

Case Number: 2014-1060-F

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NSC/RMO PROFILE

RECORD ID: 9708553
RECEIVED: 19 DEC 97 16

TO: ALBRIGHT, M

FROM: KRAPEK, KARL J

DOC DATE: 17 DEC 97
SOURCE REF:

KEYWORDS: VIETNAM
ASIA TRADE
MP

IMMIGRATION
LEGAL ISSUES

PERSONS:

SUBJECT: CC TO BERGER / PRATT & WHITNEY URGE ADMIN GRANT JACKSON - VANIK
WAIVER TO VIETNAM

ACTION: NO FURTHER ACTION REQUIRED

DUE DATE: 31 DEC 97 STATUS: C

STAFF OFFICER: GAGNON

LOGREF:

FILES: WH

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CODES:

D O C U M E N T D I S T R I B U T I O N

FOR ACTION

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DOC 1 OF 1

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ACTION DATA SUMMARY REPORT

RECORD ID: 9708553

DOC ACTION OFFICER

001 GAGNON
001

CAO ASSIGNED ACTION REQUIRED

Z 97121916 ANY ACTION NECESSARY
X 98010814 NO FURTHER ACTION REQUIRED

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D O C U M E N T D I S T R I B U T I O N

FOR ACTION
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FOR CONCURRENCE
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FOR INFO
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COMMENTS: NEAR Sh

DISPATCHED BY _____ DATE _____ BY HAND W/ATTCH

OPENED BY: NSDRS

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DOC 1 OF 1

UNCLASSIFIED

Pratt & Whitney
400 Main Street
East Hartford, CT 06108



Pratt & Whitney
A United Technologies Company

Karl J. Krapek
President

December 17, 1997

12/23/97

PLEASE STAFF

The Honorable Madeleine Albright
Secretary of State
Department of State
Room 7226
2201 C Street N.W.
Washington, D.C. 20520

Dear Secretary Albright:

I am writing to urge the Administration to grant a Jackson-Vanik waiver to Vietnam. The case for a waiver is compelling. Vietnam's recent progress on the Resettlement Opportunity for Vietnamese Returnees (ROVR) of Overseas Vietnamese Refugees underscores Vietnam's movement toward a policy of free emigration. Moreover, a waiver for Vietnam will boost the normalization of relations between our two countries and increase the level of trade and investment between the United States and Vietnam.

The absence of a Jackson-Vanik waiver and the inability of U.S. government programs such as OPIC and the Export-Import Bank to operate in Vietnam has long hamstrung U.S. companies seeking to do business in Vietnam. As you know, our foreign competitors do not labor under similar constraints. In fact, our competitors regularly enjoy a high-level of government support for their projects in Vietnam.

In this context, Vietnam Airlines' current plans to purchase either Airbus A340s or Boeing 777s for its long-haul routes is of particular and immediate concern to Pratt & Whitney. Boeing needs Ex-Im Bank support to present a competitive offer to Vietnam Airlines. Without a Jackson-Vanik waiver, no such support is possible. And if Boeing cannot credibly compete in this campaign, Pratt & Whitney will not have an opportunity to compete for the engine selection for the new planes because we do not have a product for the A340.

DEC 23 15:18

The Honorable Madeleine K. Albright
December 17, 1997
Page 2

Such a lost opportunity would likely have long-term consequences, as the initial winners in campaigns like these typically become the supplier of future air frames and engines to the airline. Our forecasts indicate that Vietnam Airlines will commit to 10-15 long-haul aircraft over the next ten years. If Vietnam Airlines were to select the Boeing 777 air frame to meet this need, it would represent a potential \$500 million in sales for Pratt & Whitney.

We are committed to doing business in Vietnam and have worked hard, and will continue to work hard, to ensure that the American public, including Members of Congress, recognize our country's long-term interest in a deepening of U.S.-Vietnam relations.

I commend and support your commitment to ensuring that the political and commercial normalization process now under way with Vietnam unfolds in a way that reaffirms and furthers U.S. interests. I strongly believe, and hope that you will agree, that those interests now call for the Administration to issue a Jackson-Vanik waiver to Vietnam.

Sincerely,

A handwritten signature in black ink, reading "Karl Kropf". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

cc: The Honorable Robert Rubin
The Honorable Sandy Berger
The Honorable William Daley

Pratt & Whitney
400 Main Street
East Hartford, CT 06108

Karl J. Krapek
President



8553
Pratt & Whitney
A United Technologies Company

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DEC 18 14:28 82024562883

The Honorable Madeleine K. Albright
December 17, 1997
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Sincerely,



cc: The Honorable Robert Rubin
The Honorable Sandy Berger
The Honorable William Daley

Facsimile Cover Sheet

To: The Hon. Sandy Berger
Company: The White House
Phone:
Fax: (202) 456-2883

From: Karl J. Krapek
Company: Pratt & Whitney
Phone: (860) 565-5055
Fax: (860) 565-8234

Date: December 18, 1997

**Pages including this
cover page:** 3

Comments:

Original letter to follow in the mail.