The International Banking Handbook

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Edited by

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Preface

During the last several decades, international banking has undergone continuous and substantive change. Until 1960 most of the international banking functions in the United States were performed by relatively few money center banks, and a large part of that business was carried on through correspondent bank relationships abroad. The rapid expansion of U.S. corporations into the multinational arena and the corresponding growth in the market for international financial services further impacted the international banking activities of U.S. banks. Beginning in the mid-1960s there was a stampede by money center, as well as regional, banks to establish a presence abroad. And although all of those moves were not productive, the nature of the international banking scene and the manner in which U.S. banks participated were drastically altered.

While American banks were rapidly expanding internationally, they were in fact participating in a much larger worldwide movement in which world-class banks evolved in many of the world's money centers. Head-on competition resulted in major American banks establishing a presence in a number of the major financial centers of the world. Larger banks of other nations competed for a significant share of the banking business of American multinational corporations. In addition, foreign banks followed their customers into U.S. domestic markets and today are actively engaged in expanding their banking business into the retail markets of this country.

The U.S. commercial banking system used a wide variety of approaches to world markets and developed variations in the way it delivers international banking services. Intense competition also led to a continuing pattern of change in the organizational patterns of banks. Hence, it is difficult to generalize on the many aspects of the international banking business.

This first publication of an international banking handbook demonstrates that the series of events which created a radically new international banking market have crystallized and matured to the point where the components can be reasonably described. Since the prepara-

tion of the bulk of the material within this text, prolonged worldwide recession and high oil prices have placed heavy strains on the capacity of a number of countries to service their external indebtedness. Although this does not alter the techniques and principles involved in international banking, it suggests that the industry will have some aspects that will differ from the patterns of the last few decades.

We have attempted to organize the book around the major issues and functions involved in international banking. The authors of the various chapters have been selected because of their extensive personal experiences in their subject areas and the perspectives that each can offer on the given topic. We are grateful to all of the authors for taking time from very demanding schedules to make their contributions to this handbook.

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