



BOARD OF GOVERNORS
OF THE
FEDERAL RESERVE SYSTEM
WASHINGTON, D. C. 20551

ADDRESS OFFICIAL CORRESPONDENCE
TO THE BOARD

May 26, 1998

Mr. Rodney L. Jacobs
Vice Chairman and
Chief Financial Officer
Wells Fargo & Company
420 Montgomery Street
San Francisco, CA 94104

Dear Mr. Jacobs:

The Board of Governors of the Federal Reserve System has considered the notice dated March 27, 1998, filed by Wells Fargo & Company ("Wells Fargo"), San Francisco, California, under section 4(c)(14) of the Bank Holding Company Act (12 U.S.C. § 1843(c)(14)), regarding its proposed investment of \$60,000.00 to acquire 80 percent of the common stock of an export trading company, Wells Fargo HSBC Trade Company, Inc. ("Trade Company"). Trade Company, which would be a joint venture with HSBC Americas, Inc. ("HSBC"), would provide insurance brokerage and consulting services related to export credit insurance to customers of its affiliate, Wells Fargo HSBC Trade Bank, N.A., San Francisco, California.

Based on all the facts of record, the Board has determined that disapproval of the proposed investment is not warranted.

Very truly yours,

A handwritten signature in black ink, appearing to read "Jennifer J. Johnson".

Jennifer J. Johnson
Deputy Secretary of the Board

cc: Mr. Stephen P. Wallace
Federal Reserve Bank of San Francisco