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2009-0275-S

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FOIA MARKER

**This is not a textual record. This is used as an
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Record Group/Collection: George H.W. Bush Presidential Records
Collection/Office of Origin: Scowcroft, Brent, Collection
Series: Latin American Files
Subseries: Economic Chronological Files

OA/ID Number: 91139
Folder ID Number: 91139-005

Folder Title:
Latin America - Economics (March 1990)

Stack:	Row:	Section:	Shelf:	Position:
G	34	3	5	4

Withdrawal/Redaction Sheet (George Bush Library)

Doc. No. / Type	Subject/Title	Date	Restriction	Classification
01a. Memo	Brent Scowcroft to POTUS Re: Telephone Call from President Salinas of Mexico (1 pp.)	n.d.	(b)(1)	C
01b. Talking Points	Re: Points To Be Made in Telephone Conversations with President Salinas of Mexico (1 pp.)	n.d.	(b)(1)	C
01c. Letter	President Carlos Salinas de Gortari to President Bush (1 pp.)	2/21/90	(b)(1)	
02a. Letter	President Bush to President Carlos Salinas de Gortari (2 pp.)	3/16/90	(b)(1)	
02b. Memo	Brent Scowcroft to POTUS Re: Letter to President Carlos Salinas de Gortari of Mexico Regarding a Free-Trade Agreement (1 pp.)	3/15/90	(b)(1)	C
02c. Memo	Donald C. Johnson to Brent Scowcroft Re: Letter to President Salinas (1 pp.)	3/12/90	(b)(1)	C
02d. Letter	President Carlos Salinas de Gortari to President Bush [English] (1 pp.)	2/21/90	(b)(1)	
02e. Letter	President Carlos Salinas de Gortari to President Bush [Spanish] (2 pp.)	2/21/90	(b)(1)	

Page 1 of 2

Collection:

Record Group: Bush Presidential Records
Office: Scowcroft, Brent, Files
Series: Latin American Files
Subseries: Economic Chronological Files
WHORM Cat.:
File Location: Latin America - Economics (March 1990)

Pinksheet Number: cap1158
OA/ID Number: 91139-005
Date Closed: 5/14/2009
FOIA/Sys Case #: 2009-0275-S
Re-review Case #:
P-2/P-5 Review Case #:

Withdrawal/Redaction Sheet

(George Bush Library)

Doc. No. / Type	Subject/Title	Date	Restriction	Classification
03a. Memo	Brent Scowcroft to POTUS Re: Telephone Call to Brazilian President Fernando Collor (1 pp.)	3/22/90	(b)(1)	
03b. Talking Points	Re: Points To Be Made for Telephone Conversation with Fernando Collor (1 pp.)	n.d.	(b)(1)	
03c. Memo	Donald C. Johnson to Brent Scowcroft Re: Telephone Call to President Fernando Collor of Brazil (1 pp.)	3/22/90	(b)(1)	✓

Collection:

Record Group: Bush Presidential Records
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P-2/P-5 Review Case #:

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NSC/S PROFILE

RECORD ID: 9001808
RECEIVED: 07 MAR 90 19

TO: SCOWCROFT

CHRON FILE

FROM: PACELLI
PRYCE

DOC DATE: 07 MAR 90
SOURCE REF:

KEYWORDS: MEXICO

TELCALL

PERSONS: SALINAS, CARLOS

SUBJECT: TALKER FOR TELCALL FM MEXICAN PRES SALINAS TO PRES

ACTION: NOTED BY PRES

DUE DATE: 10 MAR 90

STATUS: C

STAFF OFFICER: PRYCE

LOGREF:

FILES: WH

NSCP:

CODES:

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

FOR ACTION

FOR CONCURRENCE

FOR INFO
PRYCE

DECLASSIFIED

White House Guidelines

E.O. 12958, SEC 3.4 (B) September 11, 2006

By Cup NARA, Date 5/14/09

COMMENTS: _____

DISPATCHED BY _____ DATE _____ BY HAND W/ATTCH

OPENED BY: NSAMM

CLOSED BY: NSJRP

DOC 1 OF 1

~~CONFIDENTIAL~~

~~CONFIDENTIAL~~

~~CONFIDENTIAL~~

1808

THE PRESIDENT HAS SEEN

THE WHITE HOUSE
WASHINGTON

~~CONFIDENTIAL~~

CP

ACTION

MEMORANDUM FOR THE PRESIDENT

FROM: BRENT SCOWCROFT 
SUBJECT: Telephone Call from President Salinas of Mexico

Purpose

To brief you on an expected telephone call from President Salinas.

Background

President Salinas is scheduled to call you tomorrow at 9 A.M. We believe he will raise the subject of a free trade agreement. Mexican Trade Secretary Jaime Serra and Salinas' Chief of Staff Jose Cordoba are coming to Washington this week to discuss this with Secretary Mosbacher and Ambassador Hills. Cordoba also will be seeing Secretary Baker and me.

President Salinas raised this subject in his letter of February 21 (Tab B) and he briefly mentioned it in your telephone conversation on February 26. We expect a State Department draft reply to the Salinas letter in the next day or two.

RECOMMENDATION

That you use the points to be made at Tab A.

Attachments

Tab A Points to be Made
Tab B Letter from President Salinas

cc: Vice President
Chief of Staff

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PER E.O. 13526

2009-1120-MR
3/20/2014 MM

POINTS TO BE MADE IN TELEPHONE CONVERSATION WITH
PRESIDENT SALINAS OF MEXICO

- I understand that your Minister of Trade, Jaime Serra, and your Chief of Staff, Jose Cordoba, are coming up to discuss a free trade agreement with Secretary Mosbacher and Ambassador Carla Hills.
- I think it is an idea that has real possibilities.
- A mutually advantageous agreement would spur economic growth in both our countries and it would be a symbol of the strength and vitality of our bilateral relationship.
- Nevertheless, our discussions need to be carefully prepared because it is a very complex issue given the different nature of our economies.
- As we discuss this idea, we must also ensure that the Uruguay Round of GATT negotiations is brought to a successful conclusion this December. As you know, success in the Uruguay Round will contribute to increased growth throughout the region.
- While I have you on the phone, let me again tell you how much we appreciate what you have done in the antinarcotics field. We hope to move forward and strengthen our cooperative efforts.
- I look forward to seeing you in June. I understand that we will be getting together for a private dinner in the residence on Sunday night, June 10. It will be a real pleasure for Barbara and me to have you in our home.

~~CONFIDENTIAL~~

Declassify on: OADR

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PER E.O. 135262009-11-20-MR
3/20/2014 MM

SUBJ FILE

CARLOS SALINAS DE GORTARI

Mexico, D.F., 21 de febrero de 1990.

Dear Mr. President:

We greatly appreciate the recent presence in Mexico of Secretary Brady at the signing of the accord on renegotiation of external debt, which has such great importance for Mexico, and to the culmination of which the United States contributed in such a significant way. I would like to tell you also that I am very grateful for the gracious personal note which you sent me on that occasion via Nicholas Brady. Please be assured that I see your reasons and appreciate the thoughtfulness of your communication.

Having concluded the process of renegotiation of the debt, we can take up in a more open and long-range way the different issues of cooperation and interaction between our two countries, particularly in the economic sphere. As you know, the Prime Minister of Canada, Brian Mulroney, will visit Mexico in the month of March. Many of the issues that we will be dealing with are, without a doubt, common to the three countries. The one which seems of greatest importance is that of commerce and investment, above all, in light of the effects of the agreement on free trade between the United States and Canada; and the framework agreements between Mexico and the United States on one side and Mexico and Canada on the other. These accords are the elements of a greater closeness among our economies which have characteristics which are naturally complementary.

I have received a gracious invitation from the "Business Round Table" to attend their annual meeting in Washington on the 11th of June of this year. I hope that we will have the occasion to meet informally and to talk about these issues and the other aspects of our bilateral relations and changing international conditions.

I avail myself of this opportunity to send you a cordial greeting and my very best wishes for you and your family.

(signed)

THE WHITE HOUSE

WASHINGTON

March 16, 1990

Dear Mr. President:

I welcomed your thoughtful letter concerning the renegotiation of Mexico's external debt, and the opportunities that this opens up for greater cooperation and interaction between our two nations. Your phone call of March 8 was also very valuable. Now that Mexico has concluded the renegotiation of its debt, I wholeheartedly agree that it is important that our two countries begin discussing the variety of questions involving more long-term cooperation and economic interaction. The multiplicity of our ties, the increased public awareness of the importance of Mexico to the US economy, and the magnitude of our trade and investment relationships argue persuasively for a broad discussion of how we might enhance our relations in these areas even further.

As you proposed in our phone conversation of March 8, we will have our senior advisers begin to discuss seriously the possibility of a free trade agreement. Because we both recognize that an agreement of this type would take a great deal of preparation given the differences of our countries' economies, we will avoid any public announcement until we have a chance to assess the discussions when we meet in June. In this regard, I encourage you to speak frankly with Prime Minister Mulroney on this subject when he visits Mexico later this month.

Finally, as I mentioned to you on the phone, Barbara and I look forward to hosting you for dinner on Sunday, June 10, during your trip to Washington to address the Business Round Table.

We'll have a chance to discuss the full range of bilateral issues and the challenges and changes which are occurring on the international front. Barbara joins me in sending you and Cecilia our warmest best wishes.

Sincerely,

A handwritten signature in dark ink, appearing to read 'C. Salinas', written in a cursive style.

His Excellency
Carlos Salinas de Gortari
President of the United
Mexican States
Mexico D.F.

~~CONFIDENTIAL~~

~~CONFIDENTIAL~~

1928

THE WHITE HOUSE
WASHINGTON

THE PRESIDENT HAS SEEN
1990 M.

March 15, 1990

DECLASSIFIED
PER E.O. 12958,
AS AMENDED
1999-0002-F
312/10

ACTION

MEMORANDUM FOR THE PRESIDENT

FROM: BRENT SCOWCROFT *BS for*
SUBJECT: Letter to President Carlos Salinas de Gortari
of Mexico Regarding a Free-Trade Agreement

Purpose

The letter at Tab A responds to Salinas' query about a free-trade agreement, and covers the key points of the conversation you had with him on March 8.

Background

Salinas has contacted you twice on the subject of a free-trade agreement. His letter of late February raised the issue in a tentative way, but in his phone call of March 8 his proposal was direct and specific -- he would like a free-trade agreement with the United States along the lines of the free-trade agreement between the U.S. and Canada.

You gave Salinas a positive reaction on the phone, but pointed out that any agreement would require a great deal of preparation. You also suggested that he discuss the problems involved in a free-trade agreement when Salinas meets Mulroney in Mexico City later this month. You agreed that we would begin discussions in private among senior advisers of both countries, but defer any announcement until you and Salinas meet in June.

The letter at Tab A merely confirms what was in the phone call; the points covered were cleared beforehand with all the relevant agencies.

RECOMMENDATION

That you sign the letter to President Salinas at Tab A.

Attachment

Tab A Letter to President Salinas

~~CONFIDENTIAL~~

Declassify on: OADR

~~CONFIDENTIAL~~

cc: Vice President
Chief of Staff

~~CONFIDENTIAL~~

~~CONFIDENTIAL~~

1928

NATIONAL SECURITY COUNCIL
WASHINGTON, D.C. 20506

March 12, 1990

SIGNED

ACTION

MEMORANDUM FOR BRENT SCOWCROFT

FROM: DONALD C. JOHNSON (ACTING) *W*
SUBJECT: Letter to President Salinas

President Salinas wrote the President in late February about the possibility of a free-trade agreement. He followed up on March 8 with a phone call. The President agreed during the phone call that senior officials of both sides will discuss the idea privately. Publicity will be deferred until Salinas' visit in June. The President made a point of telling Salinas that any free-trade agreement will require a great deal of preparation, given the differences in our countries' economies.

The letter attached at Tab A covers all these points. It has been cleared with State.

Concurrence by: Eric Melby *EM*.

RECOMMENDATION

That you sign the memorandum to the President at Tab I.

Attachments

Tab I Memorandum to the President
Tab A Letter to President Salinas
Tab B Incoming Letter from President Salinas

*How about
USTR etc.?
Call me.
J.*

DECLASSIFIED
PER E.O. 12958,
AS AMENDED
1999-0062-F
EU 3/2/10

~~CONFIDENTIAL~~

Declassify on: OADR

~~CONFIDENTIAL~~

CARLOS SALINAS DE GORTARI

Mexico, D.F., 21 de febrero de 1990.

Dear Mr. President:

We greatly appreciate the recent presence in Mexico of Secretary Brady at the signing of the accord on renegotiation of external debt, which has such great importance for Mexico, and to the culmination of which the United States contributed in such a significant way. I would like to tell you also that I am very grateful for the gracious personal note which you sent me on that occasion via Nicholas Brady. Please be assured that I see your reasons and appreciate the thoughtfulness of your communication.

Having concluded the process of renegotiation of the debt, we can take up in a more open and long-range way the different issues of cooperation and interaction between our two countries, particularly in the economic sphere. As you know, the Prime Minister of Canada, Brian Mulroney, will visit Mexico in the month of March. Many of the issues that we will be dealing with are, without a doubt, common to the three countries. The one which seems of greatest importance is that of commerce and investment, above all, in light of the effects of the agreement on free trade between the United States and Canada; and the framework agreements between Mexico and the United States on one side and Mexico and Canada on the other. These accords are the elements of a greater closeness among our economies which have characteristics which are naturally complementary.

I have received a gracious invitation from the "Business Round Table" to attend their annual meeting in Washington on the 11th of June of this year. I hope that we will have the occasion to meet informally and to talk about these issues and the other aspects of our bilateral relations and changing international conditions.

I avail myself of this opportunity to send you a cordial greeting and my very best wishes for you and your family.

(signed)

CARLOS SALINAS DE GORTARI
PRESIDENTE CONSTITUCIONAL DE LOS ESTADOS
UNIDOS MEXICANOS

México, D.F., 21 de febrero de 1990.

Estimado señor Presidente:

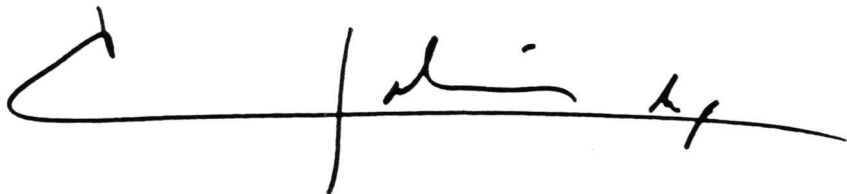
Mucho apreciamos la presencia reciente en México del Secretario Brady en la firma del acuerdo de renegociación de la deuda externa que tanta importancia tiene para México y a la culminación del cual los Estados Unidos contribuyeron de manera tan significativa. Quiero decirle, también, que mucho agradezco la amable nota personal que me hizo usted llegar en esa ocasión, por el conducto de Nicholas Brady. Tenga usted la seguridad que veo sus razones y aprecio la gentileza de su comunicación.

Una vez concluido el proceso de renegociación de la deuda, podemos plantearnos en una forma más abierta y de largo plazo los diferentes temas de la cooperación y el intercambio entre nuestros dos países, particularmente en el ámbito económico. Como usted sabe, el Primer Ministro de Canadá, Brian Mulroney, visitará México en el mes de marzo. Muchos de los temas que habremos de tratar son, sin duda, comunes a los tres países. El que me parece de mayor relevancia es el del comercio y la inversión, sobre todo, a la luz de los efectos del acuerdo de libre comercio entre Estados Unidos y Canadá, y de los acuerdos marco entre México y Estados Unidos por un lado, México y Canadá por el otro. Estos acuerdos son los elementos de un mayor acercamiento entre nuestras economías que tienen características naturalmente complementarias.

CARLOS SALINAS DE GORTARI
PRESIDENTE CONSTITUCIONAL DE LOS ESTADOS
UNIDOS MEXICANOS

He recibido una amable invitación del "Business Round Table" para asistir a su reunión anual en Washington el 11 de junio próximo. Espero que tengamos la ocasión de reunirnos informalmente y conversar sobre estos temas y los demás aspectos de nuestra relación bilateral y de las cambiantes circunstancias internacionales.

Aprovecho la oportunidad para enviarle un cordial saludo y mis mejores parabienes para usted y su familia.

A handwritten signature in dark ink, appearing to read 'C. Salinas', written over a horizontal line.

Excelentísimo Señor
GEORGE BUSH
Presidente de los Estados Unidos
de América

CHRON FILETHE WHITE HOUSE
WASHINGTON

1990 MAR 23 AM 7:19

March 22, 1990

THE PRESIDENT HAS SEEN

FOR: THE PRESIDENT

FROM: BRENT SCOWCROFT *B*

SUBJECT: Telephone Call to Brazilian President
Fernando Collor

DATE: March 23, 1990

PURPOSE: Congratulate him on his bold economic plan,
and express US support for him.

SECURE OR OPEN: Open line call

INTERPRETER: To be determined

PHONE NUMBER: 011-55-061-223-1958 or 011-55-061-544-1017

CONTACT PERSON: None

TIME DIFFERENCE: +2

SUGGESTED TIMES: To be arranged

TOPICS OF
DISCUSSION:

1. Congratulations on his inaugural address
2. Express support for the tough economic
measures he has just announced.
3. Indicate that we will work with him to
help him to succeed.

Date of Submission:

Action:

Attachment
Tab A Points to be Madecc: Vice President
Chief of Staff

POINTS TO BE MADE FOR
TELEPHONE CONVERSATION WITH
FERNANDO COLLOR

- Vice President Quayle has briefed me on his trip to your inauguration. He told me that your inaugural address was a forceful and inspiring message.
- I appreciated the very positive reference to relations with the US in your speech, and also your personal note to me on March 6 regarding your visit to Washington.
- I have of course seen the press reports of your dramatic announcement of an economic program for a "New Brazil" which is bold and comprehensive. I congratulate you. *very important people support it*
- By moving early and decisively, you have seized the initiative. We both realize that a program of reforms as complex as yours will not be painless, nor will it produce instant results. Don't worry too much about polls and newspaper pundits-- pollsters and editorial writers have shorter deadlines. *87 of me*
- We want to do what we can to help. We want to maintain an active dialogue with your administration.
- I'm looking forward to my visit to Brazil in September.

— Great Speech — Inaug.

Thanks for photos

*VP well welcomed
opportunity talk about relship
maintain high level
relations*

~~CONFIDENTIAL~~

~~CONFIDENTIAL~~

2251

NATIONAL SECURITY COUNCIL
WASHINGTON, D.C. 20506

March 22, 1990



ACTION

MEMORANDUM FOR BRENT SCOWCROFT

THROUGH: WILLIAM T. PRYCE *WTS*
FROM: DONALD C. JOHNSON *DJ*
SUBJECT: Telephone call to President Fernando Collor of Brazil

SIGNED

The Embassy in Brasilia has recommended that this is the right moment for a phone call from the President to Brazilian President Fernando Collor, to congratulate him on his inauguration and on his bold economic plan. State supports this, and we also think a phone call would be timely.

The President can tell Collor that he's off to a great start, that we support him, and will work with him to solve his economic problems. The President should also take the opportunity to mention to Collor we know his reforms will be difficult to implement, and require political courage, especially because the beneficial effects will take time to be felt.

This call will not solve our substantive trade problems with Brazil, but reinforcing a good personal relationship between the two leaders may help take the edge off these problems when they come up -- and they will.

Concurrences by: Richard *RW* Barth, and James *JL* Lord, OVP

RECOMMENDATION

That you sign the Telephone Call Proposal to the President at Tab I.

Attachments

Tab I Telephone Call Proposal
Tab A Points to be Made

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PER E.O. 13526

2011-1830-MR
12/29/2014 MM