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Clausen's: U.S. Congress Correspondence - 11/80 - 12/81

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Requestor

SHARMA, PATRICK



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*U.S. Congress*

THE WORLD BANK

Office of the President

August 18, 1981

TO: Mrs. Boskey

Shirley:

I should have attached a copy of Mr. Golsong's memo to me, to the copy of my letter to Mr. Brownson on the subject of the Federal Staff Directory. I guess this memo is self-explanatory and you will see that my letter referred only to the new Federal Staff Directory (see attached letter from Mr. Brownson). I suppose it may be worth circulating Mr. Golsong's memo to all the VPs. Please advise.

Olivier

Office of the President

August 18, 1981

Dear Mr. Brownson:

I should like to refer to your letter dated July 6, 1981, to Mr. Clausen informing him of his selection to be listed in the Federal Staff Directory as a key Federal Executive.

As you know, the International Bank for Reconstruction and Development is an international organization established by an international treaty to which the United States is party. It has a membership consisting of 139 countries and as such is not a part of the governmental structure of the United States. While Mr. Clausen appreciates your selection of him, I have been requested to inform you that, on the basis of the above reason, his name should not be listed in the Federal Staff Directory.

Sincerely,

Olivier Lafourcade  
Personal Assistant to the President

Mr. Charles B. Brownson  
Congressional Staff Directory  
Post Office Box 62  
Mount Vernon, Virginia 22121

cc: Mr. Benjenk  
Mr. Golsong

Legal:OLafourcade:ml

DRAFT  
Legal Department  
August 6, 1981

*Brownson*  
Dear Mr. . . . ,

I should like to refer to your letter dated July 6, 1981, to Mr. Clausen informing him of his selection to be listed in the Federal Staff Directory as a key Federal Executive.

As you know, the International Bank for Reconstruction and Development is an international organization established by an international treaty to which the United States is party. It has a membership consisting of 139 countries and as such is not a part of the governmental structure of the United States. While Mr. Clausen appreciates your selection of him, *I have been* he has requested ~~me~~ to inform you that, on the basis of the above reason, his name should not be listed in the Federal Staff Directory.

Yours sincerely,

*O.L.*

cc. *Benjak*  
*Galsong*

## OFFICE MEMORANDUM

TO: Mr. Olivier Lafourcade, EXC

DATE: August 6, 1981

FROM: Heribert Golsong, VPG SUBJECT: Listing of the President and Other Senior Staff in  
Various Congressional and Federal Directories

1. I should like to refer to your note to me on the above subject as well as to Mr. Benjenk's views on the matter. I will set out my views on how we should proceed in this matter on each of the directories, the Congressional Directory, the Federal Staff Directory and the Congressional Staff Directory.

Congressional Directory

2. As is evident from copies of sections of the above directory, it goes far beyond a listing of members of Congress and their staff. It also lists, inter alia, foreign diplomatic representatives and consular services, press representatives and international organizations including those headquartered both in the U.S.A. and abroad. Under the circumstances, I see no problem with a continuation of the practice of listing the IBRD in this directory and more specifically, Mr. Clausen as President.

Federal Staff Directory

3. This directory, as its name seems to imply, contains a listing of personnel in the United States Executive Branch. Further, the letter dated July 6, 1981, to Mr. Clausen seems to emphasize this fact by the statement that he had been selected in his position "as a key Federal Executive." As the Bank is an international organization separate from the U.S. Government structure and, in view of our past efforts to correct the wrongly held impression that the Bank is part of the Federal Government, I would like to confirm my earlier opinion that Mr. Clausen, as an international civil servant, should not be listed in this directory.

Congressional Staff Directory

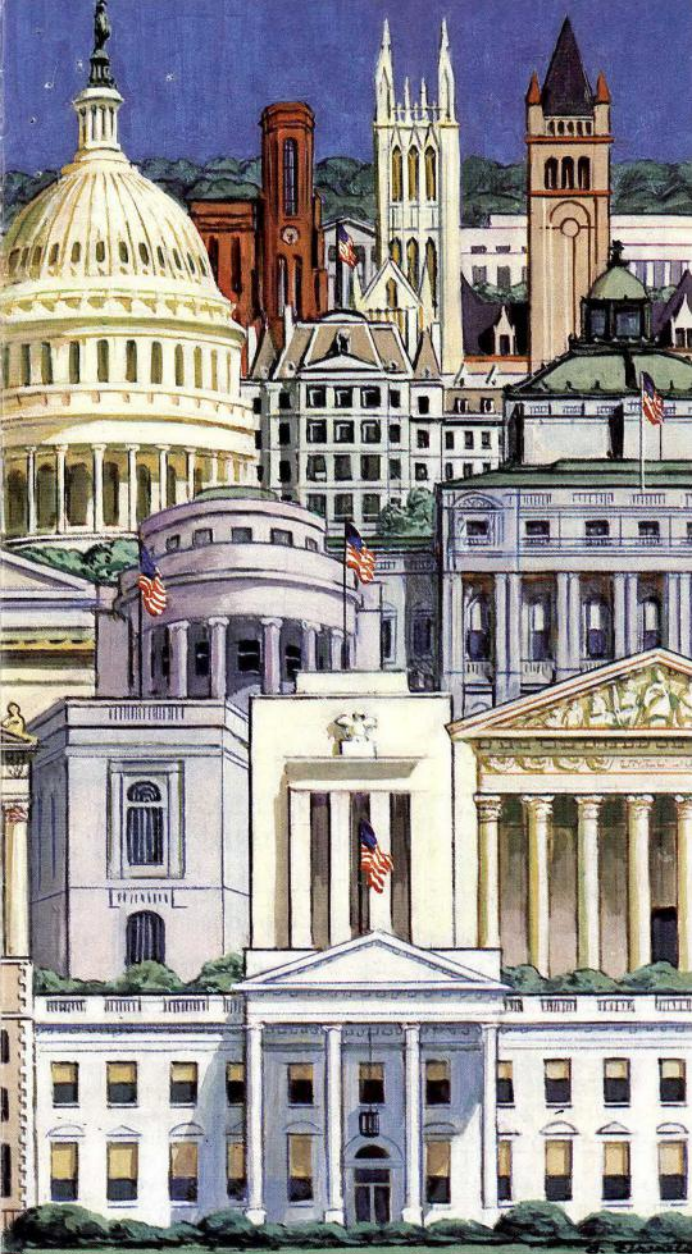
4. As you know, the IBRD is listed in this directory under "Key Personnel of the Executive. . . International." This creates a misleading impression which I have already referred to in paragraph 3. For the same reasons adduced in that paragraph and since Mr. Clausen is not a member of the U.S. Executive, I am of the opinion that it is inappropriate to list his name in the directory. While Mr. Clausen's name appears in the directory published on July 1, 1981, it is my view that this opinion should be applicable to future editions of the directory.

5. I attach hereto a draft reply to the letter dated July 6, 1981, from the publisher of the Congressional Directory.

Attachment

HG/jrc

from Charles  
Brownson  
# 73  
to Golsong  
7/9



**NOW! the Federal Executive —  
gets the Staff Directory treatment.**



## 1981 C.S.D. ADVANCE LOCATOR

by Charles B. Brownson  
19th edition-520 pages

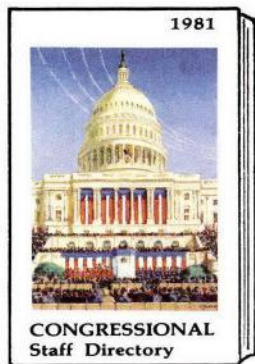
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The listing of cities and towns in each district and the addresses and phone numbers of Congressional offices back home are unique features.

This section will appear in the 1981 *Advance Locator* [Jan.] and in the 1981 *Congressional Staff Directory* [May].

## Find a City's Congressman

Look up any city and find the district and the Member's name and the latest population from the 1980 census, as totals become available.

An exclusive feature of *Congressional Staff Directory* publications, this information in the *Advance Locator* [Jan.] is updated for the *Congressional Staff Directory* [May].

## STATE DELEGATIONS

CONNECTICUT 25

### CONNECTICUT

Population (1980) 3,960,951 (Provisional)

[Dem. — 1; Rep. — 1]

#### SENATE

**SEN. LOWELL P. WEICKER** (R CT) of Greenwich. Washington office, 313 RSOB, dial 224-4041. Senate service, January 3, 1971 to January 3, 1983. Chairman, Senate Select Committee on Small Business. Prior House service, January 3, 1969 to January 3, 1971. Born May 16, 1931 in Paris, France. Yale Univ., B.A. in political science, 1953. Univ. of Va., LL.B., 1958. U.S. Army service, 1953-55. Admitted to Conn. Bar, 1960. Practicing attorney, 1960-. Conn. State Rep., 1963-69. First Selectman of Greenwich, 1964-68. Married. Episcopalian. **STATE OFFICES**— Bridgeport 06603: Room 102, Federal Courthouse, 912 Lafayette Blvd., dial 203-579-5830. Hartford 06103: 14th Floor, 1 Financial Plaza, dial 203-244-2882.

**SEN. CHRISTOPHER J. DODD** (D CT) of Norwich. Washington office, 363C RSOB, dial 224-2823. Senate service, January 3, 1981 to January 3, 1987. Prior House service, January 3, 1975 to January 3, 1981. Born May 27, 1944 in Willimantic. Student, Providence College, B.A., 1966. Univ. of Louisville School of Law, J.D., 1972. Admitted to Conn. Bar, 1973. Peace Corps volunteer, Dominican Republic, 1966-68. U.S. Army service, 1969-75. Practicing attorney. Married. Roman Catholic. **STATE OFFICES**— Middletown 06457: 94 Court St., dial 203-346-1123. Norwich 06360: One Thames Plaza, dial 203-886-0139.

[Dem. — 4; Rep. — 2]

#### HOUSE OF REPRESENTATIVES

**FIRST DISTRICT CONNECTICUT — CITIES:** Berlin, Bloomfield, Bolton, Cromwell, East Hartford, Glastonbury, Hartford, Hebron, Manchester, Marlborough, Newington, Portland (part), Rocky Hill, South Windsor, West Hartford, Wethersfield and Windsor. **COUNTIES (3):** Hartford (part), Middlesex (part) and Tolland (part). Dist. pop. ('72) 505,418.

**REP. WILLIAM R. COTTER** (D CT — 1) of Hartford. Washington office, 2134 RHOB, dial 225-2265. House service, January 3, 1971 to present. Born July 18, 1926 in Hartford, Connecticut Trinity College, B.A., history and economics, 1949. State official; member, Court of Common Council, Hartford, 1953; aide to the Governor of Conn., 1955-57; deputy insurance commissioner, 1957-64 and insurance commissioner, 1964-70, State of Conn. Roman Catholic. **DISTRICT OFFICE**— Hartford 06103: Federal Building, 450 Main St., dial 203-244-2383.

#### SECOND DISTRICT CONNECTICUT — CITIES:

Chaplin, Chester, Clinton

### 9900 CITIES AND THEIR DISTRICTS

City	Population	Dist.	Member
La Verne	12,929	35	Dreier
Lawndale	25,082	31	Dymally
Lemon Grove	19,801	42	Hunter
Lemoore	4,219	17	Pashayan
Lennox	16,087	31	Dymally
Lenwood	3,834	37	Lewis
Lincoln	3,176	1	Chappie
Lincoln Village	6,722	14	Shumway
Linda	7,731	1	Chappie
Lindsay	5,206	17	Pashayan
Live Oak	6,443	16	Panetta
Live Oak City	-2,645	4	Fazio
Livermore	37,729	9	Stark
	2,588	15	Coelho

City	Population	Dist.	Member
Monterey	26,172	16	Panetta
Monterey Park	49,131	30	Danielson
Monte Sereno	3,089	13	Mineta
Moorpark	3,380	20	Goldwater
Morada	2,936	14	Shumway
Moraga	14,124	8	Dellums
Morgan Hill	6,485	13	Mineta
Morro Bay	7,109	16	Panetta
Mountain View*	50,804	12	McCloskey
Mount Shasta	2,163	1	Chappie
Mulberry	1,795	1	Chappie
Muscoy	7,091	36	Brown
Napa	35,974	2	Clausen
National City	43,400	42	Hunter
	1,828	37	Lewis

CALIFORNIA 273

STAFFS OF THE SENATORS

BAKER / BENTSEN 141

**SEN. HOWARD H. BAKER, JR. (R TN)**  
**4123 DSOB Dial (202) 224-4944**

Davis, Lynne (Ms.) ..... Admin. Asst.  
 Lovett, Doris ..... Executive Secy.  
 McMahan, Ronald ..... Press Secy.  
 Griscom, Tom C. .... Press Asst.  
 Bernthal, Frederick M. .... Legis. Asst.  
 Ellis, Andrew D. .... Legis. Asst.  
 Holmes, Lynn ..... Legis. Asst.  
 Montgomery, G. Cranwell ..... Legis. Asst.  
 Youngk, Melissa G. .... Legis. Asst.  
 Holt, Gina ..... Office Manager  
 Angus, Marie ..... Staff Asst.

**SEN. LLOYD BENTSEN (D TX)**  
**240 RSOB Dial (202) 224-5922**

Hagan, Thomas ..... Admin. Asst.  
 Siverson, Gay ..... Executive Secy.  
 Morgan, David J. .... Legis. Director  
 DeVore, Jack R., Jr. .... Press Secy.  
 Somerville, Byrnell ..... Asst. Press Secy.  
 Murrah, Frances ..... Business/Admin. Mgr.  
 Allen, David ..... Legis. Asst.  
 Budowsky, Brent J. .... Legis. Asst.  
 Clayton, Marty (Mr.) .... Legis. Asst.  
 Fuller, Lee ..... Legis. Asst.

STAFFS OF THE REPRESENTATIVES

GRAMM / GREEN 309

**REP. PHIL GRAMM (D TX-6)**  
**1721 LHOB Dial (202) 225-2002**

Cymer, Ruth ..... Admin. Asst.  
 Holcomb, Mark A. .... Press Secy.  
 Camp, Stephen G. .... Legis. Asst.  
 Seiler, Robert S., Jr. .... Legis. Asst.  
 Silver, Douglas J. .... Legis. Asst.  
 Von der Porten, Eric ..... Legis. Asst.  
 Kamm, Mary Fae .... Spec. Asst./Dist. Afrs.  
 Foster, Margaret ..... Personal Secy.  
 Dawson, Elizabeth ..... Senior Caseworker

**REP. JUDD GREGG (R NH-2)**  
**1218 LHOB Dial (202) 225-5206**

Jackson, Kate M. .... Exec. Asst.  
 Newman, Bonnie J. .... Legis. Asst.  
 Crudup, Jane ..... Secretary  
 Hoffman, Suzanne ..... Secretary  
 Butler, Judy A ..... Caseworker  
 Harper, Marge ..... Caseworker  
 Concord, NH 03301: Federal Building,  
 55 Pleasant St., dial 603-228-0315.  
 Joslin, William R. .... Admin. Asst.  
 Exec. Asst.

KEY PERSONNEL OF THE EXECUTIVE

DEFENSE 585

DEPARTMENT OF DEFENSE

The Pentagon, Wash., D.C. 20301  
 Freedom of Information Act Office

Dial 545-6700 or 69 and ext.  
 Dial 697-4325

Office of the Secretary

Weinberger, Caspar W. Secretary of Defense  
 Smith, BGEN C. R. (USAF) Military Assistant  
 Bovey, Capt. R. L. (USN) Military Assistant

Building	Room	Direct Dial
Pentagon	3E880	695-5261
Pentagon	3E880	695-5261
Pentagon	3E880	695-5261

Office of the Deputy Secretary

Claytor, W. Graham, Jr. Deputy Secretary of Defense  
 Powell, BGEN Colin (USA) Military Assistant  
 Baldwin, Capt. J. A. (USN) Military Assistant

Building	Room	Direct Dial
Pentagon	3E944	695-6352
Pentagon	3E944	695-0661
Pentagon	3E944	695-0661

Office of the Special Assistant to the Secretary  
 and Deputy Secretary of Defense

The Pentagon, Wash., D.C. 20301

Dial: 545-6700 or 69 and ext.  
 Building Room Direct Dial

Senator's Staffs—Updated

Turn to the blue pages and flip to the Senator's name, Washington office address, direct dial phone number, names of the Capitol staff with job title assigned each and address, phone and staff for each home state office.

This section will appear in the 1981 *Advance Locator* [Jan.] and in the 1981 *Congressional Staff Directory* [May].

Representatives' Staffs—

To make the right call to the right staff member, flip to the yellow pages where you will find the Washington office address, direct dial phone number, names and titles of Capitol staff and address, phone and staff for district offices.

This section will appear in the *Advance Locator* [Jan.] and in *Congressional Staff Directory*.

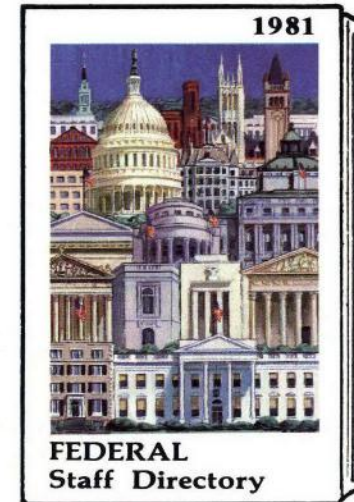
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**Senate Committee and Subcommittee Staffs**

Pinpoint the sources who have the information. Locate the subcommittee Members and staffs—with suite numbers and phones. Check the jurisdiction of the full committee. You'll find everything you need in the *Congressional Staff Directory* [May].

STAFFS OF THE SENATE COMMITTEES APPROPRIATIONS 173

COMMITTEE ON APPROPRIATIONS

... to consist of 28 Senators; to which committee shall be referred all proposed legislation, messages, petitions, memorials, and other matters relating to the following subjects: 1. Appropriation of the revenue for the support of the Government, except as provided in subparagraph (e). 2. Rescission of appropriations contained in appropriation Acts (referred to in section 105 of title 1, United States Code). 3. Spending authority—The amount of new spending authority described in section 401(c) (2)(A) and (B) of the Congressional Budget Act of 1974 provided in bills and resolutions referred to the committee under section 401 (b)(2) of that Act (but subject to the provisions of section 401 (b) (3) of that Act). 4. Spending authority—New advance spending authority described in section 401 (c) (2) (C) of the Congressional Budget Act of 1974 provided in bills and resolutions referred to the committee under section 401 (b) (2) of that Act (but subject to the provisions of section 401 (b) (3) of that Act)."

Sen. Mark O. Hatfield (R OR), Chairman

MAJORITY: [17 R.] Sen. Mark O. Hatfield (R OR), Sen. John C. Stennis (D MS), Sen. Ted Stevens (R AK), Sen. Charles McNair (R IN)

**House Committee and Subcommittee Staffs**

You'll find the staffs with titles, extensions and suites. Where there are subcommittees, you get a complete breakdown of both Members and staffs with titles, rooms and phone... only in the *Congressional Staff Directory*.

STAFFS OF THE HOUSE COMMITTEES INTERIOR & INSULAR 385

SUBCOMMITTEE ON ENERGY & THE ENVIRONMENT

Rep. Morris K. Udall (D AZ—2), Chairman

MAJORITY: (15 D.) Representatives Udall, Bingham, Weaver, Sharp, Markey, Murphy (PA), Rahall, Vento, Huckaby, Howard, Res. Commr. Corrada and four vacancies.

MINORITY: (7 R.) Representatives Lujan, Marriott, Marlenee, Edwards (OK), Cheney and two vacancies.

STAFF		Building	Room	Direct Dial
Dravo, Andrea	Staff Consultant	LHOB	1327	2258331
Parshley, Paul C.	Staff Consultant	LHOB	1327	2258331
Trautwein, Mark F.	Staff Consultant	LHOB	1327	2258331
Slasor, Susan	Staff Counsel	LHOB	1327	2258331
Sliz, Deborah	Staff Counsel	LHOB	1327	2258331
McMillan, Elizabeth	Clerk	LHOB	1327	2258331
Muskett, Susan	Secy.	LHOB	1327	2258331

**Joint Committee Staffs and Miscellaneous Offices**

Office of the Architect of the Capitol, Congressional Budget Office, Government Printing Office, General Accounting Office, Library of Congress, Office of Technology Assessment and Joint Committees... all in timesaving format in the *C.S.D.* [May].

MISCELLANEOUS OFFICES BUDGET / G. P. O. 237

CONGRESSIONAL BUDGET OFFICE

House Annex 2, Second & D Streets, SW, Wash., D.C. 20515  
Publications

Building	Room	Direct Dial
Annex 2		225-1491
Annex 2		225-4416
Annex 2		225-2037
Annex 2		225-0431
Annex 2		225-1073
Annex 2		225-4416
Annex 2		225-0471
Annex 2		225-1472

SENATORS' COMMITTEES

JEPSEN / KENNEDY 217

SEN. ROGER W. JEPSEN (R IA)  
Committee on Agriculture, Nutrition, and Forestry

- Subcommittee on Agricultural Credit & Rural Electrification
- Subcommittee on Environment, Soil Conservation & Forestry
- Subcommittee on Rural Development

Committee on Armed Services

- Subcommittee on General Procurement
- Subcommittee on Manpower & Personnel

SEN. EDWARD M. KENNEDY (D MA)  
Committee on The Judiciary, Ranking Minority Member

- Subcommittee on Antitrust, Monopoly & Business Rights
- Subcommittee on Criminal Justice
- Subcommittee on Improvements in Judicial Machinery

Committee on Labor & Human Resources

- Subcommittee on Aging
- Subcommittee on Education, Arts,

**What Subcommittee is the Senator on?**

Both Senator Jepsen and Senator Kennedy are shown on three committees and eight subcommittees. Let the *Congressional Staff Directory* [May] make it easy for you to flip quickly to information you need, using color coding.

REPRESENTATIVES' COMMITTEES

HAMILTON / HANLEY 445

REP. LEE H. HAMILTON (D IN—9)  
Committee on Foreign Affairs

- Subcommittee on Europe & The Middle East, Chairman
- Subcommittee on International Security & Scientific Affairs

Committee on Standards of Official Conduct

- Joint Economic Committee
- Subcommittee on Economic Growth & Stabilization

Committee on Public Works & Transportation

- Subcommittee on Aviation
- Subcommittee on Economic Development
- Committee on Veterans' Affairs
- Ranking Minority Member
- Subcommittee on Compensation, Pension, Insurance & Memorial Affairs
- Subcommittee on Medical Facilities &

**Member's Committees and Subcommittees**

At a glance, you see the Member's name, party, state, district, committee assignments, subcommittee assignments, joint committees and chairmanships. A *Staff Directory* "first" and still not generally available. You'll have it in May.

STAFF BIOGRAPHIES

MARTIN / MASSEE 855

**MARTIN, John M., Jr.**, chief counsel and staff director, House Committee on Ways and Means. Home, 6909 Ft. Hunt Road, Alexandria, Va. Born Jan. 4, 1918 in Martin, Tenn. to John Marshall and Luella (Hefley) Martin. Married; children, John Marshall, III and Mary Luella. Univ. of Tenn., B.A., J.D.; Johns Hopkins Univ., M.A. 1956-57, prof. staff member, 1957-67, asst. chief counsel and 1968-present, chief counsel and staff director, House Com. on Ways and Means. Member: Sigma Chi, Democratic Party, Methodist Church.

**MARTIN, Keith D.**, special asst. and counsel to Sen. Zorinsky, Neb. Legal res., Bethesda, Md. Home, 5101 River Rd., No. 1803, Wash., D.C. Born May 5, 1953 in Minneapolis, Minn. to Dr. L. John and Dr. Lois Ann (Henze) Martin. Married Sept. 18, 1977 to Linda Harvill. Wesleyan Coll., 1971-74, B.A.; George Wash. Univ., 1974-77, J.D.; London Sch. of Economics, 1977-78, M.Sc. (with mark of distinction). 1969-71, clerical asst. to Sen. Henry Jackson, Wash.; 1972, Wash. corres., *Middletown (Conn.) Press*. 1971-74, news dir., WESU AM/FM; 1975-76, press asst. (broadcast), Jackson Presidential Campaign; 1974-77, legis. asst. to Sen. Henry Jackson, Wash.; 1978-present, special asst. and counsel to Sen. Edward Zorinsky. Admitted to D.C. Bar, 1977. Hobbies: playing music (banjo, organ, clarinet), writing short stories, whitewater canoeing, Alpine hiking, tennis, sailing, fencing, skiing.

**MARTIN, Sarah M.**, legis. aide to Rep. Vander Jagt, 9-Mich. Legal res., Westmont, Johnstown, Pa. Home, 4200 Cathedral Ave., N.W., Wash., D.C. Born Feb. 1, 1916 in Johnstown, Pa. to Evan David and Mary (Jenkins) Jones. Married Nov. 19, 1955 to Thomas A. Martin. Indiana Univ., 1939-41 and 1946-48, secy. to Rep. Harve Tipton; 1948-51, secy. to Rep. John P. Saylor; 1951-52, secy. to Rep. John P. Saylor; 1952-53, secy. to Rep. John P. Saylor; 1953-54, secy. to Rep. John P. Saylor; 1954-55, secy. to Rep. John P. Saylor; 1955-56, secy. to Rep. John P. Saylor; 1956-57, secy. to Rep. John P. Saylor; 1957-58, secy. to Rep. John P. Saylor; 1958-59, secy. to Rep. John P. Saylor; 1959-60, secy. to Rep. John P. Saylor; 1960-61, secy. to Rep. John P. Saylor; 1961-62, secy. to Rep. John P. Saylor; 1962-63, secy. to Rep. John P. Saylor; 1963-64, secy. to Rep. John P. Saylor; 1964-65, secy. to Rep. John P. Saylor; 1965-66, secy. to Rep. John P. Saylor; 1966-67, secy. to Rep. John P. 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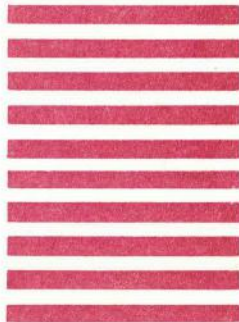
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**WORLD BANK**

**OFFICE OF THE PRESIDENT**

Mr. Golsong:

July 15, 1981

You will be interested in the attached, which shows that the whole Bank management is already listed in the Congressional Staff Directory. I still believe that it should not, in spite of Mr. Benjenk's views. What do you think, and should Mr. Clausen be listed in the new Federal Staff Directory? Please advise.

O. Lafourcade

ROUTING SLIP

Date  
July 9, 1981

OFFICE OF THE PRESIDENT

Name

Room No.

Mr. Benjenk

To Handle

Note and File

Appropriate Disposition

Note and Return

Approval

Prepare Reply

Comment

Per Our Conversation

Full Report

Recommendation

Information

Signature

Initial

Send On

Remarks

I have talked to Mr. Golsong who recommends that Mr. Clausen not accept his selection for the Federal Staff Directory because of his new status of international civil servant. I am not sure that a reply letter needs Mr. Clausen's signature. What do you think?

Olivier Lafourcade

From

## International Organizations

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### MEMBER GOVERNMENTS

Chile	Malta
Colombia	Netherlands
Costa Rica	Nicaragua
Cyprus	Norway
Denmark	Panama
Dominican Republic	Paraguay
Ecuador	Peru
El Salvador	Portugal
Germany	Switzerland
Greece	Turkey
Honduras	United States of America
Israel	Uruguay
Italy	Venezuela
Luxembourg	

### GOVERNMENTS WITH OBSERVER STATUS

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Canada	Sovereign Order of Malta
Egypt	Spain
Guatemala	Sweden
Holy See	Thailand
Japan	United Kingdom

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Brussels, Belgium	Managua, Nicaragua
La Paz, Bolivia	Panama City, Panama
Rio de Janeiro, Brazil	Asuncion, Paraguay
Santiago, Chile	Lima, Peru
Bogota, Colombia	Manila, Philippines
San Jose, Costa Rica	Lisbon, Portugal
Santo Domingo, Dominican Republic	Singapore
Quito, Ecuador	Madrid, Spain
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*Regional Vice President, Western Africa.*—A. David Knox.  
*Regional Vice President, Latin America, and the Caribbean.*—Nicolas Ardito-Barletta.  
*Regional Vice President, South Asia.*—W. David Hopper.  
*Regional Vice President, Eastern Africa.*—Willi A. Wapenhans.  
*Regional Vice President, Europe, Middle East, and North Africa.*—Roger Chaufournier.  
*Vice President and Secretary.*—Timothy T. Thahane.  
*Vice President, Programming and Budgeting.*—K. Georg Gabriel.



*Vice President, Pension Fund.*—K. Georg Gabriel.  
*Vice President and Controller.*—Masaya Hattori.  
*Vice President and Treasurer.*—Eugene H. Rotberg.

## EXECUTIVE DIRECTORS AND ALTERNATES (EDs)

Colbert I. King; David King, alternate; represents United States.  
 John Anson; Derek F. Smith, alternate; represents United Kingdom.  
 Ismail Khelil; M. S. Zerhounni, alternate, represents Afghanistan (Democratic Representative of), Algeria, Ghana, Iran, Socialist People's Libyan Arab Jamahir-  
 iya, Morocco, Oman, Tunisia, Yemen (People's Democratic Republic of).  
 Jacques de Groot; Turanc Kivanc, alternate; represents Austria, Belgium, Luxembourg, Turkey.  
 Earl Drake; Reno J. Brown, alternate; represents Bahamas, Barbados, Canada, Dominica, Granada, Guyana, Ireland, Jamaica, St. Lucia.  
 Said El-Naggar; Saleh Al-Hegelan, alternate; Ezzedin M. Shamsedin, adviser; represents Bahrian, Egypt (Arab Republic of), Iraq, Jordan, Kuwait, Lebanon, Maldives, Pakistan, Qatar, Saudi Arabia, Syrian Arab Republic, United Arab Emirates, Yemen Arab Republic.  
 Stanley McLeod; Sang-Chul Suh, alternate; represents Australia, Korea (Republic of), New Zealand, Papua New Guinea, Solomon Islands, Western Samoa.  
 Eberhard Kurth; Hans-Dieter Hanfland, alternate; represents Germany.  
 Anthony I. A. Looijen; Miodrag Stojiljkovic, alternate; represents Cyprus, Israel, Netherlands, Romania, Yugoslavia.  
 Hans Lundstrom; Ole Poulsen, alternate; represents Denmark, Finland, Iceland, Norway, Sweden.  
 Y. S. M. Abdulai; William Smith, alternate; James Nxumalo, adviser; represents Botswana, Burundi, Equatorial Guinea, Ethiopia, The Gambia, Guinea, Kenya, Lesotho, Liberia, Malawi, Nigeria, Seychelles, Sierra Leone, Sudan, Swaziland, Tanzania, Trinidad, and Tobago, Uganda, Zambia, Zimbabwe.  
 Guillermo A. Constain; Jose German Cardenas, alternate; Guillermo Rivera, adviser; represents Brazil, Colombia, Dominican Republic, Ecuador, Haiti, Philippines.  
 Paul Mentre de Loye; Marthe Parent, alternate; represents France.  
 Seiji Morioka; Kimiaki Nakajima, alternate; represents Japan.  
 H. N. Ray; M. Syeduz-Zaman, alternate; represents Bangladesh, India, Sri Lanka (Democratic Socialist Republic of Sri Lanka).  
 Joaquin Muns; Roberto Mayorga-Cortes, alternate; James Stone, adviser; represents Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama, Spain, Suriname, Venezuela.  
 Armand Razafindrabe; Neciphore Soglo, alternate; Ali Mohamoud Kalfan, adviser; represents Benin, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo (People's Republic of), Djibouti, Gabon, Guinea-Bissau, Ivory Coast, Madagascar, Mali, Mauritania, Mauritius, Niger, Rwanda, Sao Tome and Principe, Senegal, Somalia, Togo, Upper Volta, Zaire.  
 Giorgio Ragazzi; Rodrigo Guimaraes, alternate; represents Greece, Italy, Portugal.  
 David Blanco; Alberto Sola, alternate; Fernando Escobar, adviser; represents Argentina, Bolivia, Chile, Paraguay, Peru, Uruguay.  
 Azraai Zain; Aung Pe, alternate; Kenny Wee, adviser; represents Burma, Fiji, Indonesia, Lao People's Democratic Republic, Malaysia, Nepal, Singapore, Thailand, Vietnam.  
 Liansheng Wang; Hui Chen, alternate; represents China.

## DEPARTMENT DIRECTORS AND OTHER SENIOR STAFF

## CENTRAL PROJECTS STAFF

*Director, Projects Advisory Staff.*—Visvanathan Rajagopalan.  
*Director, Agriculture and Rural Development Department.*—Montague Yudelman.  
*Director, Education Department.*—Aklilu Habte.  
*Director, Industrial Projects Department.*—Hans Fuchs.  
*Director, Industrial Development and Finance.*—Stokes M. Tolbert.  
*Director, Energy Department.*—Ives Rovani.  
*Director, Population, Health and Nutrition Department.*—John R. Evans.  
*Transportation, Water and Telecommunications Department.*—Christopher R. Wiloughby.  
*Urban Projects Department.*—Anthony A. Churchill.  
*Executive Secretary, C.G.I.A.R. Secretariat.*—Michael L. Lejeune.

*Director, Regional Projects Department.*  
*Director, Regional Country Program.*  
*Director, Regional Country Program.*  
*Director, Regional Projects Department.*  
*Director, Regional Country Program.*  
*Director, Regional Country Program.*  
 Renaudiere.  
*Director, Regional Projects Department.*  
 mani.  
*Director, Regional Country Program.*  
 V. K. Jaycox.  
*Director, Regional Projects Department.*  
*Director, Regional Country Program.*  
*Director, Regional Projects Department.*  
 Robert Picciotto.  
*Director, Regional Country Program.*  
 Africa.—Attila Karaosmanoglu.  
*Director, Regional Country Program.*  
 North Africa.—Maurice P. Bar.  
*Director, Regional Projects Department.*  
 tus M. L. van der Meer.  
*Director, Regional Country Program.*  
 bean.—Eugenio F. Lari.  
*Director, Regional Country Program.*  
 bean.—Enrique Lerdau.

## DEVELOPMENT

*Director, Policy Planning and Program Development.*  
*Director, Economic Analysis and Policy Development.*  
*Director, Development Economics Department.*  
*Director, Development Research Center.*

## FINANCE

*Director, Financial Policy and Administration.*  
*Director, Internal Auditing Department.*  
*Director, Tokyo Office.*—Seigo Noza.

## OPERATIONS

*Director, Operations Evaluation Department.*

## ADMINISTRATIVE

*Director, Administrative Services Department.*  
*Compensation Department.*—R. A. C.  
*Personnel Management Department.*  
*Computing Activities Department.*  
*Organization Planning Department.*

## EXTERNAL RELATIONS

*Director, International Relations Department.*  
*Director, Economic Development Information Department.*  
*Director, Information and Public Affairs Department.*  
*Director, European Office.*—Rainer

## INTERNATIONAL BOARD OF STATE

Office: 425 I Street, Room

*Commissioner.*—William M. Schreier.  
*Engineer to the Commission.*—Clyde  
*Administrative Officer.*—Karen L. L.

ROUTING SLIP

DATE:

July 10, 1981

FROM THE VICE PRESIDENT  
EXTERNAL RELATIONS

NAME

ROOM NO.

Mr. Lafourcade

E.1227

APPROPRIATE DISPOSITION

NOTE AND RETURN

APPROVAL

NOTE AND SEND ON

COMMENT

PER OUR CONVERSATION

FOR ACTION

PER YOUR REQUEST

INFORMATION

PREPARE REPLY

INITIAL

RECOMMENDATION

NOTE AND FILE


SIGNATURE

REMARKS:

Please find attached copies of listings in the Congressional Staff Directory and the Congressional Directory. I have discussed this with Peter Riddleberger who sees no objection to Mr. Clausen's inclusion, and I concur with his view.

FROM:

M.P. Benjenk





## Congressional Staff Directory

Post Office Box 62, Mount Vernon, Virginia 22121

Telephone (703) 765-3400

July 6, 1981

Mr. A. W. Clausen  
President  
International Bank for Reconstruction  
& Development (World Bank)  
1818 H Street, N.W.  
Washington, D. C. 20433

Dear Mr. Clausen:

You have been selected by the Editorial Board of our brand-new Federal Staff Directory as a key Federal executive whose biographical brief will be of reference value to the users of this, our first edition. The FSD is scheduled for publication in August. A description of this new reference work is included in the enclosed brochure.

To make it easy for you to jot down the essential facts, we are enclosing a simple questionnaire with a postpaid reply envelope. Please take a couple of minutes to fill it out today.

You were selected as a biographee solely on the basis of the reference interest our users will have in you and your job. At this point, we wish to make it very clear that sending back your filled-in questionnaire involves absolutely no financial obligation on your part.

Who will use the new Federal Staff Directory? Several thousand key executives on the Hill and in the Executive Departments ... state and local officials and agencies ... associations and labor unions ... libraries from coast to coast ... universities ... the press ... radio and TV newsmen ... embassies ... top business executives and lawyers have already subscribed to the Federal Staff Directory even before publication.

Thank you for your cooperation.

Sincerely,

Publisher

CBB:ann

BIOGRAPHEE'S WORKSHEET FOR THE 1981 FEDERAL STAFF DIRECTORY

PLEASE TYPE OR PRINT PLAINLY AND RETURN IN POSTPAID ENVELOPE ENCLOSED

[FOR EDITORS' USE]

		Acad.	Coll.	Inst.	School	Univ.
[F] last name	[G] first name middle	[P = 10]	[F = 14]	[G = 14]	[E = 15]	
[P] or [E] title (military, academic, professional), if any		A.B.	B.S.Ed.	L.H.D.	M.S.	
Your present job title		Ae.E.	C.E.	Litt.D.	M.S.W.	
In (unit, section, branch, program)		A.M.	Chem.E.	LL.B.	M.Th.	
of (division, service, etc.)		B.A.	D.B.A.	LL.D.†	Nuc.E.	
Agency and/or Department		B.A.E.	D.D.*	LL.M.	O.D.	
Residence (apt., street no., street)		B.Ag.	D.D.S.	M.A.	Pharm.D.†	
city, state, zip		B.Arch.	D.L.S.	M.Aero.E.	Ph.B.	
[ ] Daughter of		B.B.A.	D.M.S.	M.B.A.	Ph.D.	
[ ] Son of (father's full name)		B.C.E.	D.O.	M.C.E.	S.B.	
AND (mother's full maiden name)		B.Ch.E.	D.P.A.+	M.C.S.	Sc.D.†	
Born (month, day, year, place)		B.D.	D.P.H.	M.D.	S.J.D.	
CHILDREN: list first and middle names only- except for married daughters.		B.E.	D.S.W.	M.Div.	S.Sc.D.	
LIVED: Please Print city, state, and first and last years on lines.		B.E.E.	D.Sc.+	M.E.	Th.B.	
HIGHER EDUCATION: List college/university, city and state, inclusive dates, and degrees with date:		B.F.	Ed.D.+	M.Ed.	Th.D.	
HIGHER EDUC. 1. coll. at		B.F.A.	Ed.S.	M.Eng.	Th.M.	
dates: from/to degree/date		B.J.	E.E.	M.F.	* Hon.	
HIGHER EDUC. 2. coll. at		B.M.	E.M.	M.F.A.	+ Earned	
dates: from/to degree/date		B.N.	I.E.	M.I.S.	& Hon.	
HIGHER EDUC. 3. coll. at		B.Pharm.	J.D.+	M.M.	† Usually	
dates: from/to degree/date		B.S.	J.S.D.	M.M.E.	Hon.	
HIGHER EDUC. 4. coll. at						
dates: from/to degree/date						
Academic honors:						Accountant, Adjutant General, Admin. Asst., Admin. Officer, Administrator, Advisor, Aide, Analyst, Appointment Secy., Architect, Archivist, Assn. Exec., Asst. (for, on, to), Asst. Administrator, Asst. Attorney General, Asst. Commissioner, Asst. Counsel, Asst. Deputy Administrator, Asst. Director, Asst. General Counsel, Asst. Gen. Manager, Asst. Inspector General, Asst. Counsel, Asst. Press Secy., Assistant Secretary, Asst. Treasurer, Asst. to the Administrator, Asst. to the Commissioner, Asst. to the Director, Asst. to the Vice President, Asst. Vice President, Asst., Washington Office, Asst. Washington Representative, Assoc. Administrator, Assoc. Deputy Director, Assoc. Director, Astronaut, Attorney, Attorney General, Banker, Broadcasting Executive, Broker, Business Executive, Business Manager, Businessman, Chairman, Chairman of the Board, Chairman of the Executive Committee, Chairperson, Chancellor, Chief Accountant, Chief of Administration, Chief of Air Operations, Chief Clerk, Chief of Congressional Liaison, Chief Counsel, Chief Economist, Chief Engineer, Chief Executive Officer, Chief of Information, Chief, Inquiry Div., Chief Inspector, Chief Judge, Chief Justice, Chief of Legislative Liaison, Chief, Legislative Research, Chief Liaison Officer, Chief of Staff, Chief, Planning Div., Chief Program Liaison, Chief, Public Information, Chief Scientist, Chief, Senate (or House) Liaison, Chief Speechwriter, Chief, Systems Liaison, City Councilman, City Manager, City Planner, Clergyman, Clerk, College President, College Vice President, Commissioner, Communications Dir., Community Relations Dir., Computer Programmer, Comptroller, Confidential Asst., Congressional Liaison, Congressional Relations Officer, Consultant (for, on, to),
Honor societies:						
Social clubs, fraternities, sororities:						



**Federal Property Resources Division**GSA, F bet. 18th & 19th Sts., NW, Wash., D.C. 20405  
CSQ-5, Crystal Square, Arlington, Va. 20406Dial 566 and ext.  
Area Code 703 dial 557 and ext.

	Building	Room	Direct Dial
Markon, Roy	Commissioner	GSA	7232
Campbell, William R.	Deputy Commissioner	GSA	7232
Cannon, John P.	Dir., Prog. Support Ofc.	GSA	7231
Jones, Earl E.	Asst. Commr., Real Property	GSA	7027
Harper, E. L.	Asst. Commr., Personal Prop.	CSQ-5	900
Perryman, George	Asst. Commr., Property Mgmt.	CSQ-5	805
Cornell, R. A.	Asst. Commr., Stockpile Disp.	GSA	2001

**Transportation and Public Utilities Service**

Chester A. Arthur Bldg., 425 Eye St., NW., Wash. D.C. 20406

		Arthur	Room	Direct Dial
Beres, Allan	Commissioner	Arthur	2100	357-0241
Woods, Rilla	Deputy Commissioner	Arthur	2100	357-0214
Jekowsky, Ira	Executive Director	Arthur	2005	275-6100
Glading, Peter T.	Asst. Commr., Motor Equip.	Arthur	2106	275-5404
Manchester, Miles B.	Asst. Commr. for Trans. & Travel Management	Arthur	3108	275-6144
Wolf, Thomas	Asst. Commr., Trans. Audits	Arthur	3rd fl.	275-5466
Stanberry, John	Asst. Commr., Public Utilities	Arthur	3003	275-5243

**GORGAS MEMORIAL INSTITUTE OF TROPICAL AND PREVENTIVE MEDICINE, INC.**

2007 Eye St., NW, Wash., D.C. 20006

Dial 872-1516

Millar, Jack W.	President
Joy, Robert J. T.	Vice President
Keller, Joseph E.	General Counsel
McCormack, Donald A.	Treasurer
Corning, Mary E.	Secretary
Calvo, Gloria	Executive Assistant

**INTER -- AMERICAN FOUNDATION**

1515 Wilson Blvd., Rosslyn, Va. 22209

Area Code 703 dial 841-3801

Jones, Peter T.	Chairman	841-3812
Meyer, Charles A.	Vice Chairman	841-3812
Dyal, William M., Jr.	President	841-3810
Bruce, Lawrence E., Jr.	General Counsel	841-3812

**INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT (WORLD BANK)**

1818 H Street, NW, Wash., D.C. 20433

Dial 477-1234 or 477 and ext.

McNamara, Robert S.	President	Direct Dial	477-2001
<b>Operational Staff</b>			
Stern, Ernest	Vice Pres., Operations		477-2004
<b>Regional Offices</b>			
Wapenhans, Willi A.	Regl. V.P., Eastern Africa		477-4037
Baum, Warren C.	V.P., Central Projects Staff		477-2747
Chaufournier, Roger	Regl. V.P., Western Africa		477-2063
Husain, S. Shahid	Regl. V.P., East Asia & Pacific		477-2283
Hopper, David W.	Regl. V.P., South Asia		477-2395
Benjenk, Munir P.	Regl. V.P., Europe, Middle East, N. Africa		477-4261
Barletta, Nicolas Ardito	Regl. V.P., Latin Amer., Caribbean		477-5901
<b>Financial Staff</b>			
Qureshi, Moeen	Vice President, Finance		477-2006
Gabriel, K. Georg	Dir., Programming & Budgeting		477-4214
Hattori, Masaya	Controller		676-1051
Rotberg, Eugene H.	Vice President & Treasurer		477-2213
<b>Operations Evaluation Staff</b>			
Weiner, Mervyn L.	Dir. General, Operations Evaluation		477-4283

**KEY PERSONNEL**

Nurick, Lester

Damry, Purviz N.

Pajmans, Martijn

Clark, William

Chenery, Hollis B.

Riddleberger, Peter

1750 Pa. Ave., NW, W  
HEW Bldg., 330 Indep  
1776 Pa. Ave., NW, WReinhardt, John E.  
Bray, Charles W., III  
Brown, Daniel  
Ilchman, Alice S.  
Isbister, James D.  
Schneidman, Harold I  
Bitterman, Mary G. F.  
Glass, Michael A.  
Lewis, Arthur W.  
Carter, Alan  
Catherman, Terrence  
Olason, Victor B.  
Curran, R. T.Garcia, Angie  
Silverman, Stanley  
Pistor, Michael  
Carter, Darrell D.**INTERNATIONAL**

320 21st Street, NW, W

Ehrlich, Thomas  
Wortham, Leah  
Erb, Guv Felix [Nom.]  
Bronheim, David [Act  
Einhorn, Jessica  
McLean, Sheila  
Cochetti, Roger  
Hayden, Robert  
Leyland, Mary  
Rosemergy, Sylvia

320 21st St., NW, W

Bennet, Douglas J., J  
Sommer, John  
Wheeler, Joseph C.  
Newton, Verne W.  
Beckington, Herbert L  
Hawkins, Genta H.  
McCulla, James W.  
Holmes, Norman  
Parsons, Richard W.  
Johnson, Pauline  
Stafford, M. Douglas

KEY PERSONNEL OF THE EXECUTIVE

INTERNATIONAL 639

	<b>Legal Staff</b>	
Nurick, Lester	Vice President & General Counsel	676-1438
	<b>Secretary's Department</b>	
Damry, Purviz N.	Vice President & Secretary	477-2185
	<b>Administrative Staff</b>	
Pajmans, Martijn	V.P., Admin., Organ., Personnel Mgmt.	477-6428
	<b>External Relations Staff</b>	
Clark, William	V.P., External Relations	477-2466
	<b>Development Policy Staff</b>	
Chenery, Hollis B.	V.P., Development Policy	477-3665
	<b>Congressional Inquiries</b>	
Riddleberger, Peter	Public Affairs Adviser	477-2161

INTERNATIONAL COMMUNICATION AGENCY

1750 Pa. Ave., NW, Wash., D.C. 20547  
 HEW Bldg., 330 Indep. Ave., SW, Wash., D. C. 20547  
 1776 Pa. Ave., NW, Wash., D. C. 20547

	Building	Room	Direct Dial
Reinhardt, John E.	Director	1750 700	724-9042
Bray, Charles W., III	Deputy Director	1750 700	724-9340
Brown, Daniel	Chief Executive Secretariat	1776 623	724-9131
Ilchman, Alice S.	Assoc. Dir., Educ., Cultural	1750 727	724-9032
Isbister, James D.	Assoc. Dir., Management	1750 709	724-9136
Schneidman, Harold F.	Assoc. Dir., Programs	1750 3300	724-9349
Bitterman, Mary G. F.	Assoc. Dir., Broadcasting	HEW-N 917	755-4180
Glass, Michael A.	General Counsel	1750 519	724-9563
Lewis, Arthur W.	Dir., African Affairs	1750 512	724-9084
Carter, Alan	Dir., East Asia & Pacific	1750 822	724-9174
Catherman, Terrence F.	Dir., European Affairs	1750 614	724-9085
Olason, Victor B.	Dir., Amer. Republic Afrs.	1750	724-9091
Curran, R. T.	Dir., North Africa, Near East & South Asian Afrs.	1750 602	724-9090
Garcia, Angie	Dir., Personnel Svcs.	1776 1123	724-9631
Silverman, Stanley	Dir., Ofc. of Comptroller Svcs.	1776 923	724-9513
Pistor, Michael	Dir., Ofc. Cong.-Public Liaison	1750 1019	724-9103
Carter, Darrell D.	Congressional Rels. Ofcr.	1750 1013	724-9555

INTERNATIONAL DEVELOPMENT COOPERATION AGENCY, U. S.

320 21st Street, NW, Wash., D.C. 20523

	Building	Room	Direct Dial
Ehrlich, Thomas	Director	State 3932	632-8558
Wortham, Leah	Exec. Asst. to the Director	State 3932	632-3842
Erb, Guy Felix [Nom.]	Deputy Director	State 3932	632-3893
Bronheim, David [Actg.]	Assoc. Dir., Policy / Budget	State 3489	632-8834
Einhorn, Jessica	Dep. Assoc., Policy / Budget	State 3491A	632-8124
McLean, Sheila	General Counsel	State 2744	632-1754
Cochetti, Roger	Asst. Dir., Legis. & Pub. Afrs.	State 3669	632-8150
Hayden, Robert	Dep. Asst. Dir. for Legis.	State 3669	632-8150
Leyland, Mary	Asst. Dir. for Admin.	State 3929	632-9354
Rosemergy, Sylvia	Dep. Asst. Dir. for Admin.	State 3925	632-9354

Agency for International Development

320 21st St., NW, Wash., D.C. 20523

Dial 655-4000 or 632 and ext.

	Building	Room	Direct Dial
Bennet, Douglas J., Jr.	Administrator	State 5942	632-9620
Sommer, John	Spec. Asst. to Administrator	State 5942	632-8596
Wheeler, Joseph C.	Deputy Administrator	State 5894	632-8578
Newton, Verne W.	Exec. Secy. & Spec. Asst.	State 5945	632-1800
Beckington, Herbert L.	Auditor General	State 5644	632-7844
Hawkins, Genta H.	Asst. Admin., Legis. Afrs.	State 2895	632-8264
McCulla, James W.	Dir., Ofc. of Public Afrs.	State 4898	632-8628
Holmes, Norman	General Counsel	State 6895	632-8548
Parsons, Richard W.	Dir., Ofc. of Personnel/Mgmt.	SA-2 300	632-9608
Johnson, Pauline	Dir., Ofc. of Equal Opp. Prog.	State 2664	632-7996
Stafford, M. Douglas	Controller, Ofc. of Fin. Mgmt.	SA-12 525	632-0128

566 and ext.  
 557 and ext.  
 Direct Dial  
 566-0552  
 566-0265  
 655-1648  
 566-0711  
 557-1798  
 557-0490  
 566-1894

357-0241  
 357-0214  
 275-6100  
 275-5404  
 275-6144  
 275-5466  
 275-5243

Dial 872-1516

841-3801  
 841-3812  
 841-3812  
 841-3810  
 841-3812

477 and ext.

Direct Dial  
 477-2001

477-2004

477-4037  
 477-2747  
 477-2063  
 477-2283  
 477-2395  
 477-4261  
 477-5901

477-2006  
 477-4214  
 676-1051  
 477-2213

477-4283

**AUG 25 1981**

Dear Senator Mathias:

Thank you very much for your good wishes. I look forward to meeting with you, and to expressing my appreciation for all you did, as Chairman of the International Economic Policy Subcommittee, to bring about a resolution of the IDA stalemate. I am finding The World Bank a fascinating place, and a challenge, and I would be very interested in learning what role you think the Bank should play.

Thank you also for the information about Mr. Bennet's interest in being helpful to us. I shall keep it in mind.

Sincerely,

**(Signed) A. W. Clausen**

A. W. Clausen

The Honorable  
Charles McC. Mathias, Jr.  
United States Senate  
Washington, D. C. 20510

cc: Mr. Clausen's Office (2)  
Mr. Benjenk, VPE, o/r

SEBoskey:di  
August 24, 1981



CHARLES H. PERCY, ILL., CHAIRMAN

HOWARD H. BAKER, JR., TENN.  
JESSE HELMS, N.C.  
S. I. HAYAKAWA, CALIF.  
RICHARD G. LUGAR, IND.  
CHARLES MC C. MATHIAS, JR., MD.  
NANCY L. KASSEBAUM, KANS.  
RUDY BOSCHWITZ, MINN.  
LARRY PRESSLER, S. DAK.

CLAIBORNE PELL, R.I.  
JOSEPH R. BIDEN, JR., DEL.  
JOHN GLENN, OHIO  
PAUL S. SARBANES, MD.  
EDWARD ZORINSKY, NEBR.  
PAUL E. TSONGAS, MASS.  
ALAN CRANSTON, CALIF.  
CHRISTOPHER J. DODD, CONN.

EDWARD G. SANDERS, STAFF DIRECTOR  
GERYLD B. CHRISTIANSON, MINORITY STAFF DIRECTOR

## United States Senate

COMMITTEE ON FOREIGN RELATIONS

WASHINGTON, D.C. 20510

August 13, 1981

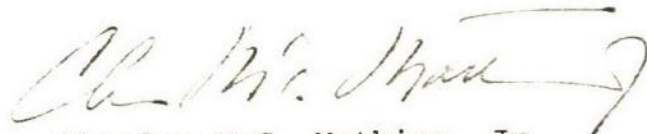
Mr. Thomas Clausen  
President  
International Bank for Reconstruction  
and Development  
1818 H Street, N.W.  
Washington, D.C. 20433

Dear Mr. Clausen:

Please accept my congratulations on your election as President of the World Bank. As Chairman of the International Economic Policy Subcommittee I take a special interest in the Bank and the other multilateral development institutions. I am delighted that we were able to secure Congressional authorization of United States participation in the general capital increase for the World Bank and the sixth replenishment of the International Development Association.

I look forward to meeting with you to discuss the future role of the World Bank in international development. I should also mention that Doug Bennet has expressed his willingness to assist you in any way he can in putting together a viable redefinition of the Bank which will receive the support of all the varied constituencies of the Bank.

Sincerely,



Charles McC. Mathias, Jr.  
United States Senator

CMM:brg

OFFICE OF THE PRESIDENT

1981 AUG 20 PM 3:31

RECEIVED

PAUL LAXALT  
NEVADA

COMMITTEE ON APPROPRIATIONS  
COMMITTEE ON JUDICIARY

# United States Senate

WASHINGTON, D.C. 20510

July 29, 1981

WASHINGTON OFFICE:  
315 RUSSELL OFFICE BUILDING  
(202) 224-3542

CARSON CITY OFFICE:  
705 NORTH PLAZA STREET  
(702) 883-1930

LAS VEGAS OFFICE:  
300 LAS VEGAS BLVD., SOUTH  
(702) 385-6547

RENO OFFICE:  
300 BOOTH STREET  
(702) 784-5568

OFFICE OF THE PRESIDENT

1981 JUL 30 PM 2:52

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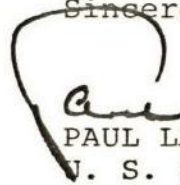
Dear Tom:

I, too, greatly enjoyed our lunch. To have someone like you come into the government is so important. I look forward to working with you in the exciting years ahead.

I look forward to receiving your report on the African situation. I've long felt that the solutions to many of the problems there are economic.

Stay in touch, Tom.

Sincerely,

  
PAUL LAXALT  
U. S. SENATOR

Mr. A. W. Clausen  
Office of the President  
The World Bank  
Washington, D. C. 20433

PL/ed

*8-3-81*  
*TD:MK BENJENK*  
*As a reminder*  
*to come to*  
*to send the*  
*Salvador*  
*Study to Paul*  
*when we can!*

INTERNATIONAL BANK FOR  
RECONSTRUCTION AND DEVELOPMENT

INTERNATIONAL DEVELOPMENT  
ASSOCIATION

INTERNATIONAL FINANCE  
CORPORATION

OFFICE OF THE PRESIDENT

Nina,

If Mr. Halpern calls again,  
please refer him to Mr. Benjenk's  
office -

Please send the attached memo  
back to Mr. Benjenk.

# OFFICE MEMORANDUM

TO: Mr. A. W. Clausen  
(thru Mr. M. P. Benjenk)  
FROM: Peter Riddleberger PR  
SUBJECT: Seymour Halpern

DATE: July 21, 1981

Former Representative Seymour Halpern (R-N.Y. - 1959/73) has asked to see you.

Halpern left Congress eight years ago under a cloud. He was charged with improper dealings in the stamp and coin business. I don't think he was ever convicted, but his political career was always somewhat shady. He was also known to have a weakness for alcohol and women.

His conduct was once the subject of a feature story in the Wall Street Journal.

Since his retirement from Congress, Halpern has been in the public relations business in New York City.

I do not think a meeting with Mr. Halpern would be worthwhile.

PR: sb

7.21.81  
Dinnie -  
So let's not see  
Mr. Halpern. Put  
some else in  
Talk to him  
he messes! @

Notes  
if Mr. Halpern calls  
again, we'll refer him to  
our office -  
dinn  
7/22

July 21

Peter Riddleberger is going to do a short note on Halpern.

*Risselberger*

THE WORLD BANK

Office of the President

1:07  
July 15, 1981

Mr. Clausen,

Former Congressman Seymour Halpern, New York, was a ranking minority member on the International Finance Sub-committee in the House of Representatives for some time. As such, he was part of the U.S. Delegation to the Annual Meetings (as far back as Mr. Black).

He, therefore, is well acquainted with the Bank and its policies and would like to meet briefly with you to discuss a policy matter which he feels would be of interest to you.

Nina

*Seymour ago*

212-980-5383

OK

*Nina,*

*Please arrange at a convenient time.  
Not more than 30 min.*

*O.L.*

*How about Fri, July 24  
P.M. at 3:30?*

*NINA*

*No, some other time.*

*OL  
07/20*

# OFFICE MEMORANDUM

TO: Mr. A. W. Clausen  
(thru Mr. M. P. Benjenk) *MB*

DATE: July 21, 1981

FROM: Peter Riddleberger *PR*



SUBJECT: Luncheon with Sen. Paul Laxalt (R-Nev.)

Laxalt showed his effectiveness as "point man" for the White House in the Senate last April when he helped round up ten conservative GOP votes for the IDA-6 authorization bill.

Staff aides, who were on the floor the day of the vote, tell me Laxalt went around saying "The President wants this bill, please vote "yea". The result was that for the first time a majority of Republicans voted for a multilateral aid proposal. His efforts also proved fruitful when the General Capital Increase authorization was passed in May.

In previous years, Laxalt never voted for multilateral aid funding, either on the floor or as a member of the Appropriations Committee. His support now seems to be based on loyalty to the President. He has spent little time on foreign policy issues since he came to the Senate in 1974.

07/21

### Issues

1. If the Senate Budget Committee has not resolved the matter of including IDA-6 in the reconciliation package by the time you see Laxalt tomorrow, his intervention with Budget Committee Chairman Pete Domenici (R-N.M.) could be helpful. (Secretary Regan called Domenici from Ottawa yesterday to plea for IDA. Domenici has not committed himself, but his staff is advising against.)

2. Laxalt could also play a key role later this year when the Appropriations Committee considers the 1982 foreign aid funding requests. At issue here is Appropriations Subcommittee Chairman Robert Kasten's (R-Wis.) view that IDA should receive \$624 million, instead of the \$850 million sought by the Administration. He feels IDA-6 should receive no more than \$2.4 billion over three years. Laxalt has the opportunity to persuade Kasten to change his position.

In general, he would be receptive to the views you gave House GOP members last week.

*ESTABLISH FOREIGN LIMITS  
WHICH NOT HAVE TAKEN  
JOB IF FELT  
② DOMINICI + KASTEN - CAN  
DO IT HELP WITH THESE 2?  
③ END OF F FUNDS. IVE JUST ARRIVED  
④*

PR:sb

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Handwritten text in the lower section of the page.

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Art map.



9/8

# OFFICE MEMORANDUM

TO: Mr. A.W. Clausen  
(thru Mr. M.P. Benjenk) *AW*

FROM: Peter Riddleberger *PR*

SUBJECT: Congressional Correspondence

DATE: July 21, 1981

I attach:

1. A thank you note to Rep. Silvio Conte (R-Mass.).
2. A letter to Rep. Clarence Miller (R-Ohio). He asked about economic rates of return on our projects.
3. A list of those members who attended the House GOP luncheon.

07/21

Attachments

PR:sb

House Appropriations Committee

Luncheon Attendance

Wednesday, July 15, 1981

Rep. Silvio O. Conte (R-Mass.) (Host)  
Rep. Jack Edwards (R-Ala.)  
Rep. John Myers (R-Ind.)  
Rep. J. Kenneth Robinson (R-Va.)  
Rep. Clarence E. Miller (R-Ohio)  
Rep. C.W. Bill Young (R-Fla.)  
Rep. Lawrence Coughlin (R-Pa.)  
Rep. Ralph S. Regula (R-Ohio)  
Rep. Clair W. Burgener (R-Calif.)  
Rep. George M. O'Brien (R-Ill.)  
Rep. Virginia Smith (R-Neb.)  
Rep. Robert L. Livingston (R-La.)  
Rep. Bill Green (R-N.Y.)  
Rep. Thomas G. Loeffler (R-Texas)  
Rep. Carroll A. Campbell, Jr. (R-S.C.)

July 21, 1981

PR:sb

## OFFICE MEMORANDUM

TO: Mr. A.W. Clausen  
(through Mr. M.P. Benjenk and J.E. Merriam)

FROM: Peter Riddleberger

SUBJECT: Congressional Luncheon  
Wednesday, July 15, 1981

DATE: July 14, 1981

Time and Place

12 Noon  
Room 2358 Rayburn House Office Building  
Mr. Benjenk and I will accompany you.

Forum

This luncheon is hosted by Rep. Sil Conte (R-Mass.) Ranking Republican, for GOP members of the House Appropriations Committee. This panel will be marking up the FY82 foreign aid bill next week. It includes \$850 million for IDA and \$146 million for IBRD paid-in capital. A list of those who have accepted as of noon Tuesday is attached. (Ranking Subcommittee member Jack Kemp (R-N.Y.) has evidently declined.) Beryl Sprinkel and Myer Rashish are expected to drop by.

Conte will introduce you. After a few comments on your part, the session will be open for discussion. Most of these Congressmen have been reluctant, if not outright opposed, to support multilateral development assistance. In contrast Sil Conte has been an outspoken supporter.

Bill Young (R-Fla.) was for 4 years the Ranking Republican on the Foreign Aid Subcommittee. He was our most vocal critic, and was successful on several occasions in garnering enough votes on the House floor to impose difficult legal restrictions on the use of U.S. funds, and sharp reductions on the amounts for IDA and the World Bank. He can be expected to pose some sharp questions tomorrow.

The members' primary concern this year is budgetary. They see the schedule of requests for IDA for the next 3 years and ask the question "Why there should be such increases in these foreign aid programs when domestic budgets are being cut back so drastically?". They also see the Bank as a large and conspicuous bureaucracy which is out of their direct control, a fact of life which bruises the egos of Appropriations Committee members. In addition, some worry that the Bank is merely a world-wide welfare fund.

.. /

Suggested Talking Points

1. The World Bank is a prudently managed and financially conservative institution. It is in the business of promoting productivity in LDCs. It encourages our borrowers to create an attractive climate for the private sector. This helps American exports, 36% of which now go to LDCs.
2. The major borrowers are nations which are of important economic and security interest to the United States.
3. The World Bank provides a way to mobilize funds from all industrial countries. Its activities have resulted in a \$4 billion balance of payments surplus for the United States
4. President Reagan supports full U.S. participation in the IDA-6 Replenishment and the General Capital Increase.

Attachment

PR:sb

Congressional Luncheon

Wednesday, July 15, 1981

Room 2358 Rayburn House Office Bldg.

- + Rep. Silvio O. Conte (R-Mass.) (Host)
- m Rep. George M. O'Brien (R-Ill.)
- Rep. Eldon Rudd (R-Ariz.)
- Rep. Carroll A. Campbell, Jr. (R-S.C.)
- Rep. C.W. Bill Young (R-Fla.)
- Rep. Clair W. Burgener (R-Calif.)
- Rep. Jack Edwards (R-Ala.)
- Rep. Clarence E. Miller (R-Ohio)
- m Rep. Lawrence Coughlin (R-Pa.)
- Rep. John T. Myers (R-Ind.)
- + Rep. Robert L. Livingston (R-La.)
- + Rep. Carl D. Pursell (R-Mich.)
- Rep. J. Kenneth Robinson (R-Va.)
- Rep. Virginia Smith (R-Neb.)
- Rep. Thomas G. Loeffler (R-Texas)

*Wilson Schmitt  
Vice Policy Unit*

Under Secretary Beryl Sprinkel, Treasury Dept.

Under Secretary Myer Rashish, Department of State.

IBRD/IDS Voting Record

+ = for

- = against

m = mixed

July 14, 1981

*Mr. Clausen*

Office of Congressman George O'Brien

Congressional Inquiry with Tom Clausen

President of the World Bank

Wednesday, July 15, 1981

*please note: program time limit = 9:45*

BIOGRAPHICAL: BORN, HAMILTON, ILLINOIS (ON THE MISSISSIPPI), 1923  
B.A., CARTHAGE COLLEGE, 1944 (WAS IN CARTHAGE, ILLINOIS,  
NOW IN KENOSHA, WISCONSIN)  
LL.B., U. OF MINNESOTA, 1949  
BANK OF AMERICA, 1949-1981, PRESIDENT/CEO SINCE 1970  
UNITED WAY -- MEMBER  
BUSINESS ROUNDTABLE -- MEMBER  
HARVARD BUSINESS SCHOOL -- BOARD OF DIRECTORS  
SAN FRANCISCO OPERA -- BOARD OF DIRECTORS  
MARRIED SINCE 1950 TO FORMER MARY MARGARET CRASSWELLER  
TWO SONS: ERIC AND MARK

TOPICAL: HOW TO INCREASE BANK'S CAPITAL COMMITMENT DURING AUSTERITY PERIOD?  
WHAT IS THE IMPACT OF BANK LENDING ON ILLINOIS?  
ARE ILLINOIS FARMERS HELPED BY BANK LENDING?  
WILL REAGAN ECONOMIC PROGRAM MAKE SELLING OF BANK BONDS EASIER OR MORE DIFFICULT AROUND WORLD?  
ARE HIGH U.S. INTEREST RATES DRIVING UP LOAN APPLICATIONS AT WORLD BANK?  
IN GENERAL ARE COMMERCIAL BANKS DOING THEIR SHARE TO SPEED DEVELOPMENT IN THIRD WORLD?  
WILL YOUR U.S. CITIZENSHIP IMPAIR YOUR EFFECTIVENESS WITH THIRD WORLD COUNTRIES?

TOM CLAUSEN, NEW PRESIDENT OF THE WORLD BANK, THANKS FOR APPEARING ON CONGRESSIONAL INQUIRY.

43.

# OFFICE MEMORANDUM

TO: Mr. A.W. Clausen  
(through Mr. M.P. Benjenk) *uf*  
FROM: Peter Riddleberger *PR*  
SUBJECT: Rep. Henry J. Hyde (R-Ill.)

DATE: July 9, 1981

For the past four years, Mr. Hyde has been Ranking GOP member of the House Banking Subcommittee that deals with multilateral aid. He now leaves to join the Foreign Affairs Committee.

Hyde has always spoken out strongly in favor of IDA and the World Bank.

Accordingly, I recommend you send the attached note of appreciation.

Attachment

*7-9-81*  
*A*

PR: sb

124  
SILVIO O. CONTE  
FIRST DISTRICT, MASSACHUSETTS

COMMITTEE ON APPROPRIATIONS  
RANKING MINORITY MEMBER  
SUBCOMMITTEES:  
TRANSPORTATION  
LABOR-HEW  
LEGISLATIVE  
EX OFFICIO MEMBER  
OF ALL SUBCOMMITTEES

COMMITTEE ON SMALL BUSINESS  
SUBCOMMITTEE ON ENERGY,  
ENVIRONMENT, SAFETY, AND RESEARCH

MIGRATORY BIRD  
CONSERVATION COMMISSION

BOARD OF REGENTS  
SMITHSONIAN INSTITUTION

Congress of the United States  
House of Representatives  
Washington, D.C. 20515

WASHINGTON ADDRESS:  
2300 RAYBURN OFFICE BUILDING  
WASHINGTON, D.C. 20515  
PHONE: 202-225-5335

DISTRICT OFFICES:  
FEDERAL BUILDING  
78 CENTER STREET ARTERIAL  
PITTSFIELD, MASSACHUSETTS 01201  
PHONE: 413-442-0946

ROOM 205  
POST OFFICE BUILDING  
650 DWIGHT STREET  
HOLYOKE, MASSACHUSETTS 01040  
PHONE: 413-532-7010

July 9, 1981

Mr. A. W. Clausen  
President  
The World Bank  
1818 H Street, N.W.  
Washington, D.C. 20433


Dear Mr. Clausen:

I am writing to confirm our luncheon meeting with the Republican Members of the House Appropriations Committee on Wednesday, July 15, 1981. The luncheon will be held in Room 2358 of the Rayburn Office Building at noon.

On behalf of the other members of the Committee, let me express my appreciation to you for taking the time to meet with us. I believe that this will be an excellent opportunity for the members to hear your views on the multilateral development banks and for them to raise with you matters of interest. I would envisage an informal session in which you could make some brief remarks and then respond to Members' questions and comments.

I look forward to seeing you and with best wishes, I am

Cordially yours,

  
Silvio O. Conte  
Member of Congress

SOC:mj

✓



## OFFICE MEMORANDUM

TO: Mr. M.P. Benjenk, VPE

FROM: Peter Riddleberger, IPA *PR*

SUBJECT: Proposed Congressional Visits by Mr. Clausen

DATE: July 2, 1981

I recommend Mr. Clausen pay courtesy calls on a number of key members of Congress in the near future. Because of the current legislative situation I suggest the first visits be to a number of House members who are playing central roles in the debate on IDA.

We already have an invitation for Mr. Clausen to meet with a group of Republicans and I am confident that other invitations will be forthcoming.

In order of priority:

1. Reps. Silvio Conte (R-Mass.) and Robert Michel (R-Ill.).

Conte is Ranking GOP member of the Appropriations Committee. He is a strong Bank/IDA supporter. He has always been in the forefront to assure adequate funding. Last week he led the fight to obtain \$850 million for IDA in FY82 over the strong objections of Congressmen Clarence Long (D-Md.) and Jack Kemp (R-N.Y.), (Kemp is the leader of the panel opposition which includes Mickey Edwards (R-Okla.) and Jerry Lewis (R-Calif.)).

After the last Subcommittee mark-up Conte ask me about the possibility of a meeting between Mr. Clausen and GOP member of the Committee. He offered to host a breakfast or other engagement.

Conte would probably invite Minority Leader Robert Michel (R-Ill.) to this meeting. Michel has generally supported multilateral aid bills in the past. But his active involvement would be essential in order to rally enough GOP votes when the IDA-6 bill comes to the House floor.

2. Reps. Jim Wright (D-Texas) and James Jones (D-Okla.)

Majority Leader Wright has always been a strong supporter. But he and other Democratic leaders are badly wounded by the battle of the budget. There is growing concern that traditional Democratic support will defect this year. Wright could give Mr. Clausen a good idea of how Democrats now view this legislation in light of the bruising budget defeat last week.

Budget Committee Chairman James Jones (D-Okla.) had to deal with the IDA authorization bill as part of his reconciliation package. He is familiar with the complexities of the multilateral aid issues, more often than not he has been friendly. But he too is badly bruised from the recent fight with the White House. His cooperation is essential.

3. Reps. Fernand St. Germain (D-R.I.) and Jerry Patterson (D-Calif.)

As Chairman of the House Banking Committee St. Germain will be floor manager of the multilateral aid legislation when it comes to the House floor. He has little interest in this issue and his support is lukewarm. St. Germain has told the Administration that he will move this bill only if (a) they will round up 100 GOP votes, and (b) the White House can persuade the harsh GOP critics to refrain from attacking the bill on the floor.

Jerry Patterson is the new Chairman of the Banking Multilateral Aid Subcommittee. He is friendly but has little clout. He faces stiff opposition next year from Republicans in his Santa Ana district.

4. Reps. William Stanton (R-Ohio) and Henry Hyde (R-Ill.).

Ranking GOP members of the Banking Committee and Multilateral Aid Subcommittee, respectively. These two members will help manage the IDA bill on the floor. They are strong supporters, but Hyde especially worries about criticism from his fellow conservatives.

5. Reps. Clarence Long (D-Md.) and Jack Kemp (R-N.Y.)

Ever since Long became Chairman of the Appropriations Committee four years ago, he has gone out of his way to attack the Bank and IDA. He considers our programs inefficient and wasteful, and is convinced that our lending does nothing but transfer funds "from poor people in rich countries to rich people in poor countries".

Kemp is the new Ranking Republican on the Appropriations Subcommittee. He fears the World Bank promotes the public sector at the expense of private enterprises. He has worked hand in hand with David Stockman to curtail Bank/IDA funding.

If Mr. Clausen agrees I will be happy to set up appointments.

cc: Mr. Merriam

PR: sb

## OFFICE MEMORANDUM

TO: Mr. A.W. Clausen  
 (through Mr. M.P. Benjenk)

DATE: July 8, 1981

FROM: Peter Riddleberger

SUBJECT: Congress and IDA

At your request, I attach a list of Committee and Subcommittee members of those Congressional panels which have jurisdiction over multi-lateral aid legislation. General characteristics of each Committee and key members follow:

1. SenateA. Foreign Relations Committee

Strong bipartisan support led by Chairman Charles Percy (R-Ill), and Sen. McC. Mathias (R-Md.) on the Republican side and Alan Cranston (D-Calif.) and Christopher Dodd (D-Conn.) on the Democratic side. The only critic who has tried to block legislation is Jesse Helms (R-N.C.). The Committee is regarded as much more internationalist than the Senate as a whole. But over the years, it has consistently guided multilateral aid authorization bills through the Senate by 2-1 majorities.

B. Appropriations Committee

Multilateral aid funding bills have always faced a skeptical reception here. This year's Chairman Mark Hatfield (R-Ore.) is a strong supporter. However, he is not inclined to challenge his Subcommittee Chairmen. Ranking Democrat William Proxmire (D-Wis.) is no friend.

At the Subcommittee level, IBRD/IDA, funding requests have always led to prolonged debate over Bank administrative practices (salaries, first class travel, etc.). It is a panel where staff have great influence because most members do not follow issues closely. The new Subcommittee Chairman Robert Kasten (R-Wis.) relies heavily on aide James Bond, who has persuaded him that IDA payments should be stretched out over 5 years.

C. Leadership

Majority Leader Howard Baker (R-Tenn.) has supported multi-lateral aid legislation over the years. So has Majority Whip Ted Stevens (R-Alaska).

Minority Leader Robert Byrd (D-W.Va.) always votes against multilateral aid. Alan Cranston (D-Calif.) is the Minority Whip.

## 2. House

### A. Banking Committee

New Chairman Fernand St. Germain (D-R.I.) has little interest in multilateral aid. He reflects the views of many members who simply do not take a very profound position either way. This is shown by the fact that the Committee frequently approves IDA/IBRD authorization bills on voice votes. Many members then proceed to vote "No" on the House floor.

Active support comes from Bill Stanton (R-Ohio) and Tom Evans (R-Del.) on the Republican side and John LaFalce (D-N.Y.) and Michael Lowry (D-Wash.) on the Democratic side.

The most outspoken critic is Ron Paul (R-Texas) who has already blasted Mr. Clausen for taking the job at the World Bank in order "to bail out the bad overseas debt of the Bank of America". He is normally dismissed as a fool.

The Subcommittee Chairman Jerry Patterson (D-Calif.) did not want this assignment. But he has faithfully supported the Administration's request so far. Just this week Henry Hyde (R-Ill.) resigned from the Banking Committee. His replacement will most likely be Tom Evans (R-Del.).

This Committee has a reputation of being highly undisciplined. It is certainly the case when multilateral aid issues are being promoted. Few outside the Committee take its recommendations seriously. Thus its leader has little clout on the House floor.

### B. Appropriations Committee

Here are some of our harshest critics and strongest supporters. Chairman Jamie Whitten (D-Miss.) is opposed to multilateral aid, while his GOP counterpart Silvio Conte (R-Mass.) is one of our most outspoken advocates. Other vocal opponents include Bill Young (R-Fla.) and Clarence Miller (R-Ohio).

Young fancies himself as the "expert" on the World Bank. He has blasted our programs with a vengeance for the last four years.

The Foreign Aid Subcommittee is sharply divided. Chairman Clarence Long (D-Md.) and Ranking Republican Jack Kemp (R-N.Y.) are trying to block any real IDA funding this year. Their first attempt was overruled by the Subcommittee on a 10-4 vote. Long takes the view that we merely prop up the rich in LDCs. Kemp worries that we help spread socialism. Freshman Jerry Lewis (R-Calif.) has been urged by Young to sharply question the merits of IDA.

Strong supporters include David Obey (D-Wis.) and Matthew McHugh (D-N.Y.).

(The full Committee will be marking up the FY82 request next week. The issue will be whether to support the Administration's request of \$850 million. Long and Kemp can be expected to urge a reduction.)

### C. Leadership

Majority Leader Jim Wright (D-Texas) has been a consistent supporter, as has Majority Whip Tom Foley (D-Wash.).

Minority Leader Robert Michael (R-Ill.) has generally supported multilateral aid, but without much enthusiasm. His Chief Whip Trent Lott (R-Miss.) has in past years authored amendments calling for reductions. Early this year, at the Administration's request, he did oppose an amendment which reduced IDA funds by 1% in the FY81 supplemental bill.

### Comment:

Our real problems have been on the House floor. It is here that a band of arch conservatives led by John Rousselot (R-Calif.) spend hour after hour attacking our programs and offering difficult amendments. In the past, these have included not only funding reductions but country and commodity restrictions. Frequently the mood of the House is such that our friends simply do not have the stamina or enthusiasm to fight back. Rousselot is a master at parliamentary tactics and generally wears down the other side.

Rousselot can be expected to attack again this year.

Attachment

Voting Record on Multilateral Aid Legislation

+ = For  
- = Against  
m = Mixed

1. SENATE COMMITTEE ON FOREIGN RELATIONS

Majority Members

+ Charles H. Percy (R-Ill.),  
Chairman  
+ Howard H. Baker, Jr. (R-Tenn.)  
- Jesse A. Helms (R-N.C.)  
+ S.I. (Sam) Hayakawa (R-Calif.)  
+ Richard G. Lugar (R-Ind.)  
+ Charles McC. Mathias, Jr. (R-Md.)  
+ Nancy Landon Kassebaum (R-Kansas)  
m Larry Pressler (R-S.D.)

Minority Members

+ Claiborne Pell (D-R.I.),  
Ranking Minority Member  
+ Joseph R. Biden, Jr. (D-Del.)  
+ John Glenn (D-Ohio)  
+ Paul S. Sarbanes (D-Md.)  
- Edward Zorinsky (D-Neb.)  
+ Paul E. Tsongas (D-Mass.)  
+ Alan Cranston (D-Calif.)  
+ Christopher J. Dodd (D-Conn.)

2. SENATE COMMITTEE ON APPROPRIATIONS

Majority Members

+ Mark O. Hatfield (R-Ore.),  
Chairman  
+ Ted Stevens (R-Alaska)  
+ Lowell P. Weicker, Jr. (R-Conn.)  
- James A. McClure (R-Idaho)  
m Paul Laxalt (R-Nev.)  
m Jake Garn (R-Utah)  
- Harrison (Jack) Schmitt (R-N.M.)  
m Thad Cochran (R-Miss.)  
- Mark Andrews (R-N.D.)  
- James Abdnor (R-S.D.)  
- Robert W. Kasten, Jr. (R-Wis.)  
+ Alfonse M. D'Amato (R-N.Y.)  
- Mack Mattingly (R-Ga.)  
+ Warren B. Rudman (R-N.H.)  
+ Arlen Specter (R-Pa.)

Minority Members

- William Proxmire (D-Wis.),  
Ranking Minority Member  
- John C. Stennis (D-Miss.)  
- Robert C. Byrd (D-W.Va.)  
+ Daniel K. Inouye (D-Hawaii)  
- Ernest F. Hollings (D-S.C.)  
+ Thomas F. Eagleton (D-Mo.)  
+ Lawton Chiles (D-Fla.)  
- J. Bennett Johnston, Jr. (D-La.)  
m Walter D. Huddleston (D-Ky.)  
- Quentin N. Burdick (D-N.D.)  
+ Patrick J. Leahy (D-Vt.)  
+ James R. Sasser (D-Tenn.)  
- Dennis DeConcini (D-Ariz.)  
+ Dale Bumpers (D-Ark.)

SENATE APPROPRIATIONS SUBCOMMITTEE ON FOREIGN OPERATIONS

Majority Members

- Robert W. Kasten, Jr. (R-Wis.)  
Chairman  
+ Mark O. Hatfield (R-Ore.)  
+ Alfonse M. D'Amato (R-N.Y.)  
+ Warren B. Rudman (R-N.H.)  
+ Arlen Specter (R-Pa.)

Minority Members

+ Daniel K. Inouye (D-Hawaii)  
Ranking Minority Member  
- J. Bennett Johnston, Jr. (D-La.)  
+ Patrick J. Leahy (D-Vt.)  
- Dennis DeConcini (D-Ariz.)

HOUSE COMMITTEE ON BANKING, FINANCE AND URBAN AFFAIRS

Majority Members

m Fernand J. St. Germain (D-R.I.),  
Chairman  
+ Henry S. Reuss (D-Wis.)  
+ Henry B. Gonzalez (D-Texas)  
m Joseph G. Minish (D-N.J.)  
m Frank Annunzio (D-Ill.)  
+ Parren J. Mitchell (D-Md.)  
Walter E. Fauntroy (D-D.C.)  
m Stephen L. Neal (D-N.C.)  
+ Jerry M. Patterson (D-Calif.)  
+ James J. Blanchard (D-Mich.)  
m Carroll Hubbard, Jr. (D-Ky.)  
+ John J. LaFalce (D-N.Y.)  
- David W. Evans (D-Ind.)  
+ Norman E. D'Amours (D-N.H.)  
+ Stanley N. Lundine (D-N.Y.)  
m Mary Rose Oakar (D-Ohio)  
m Jim Mattox (D-Texas)  
+ Bruce F. Vento (D-Minn.)  
- Doug Barnard, Jr. (D-Ga.)  
+ Robert Garcia (D-N.Y.)  
+ Michael E. Lowry (D-Wash.)  
+ Charles E. Schumer (D-N.Y.)  
+ Barney Frank (D-Mass.)  
- William N. Patman (D-Texas)  
+ William J. Coyne (D-Pa.)  
(One vacancy)

Minority Members

+ J. William Stanton (R-Ohio)  
Ranking Minority Member  
m Chalmers P. Wylie (R-Ohio)  
+ Stewart B. McKinney (R-Conn.)  
- George Hansen (R-Idaho)  
+ Henry J. Hyde (R-Ill.)  
+ Jim Leach (R-Iowa)  
+ Thomas B. Evans, Jr. (R-Del.)  
- Ronald E. Paul (R-Texas)  
- Ed Bethune (R-Ark.)  
- Norman D. Shumway (R-Calif.)  
- Stan Parris (R-Va.)  
- Edward F. Weber (R-Ohio)  
- Bill McCollum (R-Fla.)  
- Gregory W. Carman (R-N.Y.)  
- George C. Wortley (R-N.Y.)  
+ Margaret Roukema (R-N.J.)  
- William D. Lowery (R-Calif.)  
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\* Mr Hyde has just resigned  
from the Committee

4.

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July 7, 1981



July 1, 1981

THE WORLD BANK, PRIVATE ENTERPRISE, AND THE MARKET

Is the World Bank supporting the public sector at the expense of private enterprise? And is the Bank biased against market forces, trading opportunities and incentives?

The record speaks for itself:

The Sectoral Mix

The World Bank's\* single largest activity, averaging about a third of its annual lending in recent years, has been for agriculture and rural development. Virtually all the beneficiaries of the Bank's projects in this sector (even in Ethiopia) have been private farmers.

During FY80, about 40% of total World Bank commitments were for activities (agriculture and rural development, development finance companies, and small scale enterprises), in which the overwhelming number of participants were in the private sector: farmers, artisans, small and medium-sized local enterprises. A further 5% of commitments, for non-project and technical assistance loans, were meant to stimulate productive activity across the board--private and public.

About 7% of Bank commitments were for mainly public sector activities in oil, gas and coal, mining and large-scale industry. Some of the projects in these sectors will support private and joint private/public industrial enterprises, while several public sector petroleum projects are designed to prepare the ground for private investment (see below).

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\* References throughout include IDA; exclude IFC, which operates exclusively in the private sector.

Some 48% of commitments were for mainly, but not exclusively, public sector activities (e.g. transportation, education, urbanization, and health, electric power and water supply), most of which, even in the United States, are heavily dependent on public finance for reasons of national planning, funding, security and environmental safety.

In spite of the preference of most newly-independent developing countries for a large degree of state control, and the inability of the resource-starved poorest countries to attract foreign investment and generate domestic savings, the private/public mix of the World Bank's lending shows a corrective bias towards private endeavour, even apart from the expanded activities of the Bank private-sector affiliate, the International Finance Corporation (IFC).

However, in many countries, a private sector scarcely exists, with most private enterprise taking place among the multifarious and often traditional, occupations of the "informal sector" (e.g. craftsmen, small-scale services, etc. which are now receiving World Bank support). The large number of countries lacking a modern private sector, a savings and investment base, much of the essential infrastructure, and the legislative and legal wherewithal to deal with foreign investors, can only move gradually into the sphere of private enterprise. Foreign investors are not usually interested in these countries, and, where they are, prefer to concentrate on tourism, hotel and other property development, and capital-intensive extractive industries. Domestic sources of capital, however, are a key element in economic development because a large part of the financing needed for projects in both the public and private sectors must be generated locally. Within IFC the Capital Markets Department provides both the Bank and the Corporation with a specialized means by offering technical assistance on policy in regulatory matters to help member governments strengthen their financial

markets and by investing equity and loan funds in local financial institutions that will provide an expanded range of financial services (money market institutions, mutual funds, housing finance, financial leasing, and security markets).

#### Private enterprise and incentive on the land

Since 1975 World Bank projects have enabled some 34 million private farmers to have access to credit, farm technology and new skills. A considerable number of such farmers have been brought into the market economy for the first time.

World Bank loans to government-owned or private finance companies are reloaned to farmers usually at positive real interest rates and reflecting market interest rates. Recently, for example, the Bank successfully encouraged Brazil and Argentina to abandon internal subsidies and to index farmers' interest rates on sub-loans to inflation. As in all World Bank productive projects, a significant economic rate of return is expected, and a project is designed to pay for itself over several years.

The World Bank is unlikely to finance agriculture projects unless realistic pricing policies create sufficient incentive for increased production. Evaluation of a range of completed agricultural projects showed that of 13 with favorable producer prices, 11 achieved their production targets; while all of five projects with unfavorable prices failed to do so. The Bank's Operations Evaluation Department, in its 1980 review, referred to the "over-riding importance" of producer prices in improving agricultural performance.

#### Supporting the entrepreneur

The trend in the World Bank's industrial lending is towards promotion of private small- and medium-scale enterprises, which receive the bulk of the Bank's loans channelled through private or official development finance

companies (DFCs). In 1975, DFC lending was overshadowed by large-scale industrial lending, mainly or partly state-owned. In FY80, DFC and small-scale enterprises lending was more than 2 1/2 times that for large-scale industry, and is now running at more than \$1 billion a year.

The Bank insists that DFC loans to entrepreneurs carry positive real interest rates determined by the prevailing financial market. This has always been the Bank's policy in spite of strong opposition from development proponents in both rich and poor countries including prominent members of the US Congress.

Such loans have provided investment capital mainly for manufacturing industry, as well as for agro-industries, tourism, and other activities. In the past few years, the World Bank has provided finance and technical assistance for enterprises smaller than the range served by most traditional DFCs. Such enterprises usually generate more jobs per unit of investment or output than do large firms. They are also the main source of entrepreneurship in many developing countries.

#### Catalyst for private investment in hydro-carbon production

Since the initial decision, in July 1977, to expand its energy lending, the World Bank has emphasized its proposed role as a catalyst for creating private investment in oil, gas and coal development, and as an "honest broker" in bringing together governments and foreign investors in an environment of mutual trust.

It is quite misleading to suggest, as some critics have, that the World Bank is attempting to usurp the role of the oil companies and private bankers. At best, the Bank expects to finance no more than ten percent of total energy investment needs (including electric power). It is estimated

that investments of around \$5 billion a year (in 1980 dollars) will be needed between now and 1985 if the oil-importing development countries are to increase their oil and gas production and exploration at an acceptable rate. This is expected to rise to \$7 billion (in 1980 dollars) a year in the second half of the decade. Recent investment, from all sources, has been inadequate to meet needs.

As of March 1981, the World Bank had approved or was helping prepare projects in 18 countries involving private oil companies, including Gulf, BP, Shell, Exxon, Union Oil, Chevron, Conoco, Mobil, Total and several medium-sized companies and developing country private companies.

These projects involve the World Bank in a variety of relationships with the government and the private companies: from announcing readiness to consider finance the recovery of oil discovered through joint government/private exploration ventures, to three-way ventures involving governments, international oil companies and the World Bank in oil and gas recovery. In many instances private enterprise would have been effectively excluded had not the Bank provided its support.

In a significant number of countries, the Bank is filling a vacuum caused by lack of interest or confidence by private sources of finance. Bank projects are doing what private investors cannot do: namely, helping countries to analyze long-term energy potential, prepare their energy plans, and develop institutions and legislative and legal frameworks to deal with foreign partners. In particular, loans to the governments of Turkey, Bolivia, Argentina, Honduras, North Yemen, and Madagascar and a number of other African countries are designed to prepare the ground for the future involvement of foreign investors.

Market-oriented policies

The World Bank's record in promoting fiscal discipline and market-orientation has been generally overlooked in the United States, although these policies have caused controversy among the borrowing countries for many years, especially in the public sector.

For instance, the Bank expects public utilities and transport entities to which it makes loans to set tariffs at remunerative levels, enabling profitability, reinvestment and expansion, as well as helping to assure a healthy rate of economic return on the Bank's projects. The Bank has argued against maintaining subsidies for food and other products because of the difficulty of targetting subsidies to the needy, the strains placed on public funds, or the disincentive caused to producers.

The Bank has also consistently argued, at the international level and with borrowing governments, against the protection of inefficient industries, and against policies (and exchange rates) that thwart export opportunities. Its \$200 million "structural adjustment" loan to the Philippines last year is enabling industrialists to improve efficiency and take advantage of export opportunities while the whole structure of protective tariffs is reformed. Export support, tariff reform, and import liberalization are also being fostered by structural adjustment loans to Senegal, Turkey and Kenya.

The main point of structural adjustment loans is that they will enable countries to make the hard decisions and economic realignments necessary to deal with their balance of payments problems. These actions will be only too familiar to the current US Administration, including, as they do, public spending restraint, support for industrial efficiency and investment reforms, and tougher monetary policies.

The World Bank also advocates policies to encourage domestic savings and ensure adequate levels of taxation; the importance of such policies being strongly emphasized, for example, in the Bank's latest report on resource mobilization in Egypt.

The next five years

The World Bank's primary goals of supporting economic development and reducing poverty can in fact be attained only with continuing emphasis on fiscal discipline, competitive prices and incentives. The economic strategies advocated by the Bank stress that hard-nosed attitudes are necessary for even "soft sector" development (e.g. health or education).

In coming years, the institution expects to stimulate a greater amount of private sector cofinancing for its projects, especially in energy, while accelerating the trend in its industrial lending towards more assistance for the private entrepreneur. IFC's activities in the private sector will continue to expand. The Bank expects to continue to help poorer countries "graduate" from total dependence on IDA-type soft loans to the hard IBRD terms, and eventually to relationships with the private banks (many member countries having progressed in this way in the past 25 years).

The Bank should help develop essential infrastructure, while continuing to insist on improved public sector profitability. And it should not ignore the lessons of its research of recent years, which shows beyond doubt that human development can enhance economic growth: education and training, health and nutrition, being in the long run among the most economically productive of all personal investments.

RESPONSES TO CONSERVATIVES; FOR BACKGROUND USE

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Conservatives' position

Basis for response

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1. The World Bank is anti-market (see David Stockman's paper "Budget Working Group Meeting #3: Foreign Aid Retrenchment")

- (a) The World Bank is unlikely to finance agricultural projects unless realistic pricing policies create sufficient incentive for increased production (e.g., the Bank's policy dialogue with Guinea, Guyana, Burma, Ghana and Zambia). The Bank has argued against maintaining subsidies for food and other products because of the difficulty of targetting subsidies to the needy, the strains placed on public funds, or the disincentive caused to producers.
- (b) The Bank's OED 1980 audit of completed projects confirmed that producer prices are of overriding importance to agricultural production. Of 13 audited agricultural projects with favorable producer prices, 11 achieved their production objectives; of 5 with unfavorable prices, all failed to achieve their objective.
- (c) The Bank is guided by international prices in its project work. It has made 13 loans to Thailand for irrigation against a background of good prices for rice.
- (d) The Bank presses for real interest rates when Bank money is relent through development finance companies (DFCs) for medium- and small-scale industry and agriculture. Lending by Bank-supported DFCs is almost always at the prevailing commercial rate for business. Negotiations have, for example, resulted in loan repayments by farmers being indexed to inflation (Brazil and Argentina).
- (e) The Bank expects public utilities and transport entities to which it makes



ROUTING SLIP	DATE: July 16, 1981	
FROM THE VICE PRESIDENT EXTERNAL RELATIONS		
NAME	ROOM NO.	
Mr. Clausen	E.1227	
APPROPRIATE DISPOSITION	NOTE AND RETURN	
APPROVAL	NOTE AND SEND ON	
COMMENT	PER OUR CONVERSATION	
FOR ACTION	PER YOUR REQUEST	
INFORMATION	PREPARE REPLY	
INITIAL	RECOMMENDATION	
NOTE AND FILE	SIGNATURE	
REMARKS:		
<p style="text-align: center;">This is a substitute Page 2 of the paper Responses to Conservatives which I handed to you the other day. The amount of co-financing, and the number of farmer beneficiaries, have been corrected.</p>		
FROM:		
M.P. Benjenk		

loans to set tariffs at remunerative levels, enabling profitability, reinvestment and expansion, as well as helping to assure a healthy rate of return on the Bank's projects. This has been a feature of the Bank's lending for water supply (Tanzania), urban development (Tanzania, Egypt), irrigation rehabilitation (Sudan), railways (Mexico) and power (Thailand), etc.

- (f) The Bank (especially through its public statements and its World Development Reports) has consistently argued for free trade and liberalization of imports.
- (g) The Bank has consistently argued against the protection of inefficient industries and against policies in developing countries that thwart export opportunities. Its \$200 million "structural adjustment" loan to the Philippines in FY81 is enabling industrialists to improve efficiency and take advantage of export opportunities while the whole structure of protective tariffs is reformed. Export support, tariff reform, and import liberalization are also being fostered by structural adjustment loans to Senegal, Turkey and Kenya.
- (h) The Bank invests its liquid reserves -- about \$9 billion -- in the commercial market. Disbursements on DFC loans are handled through commercial channels.

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2. The World Bank, and multilateral development assistance in general, stultifies private enterprise.

- (a) The Bank's single largest activity, averaging about a third of its annual lending in recent years, has been for agriculture and rural development -- almost entirely in support of private farmers. Projects approved in 1975-81 are expected to reach 34 million farmers, giving them access to credit at market (but not usurious) terms and to proper extension and marketing services, and, in many cases,

cont.../

benefits from fair pricing policies advocated by the Bank.

- (b) The trend in the World Bank's industrial lending is towards promotion of private small- and medium-scale enterprises, which receive the bulk of the Bank's loans channelled through private or official development finance companies (DFCs). In FY80 the Bank lent \$817 million through industrial DFCs. The cumulative figure is \$6 billion.
  - (c) In 1975, DFC lending was overshadowed by large-scale industrial lending, mainly or partly state-owned. In FY80, DFC and other small-scale enterprises' lending was more than 2 1/2 times that for large-scale industry/mining.
  - (d) IFC in FY80 promoted \$300 million in investment and loans to the private sector of DFCs. Ten U.S. banks participated in the IFC loans. IFC's Capital Markets Department enables both the Bank and IFC to help member governments strengthen their financial markets and provide an expanded range of financial services (money market institutions, mutual funds, housing finance, financial leasing, and security markets).
  - (e) In FY80 \$1.73 billion in private co-financing was invested in Bank-supported projects -- more than three times the amount for FY79, and almost double the amount for the four years 1975-78.
  - (f) Through its own private enterprise, the Bank made a profit of some \$600 million in FY81.
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3. The World Bank is wedded to the public sector, thus subsidizing socialism.
- (a) Much of the Bank's country economic work is devoted to improving the performance and profitability of the public sector, which is the only sector willing or capable, in many LDCs, to invest, for example, in agriculture, health, education, railways and ports, and electric power.

- (b) In many countries, a private sector scarcely exists, with most private enterprise taking place in the "informal sector" (now receiving World Bank support). Countries lacking a modern private sector, a savings and investment base, much of the essential infrastructure, and the legislative and legal wherewithal to deal with foreign investors, can only move gradually into the sphere of private enterprise. Foreign investors are not usually interested in these countries, and, where they are, have preferred to concentrate on tourism, hotel and other property development, and capital-intensive extractive industries--thus avoiding key, job-creating productive sectors.
- (c) The Sectoral Mix. In FY80, about 40% of total Bank/IDA commitments were for activities (agriculture and rural development, development finance companies, and small scale enterprises) in which the overwhelming number of participants were in the private sector: farmers, artisans, small and medium-sized local enterprises. A further 5% of commitments, for non-project and technical assistance loans, were meant to stimulate productive activity across the board--private and public. About 7% of Bank commitments were for mainly public sector activities in oil, gas and coal, mining and large-scale industry. Some of the projects in these sectors will support private and joint private/public industrial enterprises, while several public sector petroleum projects are designed to prepare the ground for private investment (see below). Some 48% of commitments were for mainly, but not exclusively, public sector activities (e.g., transportation, education, urbanization, and health, electric power and water supply), which, in most countries, even in the United States, are heavily dependent on public

finance for reasons of national planning, funding, security and environmental safety.

- (d) Despite the preference of most newly-independent developing countries for a large degree of state control, and the inability of the resource-starved poorest countries to attract foreign investment and generate domestic savings, the private-public mix of the World Bank's lending shows a corrective bias towards private endeavour, even apart from the expanded activities of IFC.

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4. Bilateral aid is a better prospect for the U.S. than multilateral aid.

- (a) In 1980, \$607 million worth of goods was procured in the U.S. through Bank/IDA disbursements.
- (b) About 20% of Bank/IDA disbursements have been in dollars -- some \$5.2 billion out of the total of \$26.6 billion as of June 30, 1980. This is in line with the U.S. share of ownership in the Bank.
- (c) Bilateral aid might appear to be more politically attractive. But it rarely generates burden sharing (one dollar of U.S. aid to IDA being topped by more than two other dollars from other donor governments). Bilateral aid bypasses the market, unlike multilateral aid, because it is usually tied to procurement in the donor country. And its political advantages can be questioned, as political affiliations are less enduring than long-term economic goals (e.g., the seesaw Cold War aid to Somalia, Ethiopia, Egypt, and Vietnam, and the diplomatic reverses in Iran and Angola).
- (d) The political inconsistencies of bilateral aid are an imposition on developing countries. Multilateral aid, as

practiced by the World Bank and the regional development banks, supports projects and programs of lasting benefit. These are immune (except for a few extreme cases) from political vicissitude. The consistency of multilateral aid enables recipient countries to work to long-term economic strategies.

- (e) The record shows that multilateral aid has a higher rate of economic justification than bilateral aid. Most of aid's white elephants were financed bilaterally (e.g., Iran's Dez irrigation scheme, the brainchild of U.S. private enterprise). Bilateral loans are often arranged in greater haste than multilateral loans, the latter being submitted to rigorous investment appraisal.
- (f) Multilateral aid has a better record for facilitating political stability through economic stability. Among the top 10 recipients of U.S. aid in 1978, two-thirds of this assistance was for security, 23% for food, only 10% for development. (Source: ODC).
- (g) A greater proportion of multilateral aid goes to the poorest countries compared with the proportion of bilateral aid. In 1979, the net bilateral flow from the U.S. to low-income countries was .03% of U.S. GNP -- only 16% of its official development assistance. (Source WDR 81)
- (h) Most U.S. bilateral aid since World War II has been concentrated on a few countries. EEC aid favors friendly former British and French colonies. Nordic aid often favors socialist countries. In the absence of multilateral lending, such exclusiveness would leave a significant number of countries without predictable access to aid resources.
- (i) Multilateral aid enables donor cooperation and enhances burden sharing. The Bank is chairman of 20 aid groups,

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including one for the entire Caribbean, and is involved in the OECD aid group for Turkey and the inter-governmental group for Indonesia. As Chairman of CGIAR, it supports 13 major agricultural research stations in the developing world. Countless international conferences and summit meetings have turned to the World Bank for leadership in aid affairs and in new initiatives. This is the essence of multilateralism.

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5. Bilateral aid is better for U.S. business than multilateral aid.

Multilateral lending offers a different type of market opportunity, bringing benefits to a comprehensive range of U.S. industries. In 1980, about 2,000 orders were placed with U.S. suppliers for goods and services under Bank/IDA procurement. And market-based international competitive bidding, as required by the World Bank, encourages efficiency.

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6. Private capital can do much of the job of the World Bank/IDA. Concessional aid distorts international lending and encourages bad economic management in developing countries.

- (a) Many really poor countries cannot afford loans at commercial interest rates, whether the countries are badly managed or not. Commercial banks have concentrated their lending almost totally on the middle-income countries. About 40% of IBRD/IDA lending goes to countries with per capita incomes below \$350 per annum. Most of these countries - and many others at higher income levels - are considered uncreditworthy for most forms of private capital.
- (b) Where a country can afford commercial rates, there are crucial sectors where private banks fear to tread, e.g., investment in small farmers, in infrastructure, in education.
- (c) Apart from the Bank's continuous economic policy dialogue with countries, project implementation is a direct means of introducing corrective action in badly run countries. The Bank makes supervision visits, usually every six months, and more often when projects have problems.

- (d) Thanks to IDA-type support, several countries have graduated out of total dependence on soft loans to be capable of affording commercial loans. For instance, Korea and Paraguay have graduated from IDA, the Ivory Coast and Colombia are now mainly IBRD, and other African countries are close to being graduated. Singapore and Greece were graduated out of the Bank altogether in the late 70s.

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7. The World Bank's structural adjustment loans are merely to pay the LDCs' oil bills.

Structural adjustment loans will enable countries to make the hard decisions and economic realignments necessary to deal with their balance of payments problems, especially through improvement in export performance. Some of the policy actions will be only too familiar to the current U.S. Administration, including, as they do, public spending restraint, support for industrial efficiency and investment reforms, and tougher monetary policies..

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8. Many of the recipients of multilateral aid are "virulently anti-West"; and have no incentives, under multilateral aid, for cooperating with the U.S.

- (a) The great majority of the World Bank's developing country members trade with the West; and individually, are not hostile to the U.S. The intrinsically anti-West countries are not members of the Bank because they view it as a West-dominated institution.

- (b) Well-conceived economic aid -- especially for the poor -- contributes to political stability, and helps avoid political extremes.

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9. The World Bank's preoccupation with "soft" sectors, like human resource development and rural development, has undermined its financial credibility.

- (a) The Bank does not finance welfare handouts.

- (b) Human development is essential to economic development. Studies show that the economic rate of return on investment in education and training, health and nutrition can be as great as, or greater than, physical investment (WDR 80).



- (c) Literacy pays off. Studies show farmers with education -- even four years' -- are more productive than those with none. The average rate of return to education in a sampling of 30 developing countries was estimated at 17%, and 24% for primary education (WDR 1980).
- (d) Progress is being made. Life expectancy in the low-income countries has increased 15 years over the past three decades.
- (e) Comprehensive development of a poor country's economy enhances its creditworthiness and ability to repay loans.

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10. The developing countries are on the brink of massive loan defaults. More aid money will be money "down a rathole."

- (a) There are a few alarming cases (mainly the result of lending from private banks or syndicates). In 1979, the debt of the low-income countries as a whole, as a percentage of their exports, was 13.4%, up only slightly from the 12.6% in 1970. The ratio for the middle-income countries was higher, at 14.5%, up from 8.8% in 1970, although oil-exporting countries' borrowings have contributed significantly to this increase. Countries are taking steps to adjust to higher oil prices. It is important for this adjustment to take place without dislocating economic growth. The Bank and the IMF are to the fore in facilitating this.
- (b) Such multilateral support is crucial if 25 years of proved progress in the LDCs is not to be wrecked by a loss of confidence by donor governments and private banks.
- (c) The Bank's chairmanship of multi-donor aid groups, and its comprehensive Debtor Reporting System, enables accurate evaluation of member countries' debt exposure.

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11. The World Bank is more concerned about the human rights record of the Right than of the "despots of the Left".

The Bank cannot, under its Charter, take a human rights position. Lending is according to economic criteria. The U.S. has been the most insistent member of the

Bank in trying (unsuccessfully) to bring political and human rights issues to bear on Bank decisions. The Bank has told the U.S. Government that the Bank cannot, and is not qualified to, assess human rights violations.

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12. There are no good arguments for a separate energy affiliate. Anyway, the job should be left to private enterprise.

- (a) A separate energy affiliate could have a shareholding structure and gearing ratio more capable of attracting capital and utilizing it. Its establishment could release the \$14 billion currently earmarked by the Bank for energy lending (1982-86) for other crucial sectors, besides China.
- (b) Since the initial decision, in July 1977, to expand its energy lending, the World Bank has emphasized its proposed role as a catalyst for creating private investment in oil and gas development, and as an "honest broker" in bringing together governments and foreign investors in an environment of mutual trust. The Bank's "desirable" expanded program requires three to four times as much financing from other sources.
- (c) As of March 1981, the World Bank had approved, or was helping prepare, projects in 18 countries involving private oil companies, including Gulf, BP, Shell, Exxon, Union Oil, Chevron, Conoco, Mobil, Total and several medium-sized companies and developing country private companies. These projects involve the World Bank in a variety of relationships with the government and the private companies: from announcing readiness to consider financing the recovery of oil discovered through joint government/private exploration ventures, to loans to local subsidiaries of international oil companies.

- (d) The World Bank is not attempting to usurp the role of the oil companies and private bankers. At best, the Bank expects to finance no more than 10 percent of total energy investment needs (including electric power). It is estimated that investments of around \$5 billion a year (in 1980 dollars) will be needed between now and 1985 if the oil-importing development countries are to increase their oil and gas production and exploration at an acceptable rate. This is expected to rise to \$7 billion (in 1980 dollars) a year in the second half of the decade. Recent investment, from all sources, has been adequate.
- (e) The Bank is frequently filling a vacuum caused by lack of interest or confidence by private sources of finance. Bank projects are doing what private investors cannot do: namely, helping countries to analyze long-term energy potential, prepare their energy plans, and develop institutions and legislative and legal frameworks to deal with foreign partners. In particular, loans to the governments of Turkey, Bolivia, Argentina, Honduras, North Yemen, and Madagascar and a number of other African countries are designed to prepare the ground for the future involvement of foreign investors.

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13. Rapid growth of the Bank's lending has affected the quality of its operations.

- (a) Appraisal standards -- which are the same for IBRD and IDA -- require that every project yield an acceptable rate of economic return (not less than 10% except in highly unusual circumstances, and averaging nearer 20%).
- (b) Project performance audits which have now been conducted on more than 500 completed projects show that 94% of these turned out to be worthwhile investments.



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<b>Exception(s)</b> Personal Information				
<b>Additional Comments</b>		The item(s) identified above has/have been removed in accordance with The World Bank Policy on Access to Information or other disclosure policies of the World Bank Group.		
		<table border="1"><tr><td><b>Withdrawn by</b> Shiri Alon</td><td><b>Date</b> February 22, 2019</td></tr></table>	<b>Withdrawn by</b> Shiri Alon	<b>Date</b> February 22, 2019
<b>Withdrawn by</b> Shiri Alon	<b>Date</b> February 22, 2019			

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Dear Mr. Hyde:

I have just been informed that you are leaving your position as Ranking Member of the Banking Subcommittee on International Development.

We greatly appreciate the support you have given to multilateral development legislation over the past few years. Please feel free to call on the World Bank if we can assist you with your responsibilities on the Foreign Affairs Committee.

I look forward to an opportunity of meeting you.

Sincerely,

(Signed) A. W. Clausen

A.W. Clausen

The Honorable Henry J. Hyde  
1203 Longworth House Office Bldg.  
U.S. House of Representatives  
Washington, D.C. 20515

cc: for Mr. Clausen's Office

PR: sb

JERRY M. PATTERSON, CALIF.  
CHAIRMAN

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JAMES K. COYNE, PA.

**U.S. HOUSE OF REPRESENTATIVES**  
SUBCOMMITTEE ON  
INTERNATIONAL DEVELOPMENT INSTITUTIONS AND FINANCE  
OF THE  
COMMITTEE ON BANKING, FINANCE AND URBAN AFFAIRS  
NINETY-SEVENTH CONGRESS  
WASHINGTON, D.C. 20515

- 201/225-3236

March 13, 1981

Mr. David Coulter  
Office of the President  
Bank of America  
555 California Street  
Box 37000  
San Francisco, California 94137

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Went Bank office  
D



Dear Mr. Coulter,

It was a pleasure to talk with you on the telephone the other day. As I promised, I am enclosing copies of the testimony given by the Administration witnesses before our Subcommittee last Wednesday. Some of the press reports were a bit negative and cast the Administration's position in a lesser light than might be merited. I thought Mr. Clausen might like to see for himself what the Administration is saying as regards future U.S. participation in the multilateral agencies.

If the opportunity presents itself, I am sure the members of this Subcommittee would be most happy to have a chance to meet with Mr. Clausen before he moves to take on his new job at the World Bank. He was quoted in the Wall Street Journal last February as talking about some type of a multilateral guarantee facility for private bank loans. That interests us, and I believe we might like to pursue it further if there was occasion to do so. If he thought it possible, we might even like to invite Mr. Clausen to testify before the Subcommittee on the international financial system, private banks, and the multilateral agencies. I can see how one could go both ways as to the desirability of that, however, and so I only raise the point. If you thought it were worth pursuing, I might broach it in a more formal manner.

Again, I enjoyed our conversation. I do not know if you are planning to come to Washington with Mr. Clausen when he begins his term with the World Bank. If so, I look forward to many pleasant communications in the future.

Sincerely,

*Jonathan E. Sanford*  
Jonathan E. Sanford,  
Staff Director

4-2-81

INFORMED SANFORD THAT ALL  
REALLY WEREN'T AVAILABLE - OK  
WITH HIM

D



THE SECRETARY OF THE TREASURY

WASHINGTON

March 10, 1981

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Dear Mr. Speaker:

On January 17, two draft bills were transmitted to the Congress "To provide for continuing participation by the United States in the International Bank for Reconstruction and Development, and for other purposes" and "To provide for continuing participation by the United States in the International Development Association, to provide for United States participation in the African Development Bank, and for other purposes."

The Administration has reviewed this draft legislation within the context of projected foreign aid budget levels. The need for a tightly disciplined national budget and the importance of the multilateral development banks both to the international economic system and to overall U.S. interests were carefully assessed.

As a result of the review, the Administration is requesting prompt and favorable Congressional action on the two draft authorizing bills. The bills are a high priority element of the Administration's foreign economic assistance program. They are an integral part of our efforts to establish a strong and coherent foreign policy in partnership with our allies. Authorization of the full amounts requested is essential to this effort. It will demonstrate the intention to reassert U.S. leadership in our international relations. In the case of the International Development Association, authorization of the full U.S. contribution is required before the Sixth Replenishment agreement can become effective. It would therefore be appreciated if you could undertake the necessary steps to assure that this proposed legislation receives prompt consideration by the House.

While the overall amounts of the authorization requests for the banks have not been changed, U.S. funding for the multilateral banks has not been exempted from the President's budget reduction program. The Administration is recommending that contributions and subscriptions on the major elements of the authorization requests be made over a longer period of time than was envisioned in the budget submitted by the previous Administration. Specifically, the Administration is requesting funding for U.S. subscriptions to the General Capital Increase of the World Bank over six years (FY 1982-1987) instead of seeking funding for the full subscription in FY 1982. We are also seeking graduated appropriations (\$540 million, \$850 million and \$1,850 million in FY 1981-83 respectively) for the U.S. contribution to the Sixth Replenishment of the International Development Association instead of \$1,080 million in each of those years.

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The funding adjustments recommended by the Administration will cause programming problems for the banks. These adjustments are necessary, however, to enable the United States to carry out internationally negotiated agreements at the lowest possible cost.

The Office of Management and Budget has advised that the enactment of these legislative proposals would be in accord with the program of the President.

Sincerely,



R. T. McNamar  
Acting Secretary

The Honorable  
Thomas P. O'Neill, Jr.  
Speaker of the House  
of Representatives  
Washington, D.C. 20515



FOR RELEASE UPON DELIVERY  
MARCH 11, 1981

STATEMENT OF THE HONORABLE R. T. McNAMAR  
DEPUTY SECRETARY OF THE TREASURY  
BEFORE THE SUBCOMMITTEE ON INTERNATIONAL DEVELOPMENT  
INSTITUTIONS AND FINANCE  
COMMITTEE ON BANKING, FINANCE AND URBAN AFFAIRS  
HOUSE OF REPRESENTATIVES  
MARCH 11, 1981

I. INTRODUCTION

I welcome this opportunity to appear before the Subcommittee today to present the President's proposals for the multilateral development banks (MDBs), and to discuss continued U.S. participation in these institutions.

U.S. participation in the MDBs has been a significant proportion of both present and projected foreign assistance levels. Consequently, the question of funding levels for the MDBs was very carefully considered during the formulation of President Reagan's Economic Program and, in particular, in our review of the FY 1982 budget. The MDBs have not been exempted in this program to get immediate control over federal spending starting with the rest of FY 81 and FY 82. For these critical years, the President's proposals would reduce the budget authority requested by the previous Administration for the MDBs by \$540 million for FY 1981 and \$936 million for FY 1982.

Our immediate task has been to develop the Administration's position on continuing U.S. support of the World Bank and the International Development Association, on joining the African Development Bank, and on completing authorization of funds for the most recent replenishments of the Inter-American Development Bank and the Asian Development Fund.

However, the long-term nature of the development process, the importance of the U.S. position in the MDBs to other countries and institutions, and the serious nature of our own budget situation reinforced our view that we also had to develop a long term policy and planning perspective for the banks. Accordingly, the Treasury Department is initiating an inter-agency assessment of the objectives and extent of U.S. participation in the multilateral development banks in the future.

## II. THE PRESIDENT'S PROGRAM

The major factors that contributed to our decisions on the immediate issues at hand included:

- the importance of a tightly controlled U.S. budget,
- the critical need to reassert U.S. economic and foreign policy leadership,
- a policy decision to honor international agreements already negotiated,
- the long record of bipartisan Congressional support, in both Democratic and Republican Administrations, for U.S. participation in the MDBs,

- the important support MDBs have provided, and continue to provide, for the orderly economic development of a large number of developing countries; this effort, and the MDBs, are strongly supported by our allies,
- the importance of avoiding the implication that the United States is abandoning our traditional financial support for these institutions, and
- the fact that costs of financing MDB operations are shared with other countries, with the MDBs also able to leverage relatively small paid-in contributions through much larger borrowings in world capital markets.

The Administration has concluded that these are compelling reasons for going ahead with its full authorizing request at this time. We are also working to assure that these previously negotiated agreements are implemented at the lowest possible cost. The President's program on the MDBs is based on three considerations:

- (1) we are determined to fulfill agreements which the U.S. Government has previously negotiated internationally,
- (2) we believe it necessary to carry out these internationally negotiated agreements at the lowest possible cost, and
- (3) we are initiating an in-depth study of all factors relevant for future U.S. participation in the MDBs.

Let me deal with each of these elements in turn.

III. INTERNATIONALLY NEGOTIATED ARRANGEMENTS

The process of negotiating cost-sharing arrangements for the MDBs involves detailed and complex international negotiations over an extended period of time. Given the leadership role of the United States in the world community and the great diversity of U.S. global interests, it is vitally important that the United States be able to deliver on such international arrangements. This task is of course facilitated when the Administration works closely with the Congress and takes account of Congressional views before and during multilateral negotiations. This Administration is committed to such consultations.

International negotiations on a number of MDB replenishments have been completed. In order to fulfill these agreements, the Administration is requesting prompt and favorable Congressional action on two draft authorizing bills which were transmitted to the Congress and were referred to this Committee. One bill provides for U.S. participation in the General Capital Increase (GCI) of the World Bank to finance Bank lending through the mid 1980's. A second provides for:

- (a) U.S. participation in the Sixth Replenishment of the International Development Association (IDA VI),
- (b) U.S. membership in the African Development Bank (AFDB),
- (c) the completion of authorization for participation in the Fifth Replenishment of the Inter-American

Development Bank (IDB) and the Second Replenishment of the Asian Development Fund (ADF), and

(d) authorization of subscriptions to the callable portion of the 1977 Selective Capital Increase of the International Bank for Reconstruction and Development (IBRD) and the Second General Capital Increase of the Asian Development Bank (ADB) after enactment of program limitations instead of appropriations.

The Reagan Administration considers this legislation to be an important element of its foreign economic program and an integral part of its effort to establish a strong and coherent foreign policy. Authorization of the full amounts requested is essential to this effort. It will demonstrate the intention to reassert U.S. leadership in our international relations. U.S. failure to proceed with the implementation of the agreements would weaken our position and influence in the institutions and adversely affect other countries' development programs by damaging one of the mainstays of the free world's efforts at mutually beneficial economic cooperation. In the case of the IDA replenishment, authorization of the full U.S. contribution is required before the Sixth Replenishment can become effective.

#### IV. THE "LOW-COST" OPTION

While the overall amounts of the multi-year authorization levels for the banks remain as negotiated, our request for MDB appropriations has not been exempted from the President's budget reduction

program. The President is recommending that contributions and subscriptions for most of the authorization request be made more slowly than was recommended by the previous Administration. Specifically, the Administration is requesting funding for U.S. subscriptions to the General Capital Increase of the World Bank over six years (FY 1982-87) instead of seeking funding for the full subscription in FY 1982. For the U.S. contribution to the Sixth Replenishment of the International Development Association, the Administration is also seeking graduated appropriations (\$540 million, \$850 million and \$1,850 million in FY 1981-83 respectively) instead of \$1,080 million in each of those years.

The President's program also provides for a delay in funding \$157 million of \$279 million of subscriptions and contributions which have been authorized but not yet appropriated. In addition, the Administration has decided that at this time the United States can neither support the creation of nor participate in a proposed World Bank energy lending affiliate which would have involved additional U.S. contributions.

These funding adjustments recommended by the Administration will undoubtedly cause some programming problems for the MDBs and impact adversely on some borrowers. These adjustments are necessary, however, to enable the United States to carry out its share of these internationally negotiated agreements and still meet the demands of a tightly disciplined overall U.S. budget. We have gone as far

as possible; it is the Administration's view that further adjustments would be unwarranted and would seriously damage overall U.S. interests.

V. U.S. PARTICIPATION IN FUTURE REPLENISHMENTS

During this calendar year the United States will have to make decisions regarding our participation in an increase in capital for the Asian Development Bank and in replenishments of the resources for the Asian Development Fund and the African Development Fund.

The Reagan Administration is beginning a comprehensive inter-agency assessment of all the various factors which should bear on U.S. participation in the banks. It will make an overall evaluation of the costs and benefits of our participation, including all U.S. interests affected and the ability of the banks to increase their efficiency. It is our intention to establish an effective overall policy framework for future U.S. participation in the MDBs, and to identify the major policy objectives which should be pursued in any replenishment negotiations the United States might participate in. No decisions will be taken on any of the pending replenishments, including that for the African Development Fund where multilateral negotiations are already in progress, until the Administration's policy review is complete.

The Reagan Administration is conscious that a number of serious questions have been raised about U.S. participation in the multilateral development banks. These include questions about the size of U.S.

contributions, the influence of the United States in the banks, and the size, growth and orientation of bank lending. These are valid concerns and I would like to assure you that we will address them in our assessment and that the Administration will consult with the Congress on all of the issues involved.

IV. AUTHORIZING LEGISLATION

I would next like to discuss the individual components of the President's proposals and explain why we believe they merit full Congressional support.

a. The World Bank General Capital Increase (GCI)

The proposed legislation authorizes \$8.777 billion in U.S. subscriptions to the capital stock of the IBRD under the GCI and \$30 million in subscriptions to a companion increase of capital stock.

The GCI is a \$40 billion increase in the capital stock of the World Bank. The U.S. share would be 21.95 percent of the total. Of the new stock to be subscribed by the United States, a 7.5 percent portion (\$658 million) is to be paid-in to the Bank. The remaining 92.5 percent (\$8.119 billion) will be capital which is callable only to meet the obligations of the Bank to holders of its securities and is highly unlikely to result in U.S. budget outlays.



The IBRD capital expansion will approximately double total Bank resources. It was initially planned to permit the Bank to raise its loan commitments by about 3-5 percent annually in real terms through the mid-1980's although higher than expected rates of inflation have made this target unreachable.

The capital increases were approved in January 1980 when favorable votes from 127 countries with 77 percent of the voting power had been received. The vote of the United States -- representing 21 percent of the total vote -- was not cast, due to the requirement for prior Congressional authorization. Subscriptions will be accepted beginning September 30, 1981.

For many developing countries, World Bank operations are an important part of their programs to overcome difficult development problems and the destabilizing effects of world economic conditions. The ability of Bank operations to foster economic growth, world trade, and social progress is particularly important to the United States. These activities are a major contribution to greater stability in the international economic system. They strengthen the economic basis for increased political stability in areas of the world which will be the setting of many of the major security problems we will confront during the 1980's.

Since U.S. paid-in subscriptions account for \$658 million of the \$40 billion capital increase, the World Bank will in effect be able to lend more than sixty dollars for each

dollar paid-in by the United States. This is because of the subscriptions of other member countries and the fact that the Bank can use the non paid-in subscriptions of members, i.e. "callable capital," as backing for its borrowings in capital markets. A look at the largest bank borrowers in FY 1980 -- Brazil, Turkey, Indonesia, Korea, Thailand, Colombia, and the Philippines -- provides a good indication of how this leveraged lending contributes to U.S. security by way of its contributions to growth and material well-being, and thus to stability in vital regions of the world.

Non-participation in the GCI could reduce the U.S. voting share in the institution from 20 percent to 10 percent, causing us to lose our veto over Charter amendments, with potentially serious consequences. The shares not purchased by the United States would very likely be purchased by other developed and developing countries, possibly causing the Western and basically market orientation of the Bank to shift drastically as our influence declined. This, in turn, could have a very negative impact on the Bank's ability to raise funds in private capital markets since the markets would interpret U.S. non-participation as a withdrawal of U.S. support for the institution.

b. The Sixth Replenishment of the International Development Association (IDA VI)

IDA is the leading multilateral institution for assisting the world's poorest countries. Just under three-quarters

of IDA lending now goes to countries with a per capita income of less than \$360. Although IDA loans are extended on concessional terms, IDA's projects have to meet the same high economic and financial standards as other World Bank projects. Like World Bank lending, all IDA loans are repaid in full by the borrowers and become available for relending.

After more than a year of difficult negotiations, 33 donor countries agreed in December 1979 on a \$12 billion sixth replenishment of IDA resources. The IDA VI replenishment was designed to finance a real annual increase of 4-5 percent in IDA lending for the three year period beginning July 1, 1980. However, this assumed an international inflation rate of seven percent. Since 1979-80 inflation averaged about twelve percent, it will not be possible to maintain the level of lending in real terms if inflation continues at recent rates.

The IDA VI replenishment agreement cannot become effective without Congressional authorization of the full U.S. contribution. Rapid Congressional authorization, followed by the appropriation of our first installment, is essential since the temporary "bridge" financing now being provided by other donors will be exhausted this month.

Continued U.S. financial support for IDA affects U.S. prestige and our leadership role in the world. The negotiated U.S. contribution is \$3.24 billion, or 27 percent of the total. It represents a continuation of the decline in the U.S. share from 42 percent at the inception of IDA and 31 percent in the Fifth Replenishment.

(The share of the members of the European Community is now 38 percent, while that of Japan is close to 15 percent.) Budgetary outlays resulting from the U.S. contribution are projected to be spread over ten to twelve years.

The economic prospects of the world's poorest countries, which have already deteriorated markedly since the negotiation of the IDA VI agreement, are important for the United States in both humanitarian and strategic terms. More than 30 percent of IDA lending goes to African countries. Moreover, seven of the top ten IDA recipients are on the periphery of the Indian Ocean and all have been subject to Soviet efforts to expand influence.

c. African Development Bank (AFDB)

In May 1979, the Governors of the AFDB invited non-regional countries to join their institution. In conjunction with the introduction of non-regional country membership, the capital of the Bank is to be increased to \$6.3 billion from \$1.5 billion, with non-regional countries providing \$2.1 billion. The overall increase is expected to sustain Bank lending for the next five years. The proposed U.S. subscription (\$359.7 million) would represent 5.7 percent of the Bank's total capital and 17 percent of the \$2.1 billion non-regional subscription.

U.S. membership in the AFDB, the most important African development institution, would complement U.S. membership in the African Development Fund and give us greater influence within the Bank/Fund structure by preserving the opportunity to

elect our own Executive Director to the Bank. It would also be consistent with our growing economic and strategic interests in the region, and a reflection of our concern with the very formidable problems of poverty faced by that continent. Moving forward promptly will also ensure that U.S. firms can bid on Bank projects.

d. Inter-American Development Bank (IDB) and Asian Development Fund (ADF)

The proposed legislation would complete the authorization for the United States participation in the Fifth Replenishment of the resources of the IDB and the Second Replenishment of the Asian Development Fund. The legislation provides for \$274 million for IDB capital stock (7.5% of which is paid-in), and contributions of \$70 million to the Fund for Special Operations and \$66.8 million to the ADF. The Executive Branch has made a commitment to seek to obtain this legislation which will enable the United States to participate in the replenishments as negotiated.

e. Callable Capital

The proposed legislation will amend legislative provisions enacted in 1977 and will allow the remaining U.S. subscriptions to callable capital under the 1977 Selective Capital Increase of the IBRD (\$481.4 million) and the Second General Increase of the ADB (\$44.9 million) to be made after program limitations on, rather than appropriations for, those subscriptions are enacted in Foreign Assistance and Related Programs Appropriations Acts.

This will bring the statutory terms under which U.S. subscriptions to this IBRD and ADB callable capital can be made

into line with those provided in legislation enacted in 1980 (Public Law 96-259) authorizing U.S. subscriptions under the Fifth Replenishment of the Inter-American Development Bank (and with the pending bills for subscriptions to the IBRD/GCI and the initial subscriptions to the capital stock of the AFDB).

Callable capital is backing for bank borrowings in capital markets. The U.S. liability in respect to callable capital stock is contingent. None of the multilateral development banks has ever made a call on its callable capital, and any such a call is unlikely in the future. For these reasons, the use of program limitations is more appropriate than the use of budget authority.

V. CONCLUSION

The Administration is requesting prompt enactment of legislation authorizing the United States to meet agreements negotiated internationally. The operations of the MDBs are important to overall U.S. interests in the world. Enactment of the legislation will affirm U.S. determination to exercise responsible economic and political leadership. It will also demonstrate our commitment to work within the international process to induce those changes in MDB policies which the Administration concludes are necessary to improve the effectiveness of these institutions.

Statement of Mr. Ernest B. Johnston, Jr.  
Deputy Assistant Secretary of State,  
Bureau of Economic and Business Affairs  
To the Subcommittee on International Development  
Institutions and Finance of the Committee on Banking,  
Finance, and Urban Affairs of the House of Representatives  
March 11, 1981

I am happy to have this chance to address the Subcommittee today on an important part of the President's Economic Recovery Program: the multilateral development banks (MDBs). Deputy Secretary McNamar has discussed in some detail the President's proposals for U.S. participation in the MDBs. I would like to make a few comments on the points he has made and on those made by OMB Director David Stockman to the full Committee last Thursday, particularly as they touch on vital U.S. economic, political and security interests.

Much of the discussion of the MDBs has focused on their role as a channel for economic assistance to the developing countries (LDCs). This is a very important role. The MDBs are the largest single source of official development aid for most developing countries, including most non-oil exporting LDCs of substantial political, economic and strategic importance to the U.S. This large volume of MDB' loans enhances LDC economic growth and political stability, and thereby our own security and well-being.

The MDBs are a very cost-effective means of providing economic assistance. This is because other countries contribute several times more than we do, and because paid-in subscriptions to the hard loan windows are leveraged many times further by borrowing on the world's capital markets. Every dollar we pay in to the capital of the IBRD makes possible development loans of \$40 to \$60, and that has a positive long-range effect on both the world in which the U.S. operates and on the U.S. economy. To look at it from a short-range economic point of view, every dollar we pay in to the MDBs generates about three dollars in business for U.S. firms. The taxes that result help to reduce further the net real cost to the U.S. taxpayer to a tiny fraction of what it would be if we were not accompanied by others in this effort.

As Secretary Haig indicated in his February 27 press conference, the Reagan Administration is moving in an evolutionary way towards a greater emphasis on the bilateral channel for aid than on the multilateral channel. Both forms of assistance transfer resources to LDCs. Bilateral aid is particularly effective in responding rapidly and precisely to the urgent needs of specific countries, and this Administration feels it is essential to maintain and enhance this capability.

The Secretary also made it clear that we are not turning our backs on the MDBs. The Reagan Administration's willingness to honor the agreements negotiated before January 20 is proof



that the Administration is serious on this point. U.S. support for these institutions will continue. The U.S. took the lead in creating and maintaining the MDBs over the last 35 years not only because they are a cost-effective means of providing development capital, but also because they play a vital role in the maintenance and operation of the whole international economic system. That role is to reduce the risks and information costs associated with international trade and investment and to foster rational LDC development policies.

Mr. Stockman made the point last Thursday in his discussion with Congressman Leach and Congressman Evans that a healthy, growing and open U.S. economy is much more important to the LDCs than any feasible amount of official U.S. economic aid. As he put it, the 99.8% of the rest of the U.S. economy has a much more powerful effect on the LDC's than the less than 0.2% of U.S. GNP that is transferred as aid. The MDBs are major lubricants of the system of international trade and investment that brings the LDCs in contact with that 99.8% of the U.S. economy in an economically efficient and mutually beneficial way.

The MDBs act directly and indirectly to expand international trade and investment. They do so directly through such mechanisms as co-financing and sale of participations in projects for which they do the basic staff and analysis work. In their project and structural adjustment loans, the MDBs

encourage rational use of local resources in relative abundance. As a result, a substantial amount of sound private investment and trade occurs that otherwise probably would not take place.

An important and often neglected accomplishment of the MDBs is their indirect influence. They interact with borrowing and donor governments, and with banks, producer firms, and investors as they prepare country and project reports. MDB annual and special meetings and on-going work by special committees focus the important economic actors -- private and public -- on a common language of development policy and help make the behavior of other actors in the economic system more predictable. This extensive interaction reduces substantially many of the impediments to economically efficient trade and investment by reducing the chances of misunderstanding, precipitous action, or miscalculation of risk.

The effect of the indirect work of the MDBs is to reduce substantially the degree of risk by which firms, banks and governments discount the potential benefits of a trade or investment opportunity. As a result, much more trade and investment takes place than otherwise would. The MDBs thus have very significant positive effects on the way LDCs utilize their resources, and thereby on the efficiency and productivity of the whole international economic system -- a strong "supply-side" effect if you will.

The MDBs foster economic efficiency in another important way. They are a major force for pro-growth LDC development policies that are compatible with the Western economic system. They not only insist on sound economic performance criteria for their own loans, such as adequate rates of financial and economic return. They also encourage LDCs to adopt and implement development policies on rational economic grounds, rather than political ones. The MDBs are more effective at this than one donor country could be acting alone, because of the substantial resources they channel and their multilateral character.

The MDBs are in a unique position to promote rational LDC economic policies and to reduce risk and misunderstanding because they are seen to promote the welfare of the international economic system, that is, overall economic efficiency, not just the welfare of one country. The MDBs are widely trusted because they are subject to the discipline both of the international market, where they sell their bonds, and of the member governments that comprise their boards of governors.

The President's program to increase the emphasis on the bilateral channel of economic assistance does not mean that the MDBs have failed to perform their important functions. On the contrary, the shift is possible precisely because they have become cost-effective and strong institutions in their own right. One example of that strength is the reduction of the

percentage of paid-in capital from an initial 20% in the World Bank to the present 7.5% of total subscriptions. Another is the ability of the MDBs to sell their bonds on the international market at relatively low premiums. A third example is the substantial drop in the US share of MDB subscriptions and contributions from initial levels as other donors have been able to increase their shares. Our share in the International Development Association has dropped from 43% at its establishment in 1960 to 27% in the 1981 replenishment.

The Reagan Administration will continue U.S. support of the MDBs because they further our interest in an expanding and increasingly efficient international marketplace. We have much to gain from the mutually beneficial trade and investment flows that the MDBs foster, including a rapidly expanding market for U.S. exports and economic viability and thus political stability in the LDCs that enhance U.S. security. But U.S. support may not have to involve ever growing amounts of U.S. budget resources, as the MDBs have gradually become relatively less dependent on the U.S. since their inception. Those are decisions for the future. The President's program to fulfill all existing agreements on MDB capital increases and replenishments and to review the terms of U.S. participation in the MDBs before reaching any new agreements is the best way to assure that the MDBs continue to function in the broad interests of the Western economic community at the lowest possible cost to the U.S. taxpayer.

Thank you.

FROM Washington Representative Office #3154

BANK OF AMERICA 

TO Mr. Scudder Mersman, Jr.  
Senior Vice President  
World Banking Division  
WBD Support Services #5040



DATE March 12, 1981

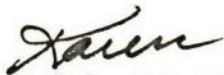
SUBJECT International Financial Institutions Funding Congressional Hearings

Yesterday, the International Financial Institutions Subcommittee (House Banking) held the first hearing of the 97th Congress on the U.S. role in the multi-lateral development banks. This subcommittee is now chaired by Jerry Patterson of California, who intends an active study of the subject.

Two witnesses testified for the Reagan Administration: R. T. McNamar, deputy secretary of the Treasury, and Ernest B. Johnston, Jr., deputy assistant secretary of State. Both testified in support of U.S. participation in the banks, with a particularly strong statement by Mr. Johnston. Mr. McNamar's statement outlined the present budget proposal, and requested rapid Congressional approval for it. As you of course know, the Administration intends to honor the commitments for capital increases negotiated by the Carter Administration, but the overall purpose and function of the World Bank and the regional development banks and funds is the subject of an inter-agency study which may result in future policy changes.

The members of Congress present at the hearing strongly supported the Administration position. However, they noted that it would be extremely difficult to gain Congressional approval of the IFI budget, even with the Administration-proposed stretch-outs in the appropriations. In past years, Democratic support for the World Bank and other institutions has been lukewarm, while Republicans generally oppose such budget expenditures. Thus, Administration strong support will be vital to get these increases approved. McNamar and Johnston promised to lobby vigorously for the proposal, but did implicitly indicate that this would not be their first order of priority.

Copies of the Treasury and State department statements are available should you wish to see them.



Karen Dolmatch Shaw  
Assistant Vice President  
(202) 833-8558

CC: Mr. David A. Coulter  
Ms. Judith Erdberg  
Mr. Irwin L. Gubman  
Mr. Mikkal E. Herberg

KDS/ec

SHAW RECOMMENDS:

- 1) OK TO DECLINE UNTIL 10 SEAT AT 60
- 2) BUT OF COURSE WOULD FORWARD TO INFORMAL DISCUSSION WITH MEMBERS

3/12 - 12:10

202-225-2495

Dave,

John Bell had a call from Jonathan Sanford, with the House Banking Committee. Office: ~~202/225-2495~~  
Home: 202/546-6257. He wants to make an appointment to talk with Mr. Clausen. Since Mr. Bell is out of town today, returning to the office tomorrow, he wants you to return Mr. Sanford's call.

Grace

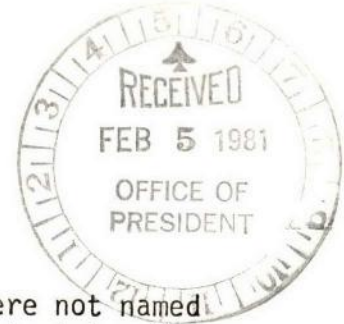
STAFF DIRECTOR-- INTERNATIONAL DEVELOPMENT INSTITUTIONS  
OF SUBCOMMITTEE OF HOUSE BANKING

JERRY PATTERSON OF CAL, DIRECTOR

KAREN DOLMATCH SHAW  
Assistant Vice President

January 30, 1981

The Honorable  
Jerry M. Patterson  
U. S. House of Representatives  
Washington, D. C. 20515



Dear Jerry:

I want to tell you how sorry I am that you were not named chairman of the Housing Subcommittee. I know how important housing issues are to your district and to the nation, and your influence on housing policy would have been very beneficial. I trust that you will still continue to play the effective role you have to date on housing matters.

Your appointment as chair of the International Development Institutions Subcommittee may well prove challenging and significant. Given the Reagan Administration's announced plans to cut "foreign aid," which will certainly include multilateral financial institutions, to the bone, persons and organizations with an international perspective will have to rally around the World Bank, International Monetary Fund and other institutions. As you might expect, Bank of America is strongly interested in these issues and believes that multilateral lending institutions deserve emphatic U.S. support. Particularly given Tom Clausen's new job as President of the World Bank, we would be happy to provide you with any information you might find useful as you assume this new chair.

I look forward to seeing you soon, and am sorry that a trip to Los Angeles next week prevents coming by your open house party.

Sincerely,

A handwritten signature in cursive script, appearing to read "Karen".

KDS/ec

Mr. Scudder Mersman, Jr.  
Mr. David A. Coulter  
Mr. Fred J. Martin, Jr.



From: Government Policy Coordination  
Public Affairs Dept. 3117

To: A.W. Clausen  
President

Date: January 28, 1981

Subject: Meeting with World Bank Business Liaison Officer



Summary:

Carol Stitt, Business and Financial Relations Advisor for the World Bank, is attempting to convey to business, financial and government leaders that a lack of American private sector support has seriously jeopardized the future of the World Bank, and that a concerted public relations program is vital to win that support. It is her belief that the image of the World Bank must be changed from one of a philanthropic drain on the Treasury to one from which business can benefit by financing trade and investment with foreign countries. Ms. Stitt is on a nation-wide tour of major American cities to convey this message to business leaders. She believes her efforts have been highly successful.

Discussion:

Under the direction of Mr. McNamara the World Bank has made scant effort to cultivate American private sector support. As a consequence little private sector pressure is brought to bear on Congressional delegations to ensure adequate funding for the World Bank, IDA or regional development funds. Uncertainty surrounding American quota replenishment routinely places in jeopardy 22 percent of the World Bank's funding. Moreover, it makes it virtually impossible to expand World Bank and related agencies activities.

Absence of World Bank staff efforts to enlist private sector and Congressional support represents a lack of understanding of the uniqueness of the American political process. In other World Bank member countries support for the World Bank is enlisted by the various finance ministries. In all but a few member nations no additional support is required as the finance minister has the authority to fulfill quota obligations and to increase them if need be. In those member countries where parliamentary approval is required either the finance minister is himself a member of parliament or there is adequate parliamentary cooperation. The World Bank staff, therefore, tends to rely on the U.S. Treasury Department to ensure the United States fulfills its World Bank commitments. Indeed, the only person on the World Bank staff other than Ms. Stitt with official contacts outside the Treasury Department is Mr. Peter Riddleberger, whose responsibility it is to monitor all parliamentary activity worldwide, including the U.S. Congress.

*file*

According to Ms. Stitt the solution to the problem lies in convincing the American private sector and the U.S. Congress support of the U.S. commitments to the World Bank are in their best interests and would benefit the economy and trade position of the United States. Ms. Stitt cites an estimate that for

every dollar the U.S. gives in fulfillment of its World Bank commitment \$2.50 is returned to the U.S. economy. In support of her argument she produced the attached printout of actual disbursements made to California businesses in 1979. (At present World Bank accountants are unable to produce the value of individual contracts awarded annually by contractor and state.)

With the tremendous attention given to trade expansion, Ms. Stitt believes tying World Bank funding to trade expansion will help overcome the image problem among the public, Congress and the Administration. Although the amounts could not compare with EximBank, the World Bank should be able to demonstrate with figures similar to those on the attached printout that the World Bank deserves private sector support similar to that given EximBank. Like EximBank, however, World Bank quota replenishment efforts are handicapped by the inclusion of funding requests on the foreign aid appropriations bill. In addition, Ms. Stitt believes more support in the new Administration may be found in the State Department rather than Treasury. She cites the decidedly domestic orientation of Treasury appointees to date and notices most important international offices are still vacant.

Ms. Stitt was in San Francisco last Friday to address the International Forum of the U.S. Chamber of Commerce. Prior to her address, she spent some time with me detailing her concerns and ideas, and asked me to convey the sense of them to you and others within the bank. A major part of her effort apparently is to generate support among financial institutions. She believes increasing the lending capacity of the World Bank through increased co-financing with private banks would obviate much of the need for direct funding increases.

Should you have any questions regarding my conversation with Ms. Stitt, I would be happy to answer them.

Sincerely,



John D. Urmston, Jr.  
Senior Policy Analyst

cc: Samuel A. Armacost  
Leland S. Prussia  
Richard Puz  
Scudder Mersman, Jr.  
H. Robert Heller  
Fred J. Martin, Jr.  
Sheila D. Radman  
Joseph J. Barnard  
Mikkal E. Herberg

U.S. PROCUREMENT - 1979

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	IBRD -----	IDA -----	TOTAL -----
<b>ALABAMA</b>			
AMERICAN CAST IRON PIPE CO.	\$661,401.90	-	\$661,401.90
AUBURN UNIVERSITY	\$9,591.80	-	\$9,591.80
DONOMO CLAY CO.	\$61,391.38	-	\$61,391.38
DRESSER INDUSTRIES INC.	\$27,365.62	-	\$27,365.62
EBSCO SUBSCRIPTION SERVICE	\$22,963.17	-	\$22,963.17
H V L TECHNICAL SERVICES INC.	\$175,303.21	-	\$175,303.21
INDIVIDUAL CONSULTANTS	-	\$2,203.00	\$2,203.00
INT'L. FERTILIZER DEVELOPMENT CENTER	\$14,387.71	\$28,202.10	\$42,589.81
OPPENHEIMER INTERCONTINENTAL CORP.	\$54,817.79	\$213,495.23	\$268,313.02
PALMER & BAKER ENGINEERS INC.	\$302,988.29	-	\$302,988.29
RESOURCE OPERATIONS INC.	\$11,362.35	-	\$11,362.35
UNIVERSITY OF ALABAMA	\$4,760.45	-	\$4,760.45
WELL BROS. COTTON INC.	-	\$2,426,357.41	\$2,426,357.41
<b>ARIZONA</b>			
CRESENT RESEARCH CHEMICALS INC.	-	\$3,406.20	\$3,406.20
INDIVIDUAL CONSULTANTS	\$115,447.46	-	\$115,447.46
JENSEN TOOLS & ALLOYS, INC.	\$926.07	-	\$926.07
JOSEPH M DUEBRICH & CO.	\$2,000.00	-	\$2,000.00
JOSLYN MFG & SUPPLY CO.	\$45,905.70	-	\$45,905.70
KEY INT'L. INC.	\$188,022.38	-	\$188,022.38
UNIVERSITY OF ARIZONA	\$100,265.21	\$2,500.00	\$102,765.21
<b>ARKANSAS</b>			
F.M.C. CORP.	-	\$123,957.22	\$123,957.22
UNIVERSITY OF ARKANSAS	\$24,381.47	-	\$24,381.47
<b>CALIFORNIA</b>			
A.M. ORBETA ENTERPRISES INC.	\$92,233.00	-	\$92,233.00
AAMAK CO.	\$4,160.10	-	\$4,160.10
ABERDEEN COMPANY	\$1,018.28	-	\$1,018.28
AIRRESEARCH INDUSTRIAL CORP.	\$8,037.16	-	\$8,037.16
ALEXANDER GRANT & CO.	\$46,364.00	-	\$46,364.00
ALLTECH INC.	\$278,435.00	-	\$278,435.00
ALTENBERG ENTERPRISES	\$20,160.00	-	\$20,160.00
AMERICAN CHEMICALS	\$6,707.90	-	\$6,707.90
AMERICAN PIPE & CONSTRUCTION	\$2,848,059.51	-	\$2,848,059.51
AMERIKO INTERNATIONAL	\$121,160.00	-	\$121,160.00
AMERON INC.	\$1,137,103.99	-	\$1,137,103.99
ANADIX INC.	\$1,044.00	-	\$1,044.00
ANGELUS SANITARY CAN MACHINE CO.	\$202,358.76	-	\$202,358.76
APESE INT'L. INC.	\$57,919.52	-	\$57,919.52
APEX INTERNATIONAL INC.	\$50,868.44	-	\$50,868.44
ARTHUR G. MCKEE & CO.	\$1,075,719.88	-	\$1,075,719.88



U.S. PROCUREMENT - 1979

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	IBRD -----	IDA -----	TOTAL -----
<b>CALIFORNIA</b>			
ASIA INDUSTRIES INT'L.	\$610,958.00	-	\$610,958.00
ATLANTICA EXPORT CORP.	\$91,951.55	-	\$91,951.55
ATLAS DEVELOPER & STEEL IND.	\$5,345.00	-	\$5,345.00
B & K INDUSTRIES INC.	\$1,208,818.00	-	\$1,208,818.00
BAKER COMMODITIES INC.	-	\$1,223,795.47	\$1,223,795.47
BANNER PHARMACEUTICAL MFG. CO.	\$180,856.36	-	\$180,856.36
BECHTEL INC.	\$595,477.22	-	\$595,477.22
BECKMAN INSTRUMENT INC.	\$111,005.43	-	\$111,005.43
BENZ ENG'G INC.	\$20,531.17	-	\$20,531.17
BERKELY COLORTRAN	\$9,320.66	-	\$9,320.66
BF GOODRICH INT'L.	-	\$2,005.77	\$2,005.77
BIG THREE INDUSTRIES INC.	\$2,688.60	-	\$2,688.60
BLAKE EQUIPMENT CORP.	\$5,732.10	-	\$5,732.10
BLEITZ WILDLIFE FOUNDATION	\$3,004.30	-	\$3,004.30
CALIFORNIA CEDAR PRODUCTS CO.	\$94,543.88	-	\$94,543.88
CALIFORNIA COMPUTER PRODUCTS INC.	\$81,725.50	-	\$81,725.50
CHALLENGE-COOK BROS. INC.	\$1,509,097.42	-	\$1,509,097.42
CHARLES M. UPHAM INT'L. CORP.	\$2,506.39	-	\$2,506.39
CHAS. LOWE CO.	\$13,825.00	\$13,825.00	\$27,650.00
CHEMICAL & PIGMENT CORP.	\$5,752.25	-	\$5,752.25
CHEVRON CHEMICALS INC.	\$314,332.00	-	\$314,332.00
CHROMALLOY AMERICAN CORP.	\$40,845.00	-	\$40,845.00
COLUMBIA INDUSTRIES	\$103,689.02	-	\$103,689.02
COMARC DESIGN SYSTEMS INC.	\$497,120.00	-	\$497,120.00
COMMERCIAL DESIGN SYSTEM	\$351,840.00	-	\$351,840.00
COMMUNICATIONS TECHNOLOGY	\$852,976.69	-	\$852,976.69
CONNELL BROS. CO. LTD.	\$1,010,706.25	-	\$1,010,706.25
CONSOLIDATED PURCHASING	\$7,298.00	\$19,147.13	\$26,445.13
CONTINENTAL MINING SUPPLIES	\$579,856.48	-	\$579,856.48
CONTRA COSTA TRADING CO.	\$6,413.92	\$14,500.59	\$20,914.51
COYNE CYLINDER CO.	\$79,466.96	-	\$79,466.96
COZAD TRAILER SALES	\$71,175.88	-	\$71,175.88
CPM INTERNATIONAL	\$40,553.43	-	\$40,553.43
CROWN GLOBAL CORP.	\$160,000.00	-	\$160,000.00
CRYOGENIC MACHINERY CO.	\$9,569.00	-	\$9,569.00
CYRUS INDUSTRIAL MINERALS	\$7,785.11	-	\$7,785.11
DAMES & MOORE	\$43,400.00	-	\$43,400.00
DATA CARD CORPORATION	\$770,185.00	-	\$770,185.00
DELTA INT'L. CORP.	-	\$38,227.71	\$38,227.71
DICTAPHONE AUDIO-ELECTRONICS DIV.	-	\$171,078.17	\$171,078.17
DRESSER INDUSTRIES INC.	\$32,012.44	-	\$32,012.44
DURRUM INSTRUMENT CORPORATION	\$39,217.00	-	\$39,217.00
EASTERN ENG'G. & MACHINERY	\$31,881.00	-	\$31,881.00
ECODYNE CORPORATION	\$34,263.00	-	\$34,263.00
EMERSON ELECTRIC CO.	\$85,544.52	-	\$85,544.52
ENGINEERING SCIENCE INC.	\$13,950.00	\$892,750.83	\$906,700.83
ENVIROTECH CORP.	\$18,152.80	-	\$18,152.80

U.S. PROCUREMENT - 1979

	IBRD -----	IDA ---	TOTAL -----
CALIFORNIA			
EQUIPMENT SERVICE CO.	\$31,919.06	-	\$31,919.06
FINNIGAN INT'L. SALES INC.	\$4,286.44	-	\$4,286.44
FLUID KINETICS CORP.	\$7,720.00	\$63,332.00	\$71,052.00
FLUOR LATIN AMERICA INC.	\$113,549.38	-	\$113,549.38
FLUOR MINING & METALS	\$1,497,391.00	-	\$1,497,391.00
FRANRICA MFG. INC.	\$63,242.00	-	\$63,242.00
GEORGE YARDLEY CO.	\$4,111.33	-	\$4,111.33
GETZ BROS. & CO.	\$1,141,498.50	-	\$1,141,498.50
GO-POWER CORP.	\$13,495.00	-	\$13,495.00
GRAPHIC LIGHTING SYSTEMS, INC.	\$10,000.00	-	\$10,000.00
HERCULES OVERSEAS GROUP	\$98,523.00	-	\$98,523.00
HEWLETT PACKARD	\$2,300,421.63	\$240,728.34	\$2,541,149.97
HI-AM INC.	\$20,094.00	-	\$20,094.00
HOLMES AND NARVER INC.	\$230,875.25	-	\$230,875.25
HOONG A TRADING CO.	\$110,108.00	-	\$110,108.00
HUMM INTERNATIONAL INC.	\$5,051.69	-	\$5,051.69
HYDRO PRODUCTS CO.	\$31,988.94	-	\$31,988.94
ICORE ACUREX CORP.	-	\$12,735.00	\$12,735.00
IECO, INC.	-	\$24,818.81	\$24,818.81
IMPERIAL MILLS INC.	\$250,000.00	-	\$250,000.00
IMS EQUIPMENT, INC.	-	\$18,168.50	\$18,168.50
INDIVIDUAL CONSULTANTS	\$3,418,368.19	\$88,672.94	\$3,507,041.13
INT'L. METALS & SUPPLY CO.	\$49,051.67	-	\$49,051.67
INT'L. LABORATORY FURNITURE & EQUIP.	-	\$9,874.86	\$9,874.86
INTEL CORP.	\$5,461.66	-	\$5,461.66
INTER MAGNETICS CORP.	\$99,918.00	-	\$99,918.00
INTERNATIONAL ENGINEERING CO. INC.	\$907,348.98	\$1,393,145.59	\$2,300,494.57
INTEROCEAN SYSTEMS, INC.	\$32,774.05	-	\$32,774.05
J BARRY COOKE INC.	\$1,710.00	-	\$1,710.00
J.A. MARKETING, INC.	\$193,500.00	-	\$193,500.00
J.T. BAKER CHEMICALS	\$367.60	-	\$367.60
J.M. MONTGOMERY CONSULTING ENG'G. INC	\$734,127.42	-	\$734,127.42
JACOBS ASSOCIATES	\$81,635.84	-	\$81,635.84
KAHLSICO INT'L. CO.	\$49,401.03	-	\$49,401.03
KAISER ALUMINUM & CHEMICAL CORP.	\$1,000,158.23	-	\$1,000,158.23
KEENAN SUPPLY CO.	\$49,358.46	-	\$49,358.46
KELCO SALES & ENG'G. CO.	\$526.00	-	\$526.00
KERBS ENGINEERS LTD.	\$2,128.99	-	\$2,128.99
KEVEX INT'L. CORP.	\$35,075.20	-	\$35,075.20
KINETICS TECHNOLOGY INT'L. CORP.	\$1,553,653.60	-	\$1,553,653.60
KORODY-COLYER OVERSEAS CORP.	\$9,530.56	-	\$9,530.56
L.A. WATER TREATMENT DIV.	\$96,855.51	-	\$96,855.51
L&W EQUIPMENT	\$3,027.50	\$38,263.50	\$41,291.00
LABTEST EQUIPMENT CO.	\$98,572.00	-	\$98,572.00
LECTRODRYER INC.	\$3,154.25	-	\$3,154.25
LONG BEACH VALVE & FITTING	\$554.84	-	\$554.84
LORNE E. SWANSON & ASSOCIATES	\$17,239.31	-	\$17,239.31

U.S. PROCUREMENT - 1979

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	IBRD -----	IDA ---	TOTAL -----
<b>CALIFORNIA</b>			
M-C INT'L.	\$346,895.56	-	\$346,895.56
MARCH METALFAB INC.	\$81,534.00	-	\$81,534.00
MCKAY DYMEK CO.	\$4,770.20	-	\$4,770.20
MCLELLAN EQUIPMENT INC.	\$135,900.00	-	\$135,900.00
MCMASTER CARR SUPPLY CO.	\$56,369.11	-	\$56,369.11
METEOROLOGY RESEARCH, INC.	\$8,954.00	-	\$8,954.00
MEYER MACHINERY CO.	\$3,248.43	-	\$3,248.43
MULLEN EQUIP. CO.	\$4,227.98	-	\$4,227.98
MUNICIPAL EQUIP. EXPORTERS	\$2,070.00	-	\$2,070.00
NASCO WEST INC.	\$2,892.63	-	\$2,892.63
NATIONAL CONTROLS, INC.	\$9,078.00	-	\$9,078.00
PACIFIC IMPORTING & EXPORTING CO.	\$278,193.08	-	\$278,193.08
PACIFIC VALVES INC.	\$9,661.71	-	\$9,661.71
PAMCO INC.	\$104,485.10	-	\$104,485.10
PARSONS MFG. CORP.	\$571,741.96	\$1,160,298.03	\$1,732,039.99
PAT BROTHERS TRADING LTD.	\$3,474.36	-	\$3,474.36
PATHWAY BELLOWS	\$251,766.00	-	\$251,766.00
PERTEC COMPUTER CORP.	\$91,272.00	-	\$91,272.00
PHILIPPINE BANK OF CALIFORNIA-CHARGES	\$101,256.35	\$333.18	\$101,589.53
PLACER PURCHASING CO.	\$104,276.26	-	\$104,276.26
POWERTEC INC.	\$160,077.81	-	\$160,077.81
PRECISION TRADING INT'L.	\$60,580.00	-	\$60,580.00
PROCESS TECHNOLOGY CORP.	\$258,500.00	-	\$258,500.00
PUGLISI ENG'G. CORP.	\$46,194.00	-	\$46,194.00
PULLMAN KFILOGG	\$16,673.20	-	\$16,673.20
RAYCHEM CORP.	-	\$29,562.75	\$29,562.75
RBR INDUSTRIES INC.	\$1,765.50	-	\$1,765.50
RESCO CORP.	\$415,192.97	-	\$415,192.97
RIETZ MANUFACTURING CO.	\$63,242.00	-	\$63,242.00
ROBINSON ENG'G. CORP.	\$173,400.00	-	\$173,400.00
ROHRBACK INSTRUMENTS	\$4,749.80	-	\$4,749.80
ROMA SALES	\$3,815.59	-	\$3,815.59
ROYCE TRADING CO.	-	\$4,257.17	\$4,257.17
ROYCO INSTRUMENTS, INC.	\$4,046.14	-	\$4,046.14
RYAN HERCO PRODUCTS CORP.	\$7,913.03	-	\$7,913.03
SAI TECHNOLOGY CO.	\$342.15	-	\$342.15
SCIENCE GENERAL CORP.	\$105,195.80	-	\$105,195.80
SHARPE HEATING VENTILATING INC.	\$9,256.79	-	\$9,256.79
SHEPHERD INT'L.	\$6,560.28	-	\$6,560.28
SIGNATONE CORP.	\$13,897.00	-	\$13,897.00
SINGER INSTRUMENTATION	\$155,292.40	-	\$155,292.40
SOLAR TURBINES INT'L.	\$1,601,818.00	-	\$1,601,818.00
SOUTH WEST WELDING & MANUFACTURING CO	-	\$24,050.00	\$24,050.00
SOUTHERN PLASTICS MOLD INC.	\$2,992.00	-	\$2,992.00
SOUTHWEST INDUSTRIAL SUPPLY CORP.	\$38,355.53	-	\$38,355.53
STANFORD UNIVERSITY	\$5,987.20	-	\$5,987.20
STERLING ELECTRONICS INC.	\$37,923.66	-	\$37,923.66

U.S. PROCUREMENT - 1979

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	IBRD -----	IDA -----	TOTAL -----
<b>CALIFORNIA</b>			
SVERDRUP & PARCEL ASSOCIATES INC.	\$24,701.72	-	\$24,701.72
SYSTAN INT'L. INC.	\$184,366.73	-	\$184,366.73
T.Z. ENG'G. & MANUFACTURING CO.	\$15,261.00	-	\$15,261.00
TECHNICION EQUIPMENT	\$64,378.07	-	\$64,378.07
TECHNICOLOR	\$11,242.00	\$239.35	\$11,481.35
TEKIRONIX INC.	\$131,926.80	-	\$131,926.80
THERMOLYNE CORP.	\$358.96	-	\$358.96
THOMSON PUBLICATIONS	\$147.44	-	\$147.44
TIME & FREQUENCY TECHNOLOGY INC.	\$4,983.66	-	\$4,983.66
TKB INT'L. INC.	\$2,677.29	-	\$2,677.29
TOPS ON LINE SERVICES INC.	\$206,750.91	-	\$206,750.91
TOWNER MANUFACTURING CO.	\$33,699.00	-	\$33,699.00
TRANSAMERICA DELAVAL INC.	\$162,200.00	-	\$162,200.00
TURNER ASSOCIATES	\$4,498.75	-	\$4,498.75
UNILO INC.	\$1,526.10	-	\$1,526.10
UNITED CENTRIFUGAL PUMPS	\$19,146.46	-	\$19,146.46
UNIVERSITY OF CALIFORNIA	\$165,083.03	\$6,482.00	\$171,565.03
V.W.R. SCIENTIFIC	\$49,882.59	\$4,784.93	\$54,667.52
VACU-BLAST CO.	\$53,288.00	-	\$53,288.00
VARIAN EXPORT CORP.	\$140,714.26	-	\$140,714.26
VENTURA ELECTRONICS CO.	\$1,534,224.52	-	\$1,534,224.52
VHS ASSOCIATES INC.	\$2,997.03	-	\$2,997.03
WAHL INT'L. LTD.	\$23.78	-	\$23.78
WATERMAN INDUSTRIES INC.	-	\$7,464.54	\$7,464.54
WAVETEK	\$3,944.00	-	\$3,944.00
WEST LAKE AUDIO	\$3,920.89	-	\$3,920.89
WILCON CO.	\$7,244.30	-	\$7,244.30
WILLITS & NEWCOMB INC.	-	\$4,034.85	\$4,034.85
WILSON CO.	\$46,105.82	-	\$46,105.82
WOODWARD CLYDE CONSULTANTS	\$38,315.21	-	\$38,315.21
<b>COLORADO</b>			
A.R. WILFLEY INC.	\$5,336.45	-	\$5,336.45
COLORADO STATE UNIVERSITY	\$32,057.08	-	\$32,057.08
DAYSTAR AUDIO-VISUAL INC.	\$155,410.97	-	\$155,410.97
DIETRICH STANDARD CORP.	\$5,012.00	-	\$5,012.00
ENGINEERING CONSULTANTS INC.	\$4,330,875.27	\$122,676.45	\$4,453,551.72
FLEXOVEYOR CONVEYOR CO.	\$67,196.73	-	\$67,196.73
GATES EXPORT CORP.	\$3,618.24	-	\$3,618.24
GEOPHYSICAL INSTRUMENT & SUPPLY	\$1,469.30	-	\$1,469.30
GIDDINGS MACHINE CO.	\$5,290.00	-	\$5,290.00
INDIVIDUAL CONSULTANTS	\$636,231.81	\$338,507.51	\$974,739.32
JOHNS MANVILLE INT'L. CORP.	\$12,612.42	-	\$12,612.42
LITTLE GIANT CRANE & SHOVEL INC.	\$243,456.00	-	\$243,456.00
MORSE BROTHERS MACHINERY CO.	\$24,578.44	-	\$24,578.44
PLATTE RIVER CATTLE CO.	\$249,300.00	-	\$249,300.00

To: Mr. A. W. Clausen

December 30, 1980

From: Arthur V. Toupin

Subject: World Bank - Congress

Dear Tom:

At the Villa Taverna last Wednesday, I mentioned a telephone call from Dan Flanagan regarding the Congressional relations of the World Bank. Dan, as you know, is the Southern Pacific representative in Washington. He, with some others, had lunch with Bob McNamara last week. Following are the observations Dan made on the phone:

- 1) The U. S., Iran, Cambodia and Afghanistan are lagging in their funding plans for the World Bank.
- 2) Alan Cranston gave up a position on the Labor and Human Resources Committee in favor of membership on the Foreign Relations Committee. He is, of course, also a member of the Banking Committee. Being a key senator on both committees places him in a unique position to deal with World Bank issues.
- 3) The World Bank has a Vice President for External Affairs. This office limits itself to offshore matters. No one on the staff at the World Bank is in charge of Congressional relations. McNamara has hesitated to become involved with the Congress. Congress is poorly informed about the World Bank.
- 4) Dan thinks it would be wise to discuss a game plan with Alan Cranston at the time the new administration takes office and Congress reconvenes.

Sincerely,





May 20, 1981

Mr. Morrie Goldman from Congressman Jerry Lewis's office called wanting to get in touch with Mr. Clausen.

Congressman Lewis (R/CA) is on the House Foreign Operations Subcommittee and wants to talk to Mr. Clausen regarding World Bank issues and funds before June 2. There is a hearing on June 2 which he wants Mr. Clausen to attend. I explained Mr. C will be out of the country at that time so that is not possible. So could AWC please call Cong. Lewis before that time, as soon as possible, 225-5861.

Delivered this message to Helen Higgins May 21st for relay to AWC.

Told Mr. Goldman by phone the status and said I would get back to him as soon as I knew anything or else he would hear from AWC directly.

Joyce

To How for you Sub  
Date \_\_\_\_\_ Time \_\_\_\_\_

**WHILE YOU WERE OUT**

M ms. Marie Goldman  
of Rep. Lewis's ofc.  
Phone 225-5861

Area Code                  Number                  Extension

TELEPHONED	<input type="checkbox"/>	PLEASE CALL	<input type="checkbox"/>
CALLED TO SEE YOU	<input type="checkbox"/>	WILL CALL AGAIN	<input type="checkbox"/>
WANTS TO SEE YOU	<input type="checkbox"/>	URGENT	<input type="checkbox"/>

RETURNED YOUR CALL

Message \_\_\_\_\_  
wants to get  
message to  
ms. Clausen

Operator SGT



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House Foreign

WHILE YOU WERE OUT

Mr. Thomas Jefferson

Rep. Lewis's office

222-8861

Extension

Transfer

Area Code

TELEPHONED	PLEASE CALL
CALLED TO SEE YOU	WILL CALL AGAIN
WANTS TO SEE YOU	URGENT

RETURNED YOUR CALL

Would be interested

meeting some  
Congressmen

June 2nd



5-21-81

Joyce from Washington Rep Office phoned to relay the following message:

Congressman Jerry Lewis, R. Calif., telephoned there to see if you could be present at a June 2 hearing of House Foreign Operations Subcommittee at which there will be discussions re issues and funding of World Bank. She told him you would be out of the country. He seemed quite anxious to talk with you at least by phone prior to this date.

Please call him at (202) 225-5861.

HH

people within the California Division are continuing to do a superb job in maximizing Bank of America's position and profitability within the state. However, we are also seeking incremental growth by leveraging the retail know-how this organization has gathered over its 75-year history.

One such effort involves our de novo penetration of the state's finance company market. FinanceAmerica, our finance company subsidiary, already has opened \_\_\_ offices in Southern California and \_\_\_ offices in Northern California since \_\_\_ and plans to have \_\_\_ offices on stream in the state by 19\_\_.

A second effort--far more substantive in the long-run--involves exporting our retail technology to foreign markets. No country has a more highly-developed consumer banking system than the United States, and nowhere within the United States has retail branch banking been allowed to develop so extensively as in California.

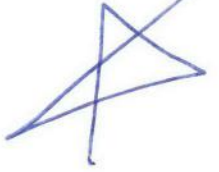
Now an increasing number of nations abroad have affluent middle classes, and we think the time is right to expand our retail banking services in some of these nations. We have been active in the retail markets of some countries, such as Italy, Germany, and Hong Kong, for some time. Now we are increasing consumer-oriented activities in those markets where we are already established, and we are launching new retail programs in other markets, such as Japan. We think the opportunities for further such development abounds, and we have an almost unlimited

Jerry Levin  
202

225 5861

5-26-81

Inquire Goldman  
on June 2



Aide

Congressman

Participating

Called from  
Home  
5-26-81  
★

Called at Mr. Goldman!  
Having a rough going.



Troubled on  
some recent  
developments

on views.

- ① history re commitment
- re (DA) re matters
- 6th re planishment.

406 6 1997

Dear Bill:

I hope this letter catches you before Congress adjourns and gives you and your colleagues a well deserved rest after these hectic weeks.

I do want to thank you for the very pleasant lunch which you gave Mr. Benjenk and me last Wednesday. I came away with the impression that we understood each other's views and preoccupations. Above all I feel quite persuaded that you and I should keep in touch in the next few months.

I have asked for and received the document that you suggested I read prepared by Messrs. Hyland and Anderson for the Committee on Appropriations on the International Financial Institutions.

Sincerely,

(Signed) A. W. Clausen

A.W. Clausen

The Honorable  
C.W. Bill Young  
2266 Rayburn House Office Building  
Washington D.C. 20515

MPBenjenk:sf



A. W. CLAUSEN  
President

November 19, 1980

The Honorable John J. LaFalce  
U.S. House of Representatives  
225 Cannon Building  
Washington, D.C. 20515

A

Dear John:

Thank you for your letter of November 7 and kind comments concerning my nomination to succeed Bob McNamara as President of the World Bank.

Your appreciation of the need for strong U.S. support of the World Bank's work in helping developing countries raise standards of living through real economic growth is to be commended. If the Bank is to fulfill its role as an effective instrument of world economic and social development, it will have to do its best in the years ahead to maintain the trust of its member governments and the international capital markets and will need the strong commitment of individuals like yourself.

With best wishes.

Sincerely,

A handwritten signature in black ink, appearing to be 'A. W. Clausen'.



*Mr. Martin*

OFFICE OF THE PRESIDENT

11-13-80

Please respond to the attached correspondence

In Mr. Clausen's absence

If appropriate

*Please supply a copy of your response for our files. Thank You.*

Please suggest a response for Mr. Clausen's signature.

*(Please provide your response in final form on Mr. Clausen's stationery, dating the letter for day of signing to allow for delivery time to his office and for weekends. Please return the letter, an appropriate envelope, the attached materials, and two copies of your response for our files. If copies are to be sent to other people, please provide appropriate copies attached to envelopes for mailing. Thank you.)*

For your information — no response needed.

Attachments

Grace Buchanan  
Ext. 24796

JOHN J. LAFALCE  
36TH DISTRICT, NEW YORK

COMMITTEE ON  
BANKING, FINANCE AND  
URBAN AFFAIRS

COMMITTEE ON  
SMALL BUSINESS

CHAIRMAN:  
SUBCOMMITTEE ON  
GENERAL OVERSIGHT

*Frees Martin - SR*

**Congress of the United States**  
**House of Representatives**  
Washington, D.C. 20515

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(716) 284-9976

November 7, 1980

Mr. A. W. Clausen  
Chairman  
Bank of America, N.A.  
555 California Street  
San Francisco, California 94104



Dear Tom:

I want to take this opportunity to extend my heartiest congratulations to you for your well-deserved appointment as President of the World Bank.

As a member of the Banking Subcommittee on International Development, Institutions and Finance and a Congressional Advisor to the U.S. delegation to the annual meetings of the World Bank Group and the International Monetary Fund, I have strongly supported increased U.S. participation in the multilateral lending institutions. I believe that these institutions provide an excellent vehicle for encouraging real economic growth in the impoverished countries of the Third World.

I have been increasingly concerned about the apparent unwillingness on the part of the Congress to approve that increased participation. I want to assure you that I stand willing to support your efforts to ensure that the U.S. does fulfill its responsibility concerning the World Bank Group, and I look forward to working with you to attain that important goal.

Best personal regards.

Sincerely,

A handwritten signature in blue ink that reads "John".

JOHN J. LaFALCE  
Member of Congress

JJL:TN