Chief of Staff
The White House
1600 Pennsylvania Avenue NW
Washington DC 20501
UNITED STATES OF AMERICA

Dear Andrew

Just a brief note to express my grateful thanks for your time in discussing 1992. Your input has been particularly valuable, and I have taken on board your various sensitivities in formulating the questions in our survey to the 1000 US CEOs.

Undoubtedly, Barbara Hayward will keep you in contact with this exercise and our other activities.

In the meantime, let me renew my offer to provide any assistance to you or your family should you find yourself in London.

With best wishes.

Yours sincerely

David

DAVID BODDY
Chairman

P.S. I thought you might be interested to see the result of the survey on British Parliamentarians and their concern on Fortress Europe.

CC Barbara Hayward - Hayward-Loach International Inc.

A member of the Market Access Ltd Group
LONDON • BRUSSELS • WASHINGTON
REGISTERED No. 1893684 ENGLAND
REGISTERED OFFICE AS ABOVE. VAT No. 446 9210 42

(JN.1047)

PROJECT MAIM MP 004

Q.11 DO YOU BELIEVE THAT EXTERNAL TRADE BARRIERS WILL ARISE AROUND THE EC FOLLOWING THE REMOVAL OF THE INTERNAL TRADE BARRIERS?

TABLE 16/1

Base : All Respondents

	TOTAL	POLITICAL PARTY: Conservative	Labour	Other	TELEVISION REGION: North England	South England	Scotland	Wales	Ulster	EUROPEAN MONETARY SYSTEM: Immediately	Whenever Prudent	Not At All	BRUGES SPEECH: Should Continue	Should Not Continue	DK
TOTAL	100 100%	56 100%	35 100%	9 100%	50 100%	25 100%	10 100%	9 100%	6 100%	15 100%	53 100%	32 100%	62 100%	31 100%	7 100%
Yes	65 65%	30 54%	29 83%	6 67%	33 66%	14 56%	7 70%	6 67%	5 83%	9 60%	31 58%	25 78%	39 63%	25 81%	1 14%
No	27 27%	22 39%	3 9%	2 22%	12 24%	10 40%	1 10%	3 33%	1 17%	5 33%	19 36%	3 9%	21 34%	5 16%	1 14%
Do not know/ no reply	8 8%	4 7%	3 9%	1 11%	5 10%	1 4%	2 20%	0 -	0 -	1 7%	3 6%	4 13%	2 3%	1 3%	5 71%

(JN.1047)

PROJECT MAIN MP 004

TABLE 17/1

Q.12 DO YOU THINK THE CREATION OF A SINGLE EUROPEAN MARKET WILL MAKE IT HARDER OR EASIER FOR AMERICAN COMPANIES TO EXPORT TO BRITAIN?

Base : All Respondents

		POLITICAL PARTY			TELEVISION REGION					EUROPEAN MONETARY SYSTEM			BRUGES SPEECH		
	TOTAL	Conservative	Labour	Other	North England	South England	Scotland	Wales	Ulster	Immediately	Whenever Prudent	Not At All	Should Continue	Should Not Continue	DK
TOTAL	100 100%	56 100%	35 100%	9 100%	50 100%	25 100%	10 100%	9 100%	6 100%	15 100%	53 100%	32 100%	62 100%	31 100%	7 100%
Harder	56 56%	28 50%	23 66%	5 56%	27 54%	13 52%	5 50%	7 78%	4 67%	8 53%	28 53%	20 63%	36 58%	19 61%	1 14%
Easier	2 2%	1 2%	1 3%	0 -	2 4%	0 -	0 -	0 -	0 -	1 7%	1 2%	0 -	0 -	2 6%	0 -
No change	37 37%	25 45%	8 23%	4 44%	18 36%	11 44%	4 40%	2 22%	2 33%	6 40%	22 42%	9 28%	26 42%	10 32%	1 14%
Do not know/ no reply	5 5%	2 4%	3 9%	0 -	3 6%	1 4%	1 10%	0 -	0 -	0 -	2 4%	3 9%	0 -	0 -	5 71%

Q.13 DO YOU BELIEVE AMERICAN COMPANIES ARE JUSTIFIED OR UNJUSTIFIED IN BEING CONCERNED THAT THEY WILL BE DISCRIMINATED AGAINST IN PUBLIC PURCHASING AFTER THE CREATION OF A SINGLE EUROPEAN MARKET?

Base : All Respondents

		POLITICAL PARTY			TELEVISION REGION					EUROPEAN MONETARY SYSTEM			BRUGES SPEECH		
	TOTAL	Cons erva tive	Lab our	Other	North Eng land	South Engl and	Scot land	Wales	Ulster	Immedi ately	When ever Prud ent	Not At All	Should Cont inue	Sho-uld Not Cont inue	DK
TOTAL	100 100%	56 100%	35 100%	9 100%	50 100%	25 100%	10 100%	9 100%	6 100%	15 100%	53 100%	32 100%	62 100%	31 100%	7 100%
Justified	66 66%	38 68%	25 71%	3 33%	36 72%	16 64%	5 50%	7 78%	2 33%	6 40%	37 70%	23 72%	43 69%	18 58%	5 71%
Unjustified	29 29%	15 27%	9 26%	5 56%	12 24%	7 28%	5 50%	2 22%	3 50%	8 53%	14 26%	7 22%	16 26%	11 35%	2 29%
Do not know/ no reply	5 5%	3 5%	1 3%	1 11%	2 4%	2 8%	0 -	0 -	1 17%	1 7%	2 4%	2 6%	3 5%	2 6%	0 -

HAYWARD–LOACH INTERNATIONAL

LOS ANGELES MIAMI LONDON HONG KONG PARIS ATHENS DOMINICAN REPUBLIC TAIWAN

May 15, 1990

The Hon. Andrew Card
Assistant to the President and
Deputy to the Chief of Staff
White House
Washington, D.C. 20500

Dear Andy:

I want to thank you very much for taking time from your busy schedule to meet with David Boddy last week. From our point of view it was a very worthwhile meeting, and I hope it was from yours also. David was very grateful for your input on the subject of Europe '92 in general, and the survey of American businessmen that Market Access is putting together in particular. This is a very interesting project for me, and I will keep you informed if you are interested in the results of the survey.

Thanks again for your time, Andy, and please let me know if there is ever anything I can do for you on the "outside".

Best wishes.

Sincerely,

Barbara

Barbara Hayward

WORLDWIDE PUBLIC AFFAIRS & BUSINESS MANAGEMENT
2828 Pennsylvania Avenue NW Suite 300 Washington, DC 20007
Telephone 202.342.5642 Fax 202.342.0212

THE WHITE HOUSE

WASHINGTON

December 28, 1989

Dear Jim,

Thanks for your recent letter and your many compliments. We, too, are proud of the President's actions in Malta and Panama.

Please know that I will be happy to pass along your letter to the President.

We appreciate the time you have taken to share your views with the Administration.

With best wishes for a successful 1990!

Sincerely,

Andy Card

Andrew H. Card, Jr.
Assistant to the President
and Deputy to the Chief of Staff

Mr. James R. Fees
Chairman & CEO
The TRADECO Group
Avenue Louise 435
1050 Brussels
BELGIUM

ID #

WHITE HOUSE
CORRESPONDENCE TRACKING WORKSHEET

☐ O - OUTGOING

☐ H - INTERNAL

☒ I - INCOMING

Date Correspondence Received (YY/MM/DD) 89 / 12 / 27

Name of Correspondent: James R. Fees

☐ **MI Mail Report** **User Codes:** (A) ____ (B) ____ (C) ____

Subject: Encloses letter to the President expressing support for the recent Malta Summit and the Administration's handling of the European Economic Community.

ROUTE TO: **ACTION** **DISPOSITION**

Office/Agency (Staff Name)	Action Code	Tracking Date YY/MM/DD	Type of Response	Code	Completion Date YY/MM/DD
	ORIGINATOR	/ /			/ /
	Referral Note:				
		/ /			/ /
	Referral Note:				
		/ /			/ /
	Referral Note:				
		/ /			/ /
	Referral Note:				
		/ /			/ /
	Referral Note:				

ACTION CODES:

A - Appropriate Action
C - Comment/Recommendation
D - Draft Response
F - Furnish Fact Sheet to be used as Enclosure
I - Info Copy Only/No Action Necessary
R - Direct Reply w/Copy
S - For Signature
X - Interim Reply

DISPOSITION CODES:

A - Answered
B - Non-Special Referral
C - Completed
S - Suspended

FOR OUTGOING CORRESPONDENCE:

Type of Response = Initials of Signer
Code = "A"
Completion Date = Date of Outgoing

Comments:

Keep this worksheet attached to the original incoming letter.
Send all routing updates to Central Reference (Room 75, OEOB).
Always return completed correspondence record to Central Files.
Refer questions about the correspondence tracking system to Central Reference, ext. 2590.

AC HAS SEEN 12/27

The TRADECO Group
Avenue Louise 435
1050 Brussels, Belgium

December 21, 1989

Mr. Andrew H. Card
Assistant to the President and
Deputy to the Chief of Staff
The White House
Washington, D.C.

Dear Andy:

While I realize you all are busy these days with the Panamian situation and the holiday season, I do wish to take a moment to congratulate the President, his key advisors, you, and the White House staff for the outstanding handling President Bush and his administration have given to the European Community following the recent summit in Malta.

Even in the weeks before the summit it was clear from my vantage point here in Brussels, that there was an increasing knowledge, sensitivity, and effectiveness in the Administration's handling of the European Community, particularly with Eastern Europe changing faster than anyone could have expected.

You will remember we talked back in early 1989 about the necessity of the Bush Administration developing a positive policy of dealing with the European Community and its Single Market of 1992. At your request I talked to your Policy Planning Staff and others. I am pleased that we are now structuring our relations with the EC to continue to work as partners, a la NATO. We will have disagreements with the EC from time to time, just as with NATO. That is for sure. But it is important to not let such problems control our EC policy.

Let me take the opportunity to congratulate the President ~~also~~ for speaking softly and carrying a big stick. This is a much more effective policy in terms of international power politics than thousands of hours of TV pronouncements with no action, which so many of our previous administrations have indulged in with the result being we were so many times and for so long not taken seriously.

Nearly five years ago I recommended in writing to a Republican congressman that the use of our military was the only way we could legally and image-wise deal totally and thereby successfully with terrorism and drugs. I am glad to see in recent days that this approach has many years later become part of our policy attack on such serious threats to our national life.

In sum, we Republicans are quite proud of the international sophistication of this administration.

best regards for the New Year,

Sincerely,

Jim Fees

James R. Fees
Chairman & CEO
The TRADECO Group

(Immediate Past International Chairman of Republicans Abroad, 1987-1989)

Andy,

P.S. I have enclosed a personalized version of this for The President. Would you please ensure he sees it. Thank you.

Hope to see you in the New Year!

Ji

Withdrawal/Redaction Sheet
(George Bush Library)

Document No. and Type	Subject/Title of Document	Date	Restriction	Class.
01. Letter	To President Bush, Re: European Community policy. (2 pp.)	12/21/89	(b)(1)	

Collection:

Record Group: Bush Presidential Records
Office: Chief of Staff, White House Office of
Series: Card, Andrew H., Jr., Files
Subseries:
WHORM Cat.:
File Location: EC 1992

Date Closed: 5/9/2025	**OA/ID Number:** 04885-014
FOIA/SYS Case #: 2025-0373-S **Re-review Case #:** **P-2/P-5 Review Case #:**	**Appeal Case #:** **Appeal Disposition:** **Disposition Date:**
AR Case #: **AR Disposition:** **AR Disposition Date:**	**MR Case #:** **MR Disposition:** **MR Disposition Date:**

RESTRICTION CODES

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

(b)(1) National security classified information
(b)(2) Release would disclose internal personnel rules and practices of an agency
(b)(3) Release would violate a Federal statute
(b)(4) Release would disclose trade secrets or confidential or financial information
(b)(6) Release would constitute a clearly unwarranted invasion of personal privacy
(b)(7) Release would disclose information compiled for law enforcement purposes
(b)(8) Release would disclose information concerning the regulation of financial institutions
(b)(9) Release would disclose geological or geophysical information concerning wells

Deed of Gift Restrictions

C(1) Closed by Executive Order 13526, governing access to national security information
C(2) Closed by statute or by the agency which originated the information
C(3) Closed in accordance with restrictions contained in donor's deed of gift [formerly listed as only C]
PRM. Removed as a personal record misfile

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

P-2 Relating to the appointment to Federal office [(a)(2) 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]

AC has seen ✓

THE WHITE HOUSE

WASHINGTON

May 9, 1989

MEMORANDUM FOR ANDY CARD

FROM: JIM PINKERTON

SUBJECT: Meeting with James R. Fees on EC '92

Per your suggestion, I met this morning with Jim Fees on the implications for the Administration of EC '92.

Fees recommended take three courses of action:

1) More speech lines on EC '92:

In addition to having the President refer more to EC '92 in speeches, he should designate some high level official, Fees suggests at the cabinet level, to take the lead on formulating U.S. policy.

2) Less confrontation, more consultation:

Fees believes that we should avoid adopting a confrontational stance, which has been the recent perception in Europe, as evidenced by the beef "hormone wars." We should look more at the long term and identify problems before they become confrontations. It is not in our long term interests to bully the Europeans on trade matters. Furthermore, we are no longer in a position to bend the EC to our will.

3) Emphasize our overall strategic relations with Europe:

Stress the fact that the U.S. has more at stake in Europe than just trade and investment: two world wars prove the point. Fees notes that this notion is not lost on Europeans, particularly the older generation which runs the countries. As he put, Japan is less relevant to U.S. security than Europe, and the Europeans know this and appreciate it.

o Other points:

Europeans use "Brussels" more and more the way Americans use "Washington" as a figure of speech for government. This is reinforced by the fact that NATO is in Brussels.

The Japanese are more willing to play the long term game of going for market penetration instead of short term profit.

cc: Steve Farrar

THE WHITE HOUSE

WASHINGTON

March 31, 1989

Dear Jim:

Thank you for your letter of March 21, 1989. I enjoyed meeting you at the St. Jude Benefit dinner.

Please know that I will be happy to meet with you when you are next in the United States. Just let me know when your travels bring you here, and we can continue our discussion of Europe 1992. My office number is (202) 456-2533.

In the meantime, all the best.

Sincerely,

Andy Card

Andrew H. Card, Jr..
Assistant to the President
and Deputy to the Chief of Staff

Mr. James R. Fees
President and CEO
The Tradeco Group
Avenue Louise 433
1050 Brussels
Belgium

Tradeco Limited
Avenue Louise 433
1050 Brussels, Belgium

March 21, 1989

Mr. Andrew H. Card, Jr.
Assistant to the President
and Deputy to the Chief of Staff
The White House
Washington, D.C.
USA

Dear Andy:

It was a pleasure to meet you last Saturday evening at the St. Jude Benefit dinner honoring John Sonunu, thanks to Barbara Hayward. I was delighted to know that someone in the White House has focused on the importance of the Europe 1992 matter, as it is of critical importance in our nation's future trade and investment status.

Barbara Hayward and I were discussing the possibility of some long-term cooperation between her new Washington entity and our TRADECO Group office here in Brussels, with its special expertise and personnel for EC business, when she suggested she introduce us. If I can be of any assistance to you in this project please advise, as unlike many interested Americans in the States, I am here on the spot, dealing with the EC bureacracy every day. I will be returning to the US in the Spring to give a series of talks on 1992 to institutions and business groups. Perhaps we could meet again at that time.

Also, I would welcome the opportunity to have you visit us when you come to Brussels in late May for the anniversary of NATO. We are well known to the Commercial Counselor and others at the American Embassy here. Please keep in touch on that subject. Thank you.

best regards,

Sincerely,

Jim Fees

James R. Fees
President and CEO
The TRADECO Group

Corporate Research and Security

Tradeco has an unparalleled network of resources able to retrieve and develop current and high quality intelligence and information, from public and private sources, in almost all the world's market economies.

Work is undertaken with absolute discretion, meeting deadlines which match the urgency of both the issues and client's decision-making time scales.

Political Risk and Investment Analysis

Identifying and evaluating investment opportunities in overseas areas, performing in-depth research into political and economic climates, and domestic and international market opportunities.

Merger Research and Acquisition

Tradeco acts in many takeovers or proposed acquisitions, building up intelligence from a network of sources: evaluating opportunities, verifying claims or preparing detailed profiles of adversaries.

Personal and Corporate Security

Tradeco manages the threats of hostile acts which could affect goodwill, assets and personnel and their families abroad and at home.

Brussels – Belgium	**S.A. TRADECO TECHNOLOGIES INTERNATIONAL N.V.** Avenue Louise, 433/435 – Box 3 1050 Brussels Tel.: 32 2/646 01 60 Fax: 32 2/646 09 29 Telex: 65050
Geneva – Switzerland	**TRADECO Ltd.** World Trade Center Avenue Louis Casai, 110 P.O. Box 306 1215 Geneva 15 Tel.: 41 22/98 74 61 Fax: 41 22/91 01 26 Telex: 289 497
ASSOCIATE OFFICES	Barcelona (Spain) Cairo (Egypt) Fuzhou (China) Istanbul (Turkey) London (U.K.) Luxembourg Madrid (Spain) Nassau (Bahamas) Tokyo (Japan) Washington D.C. (USA)

TRADECO

The Tradeco Group

TRADECO

The Tradeco Group

Introduction

The Tradeco Group was formed in 1980. It has developed into a unique network of international companies, operating in trade, finance, investment, and corporate research.

From investment banking and financial service offices in Geneva and Nassau, to its new trade and marketing subsidiary and investment arm in Brussels, the Tradeco Group comprises a unique combination of services tailored to today's requirements of VIP's, investors, industries, and hi-technology ventures.

The Group's long-recognized expertise in the Middle East, is supported by its Tradeco presence in Cairo and Istanbul.

Tradeco specializes in assisting companies that wish to penetrate difficult markets. In addition, its world-wide capabilities can identify new markets and develop opportunities, to ensure that a client receives the maximum information, to enable it to penetrate, succeed and enhance and protect their interests.

Tradeco was at the forefront of identifying the investment and development opportunities, that were revealed by the move toward a unified European market in 1992. In addition, it used its expertise to expand these openings into successful business ventures.

Tradeco focuses ahead on strategic and tactical opportunities in trade, while monitoring the risk factors faced by executives competing in fast changing international markets. This capability satisfies the real need for corporations and investors to achieve growth, through the globalisation of their activities.

Political and Economic Consulting and Representation

The Tradeco Group has the ability to use its international contacts, influence and capabilities, to provide political and economic consultancy support and representation on a world-wide basis. This capability combined with our corporate intelligence and research, provides clients with an ability to trade or invest globally, with the speed and precision necessary, to out-distance the competition.

1992 Action Center

Tradeco has become one of the major consultancies for industrial and financial clients, representing and lobbying in dealings with the institutions of the EC in Brussels – an increasingly critical market for major exporters as 1992 nears.

Tradeco is able to advise of the political and economic climates and risk factors, affecting their special interests on a global basis and, as required, make influential contacts to obtain customized action on special requirements of governmental bodies, corporations, or VIP's.

Trade and Marketing

As a trading and marketing company, the Tradeco Group has continually expanded its capabilities and clientele in marketing industrial projects, heavy equipment, and high-technology. Its clients range from the major aerospace and telecommunications firms of the United States and Europe, to small speciality companies, to trade in metals. Directed from its offices in Brussels, the "capital" of the European Community, Tradeco is uniquely placed to advise on global trading.

Tradeco specializes in supporting client companies that wish to penetrate difficult markets. Its research capability and well-placed resources can often provide the critical information, enabling a client to obtain commercial advantages over competitors, thereby securing important contracts. Maintaining a discreet low profile, new clients come almost exclusively by referral and recommendations from satisfied existing clients.

Investment Banking and Finance

Our investment banking directed from Geneva, specializes in, but is not restricted to, raising venture capital for high quality technology projects, with funding from the Far East, the United States, the Middle East and Europe.

Other financial operations include pro-active mergers and acquisition research, and co-ordinating major international real estate purchases and resales.

Tradeco's network of influential contacts, sense of discretion and expertise at deal-making, represent the critical difference to our client's financial and investment transactions world-wide, particularly where confidentiality is critical.

The Tradeco Group's investment arm in Brussels, identifies, negotiates, and manages the European commercial real estate investments of the Group and its partners. This company has experienced success in attracting top institutional and private investors, for its quality projects in Europe and the United States. Tradeco has positioned itself to advise and invest for key clients in commercial real estate in the Europe leading to 1992, just as it does in the United States today.