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<b>G</b>	<b>26</b>	<b>21</b>	<b>4</b>	<b>1</b>

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Staffed

Factcheck Copy

THE WHITE HOUSE  
Grant/Cawley  
WASHINGTON May 7, 1991 / 1 p.m.  
A:ADS / Draft two

**BRIEF REMARKS: HISPANIC BUSINESS LEADERS / FREE TRADE  
THE INDIAN TREATY ROOM  
THURSDAY, MAY 9, 1991  
9:30 A.M.**

*Spiree*

((Acknowledgements))

First of all, welcome to the White House. We've all been very concerned lately with two vital issues: America's ability to compete in the global marketplace and our ability to negotiate with our trading partners. The two concerns meet in an issue that we all care about deeply: the "fast track" procedures that I've asked Congress to extend.

Fast track procedures let us negotiate in good faith with our trading partners and work in concert with Congress. They simply ensure that we will not alter agreements that our negotiators have reached with their counterparts.

Fast-track doesn't take away Congress' power to accept or reject trade agreements. Congress will still have its say -- in a yes-or-no vote -- because fast track does not guarantee approval of any agreement. And we have promised to consult closely with Congress during the course of trade talks. Fast track's main virtue is this: It prevents 11th-hour changes to agreements we have reached, changes that force everyone involved to start from scratch.

Congress first gave the president fast track authority in 1974, and we have used it in negotiating three major trade agreements since. As many of you know, fast track also can play

Business  
Writers +  
Houston  
Breakfast

David Walker -  
USTR

Business Writers + Houston Breakfast

a role in helping us complete three other important trade initiatives: The Uruguay Round of GATT talks; the North American Free Trade Agreement and the Enterprise for the Americas Initiative.

Unfortunately, some opponents of free trade have decided to mount a smear campaign in hopes of derailing fast-track. Ignoring the facts, they have tried to frighten people with scare tactics and race-baiting. I've got a couple examples of this disgusting propaganda with me today. Here's one ad that questions the health and sanitary habits of Hispanic people -- [HOLD UP TWO ADS -- SEE ATTACHED]. The other ad distorts the truth the old fashioned way. It wrenches quotes out of context and tries to give the impression that foreigners -- in this case, our Mexican neighbors -- somehow will poison American citizens.

I find these ads **personally offensive**. They promote nothing more than prejudice and racism.

ex from Hispanic Health Coalition + News Release

Although it really shouldn't be necessary, let me set the record straight. According to the American Journal of Public Health, Mexicans and Mexican Americans have better birth outcomes, lower drug use, and healthier diets than non-Hispanic whites. This information was further supported by the January 1991 issue of the Journal of the American Medical Association.

Ads for Falcon

weekly

There is no evidence that trade agreements with Mexico -- agreements that fast-track procedures would facilitate -- will have any adverse impact on the quality of our food or water.

Danica

Dan Price - G.C.

Bob Fischer -

Charlie Reese -

But there's another point: Free trade encourages economic growth and international understanding. It enables us to build bonds of common interest and common experience. It may be the most effective antidote to the kind of poison these ads spread among our people.

Open markets and free trade mean stronger alliances and better relations. It means we become better neighbors, because we'll bring out the best in people -- **not the worst, as our opponents want.**

One ad reads: **"There's a lot at stake here. But a lot of important considerations are getting pushed aside in the fast track rhetoric."**

I couldn't agree more on this narrow point. Important considerations have been pushed aside -- by the people who sponsor these ads.

Take a look what the North American Free Trade Agreement will create: **the largest, richest market in the world.** That's 360 million consumers and \$6 trillion in annual output.

And take a look at the <sup>nearly</sup> **130 percent increase in our exports** to Mexico over the past four years. This export boom has created **264,000 new jobs in the United States.** And each additional billion dollars in exports will create **20,000 new jobs** here in the United States. I didn't read about that in those ads.

So you see, we have much to gain from extending fast track -- a new era of **open, free and fair trade** -- a future of unprecedented economic growth and regional harmony.

BUSINESS  
WRITERS

A "yes" vote on fast-track really is a vote on what kind of outlook we share -- one of optimism and integrity, or one of self-doubt and petty prejudice. A "yes" vote means a vote for "good faith" and the strength of our word. We can't allow bigots and fearmongers to control our agenda. We must rely on our better selves -- our truer selves.

Fast track plays a critical role in helping the United States compete in a world newly united by bonds of commerce. [ We will need your support as ~~Hispanic~~ <sup>business</sup> leaders in persuading Congress to extend fast-track procedures. ] We will need your help as businessmen and women, as entrepreneurs, as men and women from all walks of life. But most of all, we need your help as Americans committed to the ideals of freedom and opportunity.

Help us build good faith with our friends and neighbors. Help us develop better working relations with Congress. And help us stifle the voices that want to replace reason with rancor, cooperation with discrimination.

**With your help, I know we will succeed.** Once again, thank you and God bless each of you.

# # #

To T.S.

Grant/Cawley  
May 7, 1991 / 1 p.m.  
A:ADS / Draft one

**BRIEF REMARKS: HISPANIC BUSINESS LEADERS / FREE TRADE  
THE INDIAN TREATY ROOM  
THURSDAY, MAY 9, 1991  
9:30 A.M.**

((Acknowledgements))

First of all, welcome to the White House. We've all been very concerned lately with two vital issues: America's ability to compete in the global marketplace and our ability to negotiate with our trading partners. I'm talking about the "fast track" procedures that I've asked Congress to extend.

Fast track is a way of assuring our trading counterparts that the agreements they reach at the bargaining table with our negotiators will be the same ones reviewed by our Congress. Fast track is another way of saying "good faith."

Fast-track doesn't affect Congress' power to accept or reject trade agreements. Congress will still have its say -- in an up-or-down vote -- because fast track does not guarantee approval of any agreement. But it does prevent 11th-hour changes to agreements we have reached, changes that force everyone involved to start from scratch.

Unfortunately, there are some who simply want to ignore the facts. A campaign of half-truths, misinformation and innuendo has begun. In a last-gasp attempt to derail the vote, the opponents of fast track **very wrongly** engage in scare tactics and race-baiting by questioning the health and sanitary habits of Hispanic people -- through unsubstantiated claims in ads like

Remarks  
to Business  
Editors +  
Writers

" =

these [HOLD UP ADS]. *OF US* These deplorable tactics **insult the intelligence** of all Hispanics, play into **negative stereotypes** and promote only **prejudice and the worst kind of racism**. I find it personally offensive.

So allow me to set the record straight. According to the American Journal of Public Health, Mexicans and Mexican Americans have better birth outcomes, lower drug use, and healthier diets than non-Hispanic whites. This information was further supported by the January 1991 issue of the Journal of the American Medical Association. **There is no evidence that food safety and water quality are threatened by fast track procedures.**

What fast track will allow us to do is negotiate with our partners on important trade agreements -- not only the North American Free Trade Agreement, but the Uruguay Round of the GATT talks and the Enterprise for the Americas Initiative as well. These are the kinds of agreements which bring with them **economic growth and opportunity** for everyone involved. Open markets and free trade mean stronger alliances and better relations. It means we become better neighbors, because we'll bring out the best in people -- **not the worst, as our opponents want.**

Allow me to quote from the ads. One ad reads: **"There's a lot at stake here. But a lot of important considerations are getting pushed aside in the fast track rhetoric."**

There **are** important considerations which are getting pushed aside -- by the opposition. Take a look what the North American Free Trade Agreement will create: **the largest, richest market in**

*Houston Breakfast  
remarks  
to  
Business  
Writers*

*Business  
Writers*

*Business Writers*  
the world. That's 360 million consumers and \$6 trillion in annual output.

And take a look at the 130 percent increase in our exports to Mexico over the past four years. This export boom has created **264,000 new jobs in the United States**. And each additional billion dollars in exports will create **20,000 new jobs** here in the United States. I didn't read about that in those ads.

So you see, we have much to gain from extending fast track -- a new era of **open, free and fair trade** -- a future of unprecedented economic growth and regional harmony.

A "yes" vote on fast-track really is a vote on what kind of outlook we share -- one of optimism and integrity. A "yes" vote means a vote for "good faith" and the strength of our word. We can't allow the forces of fear to prevail, and we will not stand for the ugly face of discrimination to be raised.

To do it, we will continue to need your support as Hispanic leaders, yes -- but also as businessmen, entrepreneurs and men and women from all walks of life. **With your help, I know we will succeed**. Once again, thank you and God bless each of you.

# # #



The National Coalition of Hispanic  
Health and Human Services  
Organizations

# NEWS RELEASE

1030-15th Street, N.W., Suite 1053, Washington, D.C. 20005

Tel. (202) 371-2100

May 2, 1991

Contact: Adolph P. Falcon

"Their ignorance of border issues is only surpassed by their arrogance," said Jane L. Delgado, President and CEO of the National Coalition of Hispanic Health and Human Services Organizations (COSSMHO) in responding to the AFL-CIO's recent placement of attack ads opposing fast track negotiations for a free trade agreement (FTA) with Mexico. "This type of advertisement," continued Delgado, "is a collection of unsubstantiated claims made to play into negative stereotypes and American's basest fears. To claim that cooperation with Mexico means polluted water and disease is offensive to all our Mexican neighbors, the millions of Americans of Mexican descent, and all those persons who are concerned about fair treatment."

Quite the contrary to the AFL-CIO claims of poor health among Mexicans, the December 1990 supplement of the American Journal of Public Health indicated that Mexicans and Mexican Americans had better birth outcomes, lower drug use, and healthier diets than non-Hispanic whites. These data were further supported by the January 1991 issue of the Journal of the American Medical Association.

"This distortion of health data is quite repugnant," added Delgado. According to COSSMHO, the FTA represents an opportunity for America to finally be a good neighbor and formally recognize Mexico's status as one of this nation's largest trading partners.

# Hispanic Alliance for Free Trade, Inc.



FOR IMMEDIATE RELEASE  
MAY 3, 1991

CONTACT: ELAINE CORONADO  
(202) 628-3528

## RESPONSE BY THE 'HISPANIC ALLIANCE FOR FREE TRADE' TO AFL-CIO ADVERTISEMENT AGAINST N.A.F.T.A.

WASHINGTON, DC - The Hispanic Alliance for Free Trade, Inc. (HAFT), a private, not for profit, non partisan coalition of Hispanic leaders and organizations, rejects the narrow allegations made by the AFL-CIO in its advertisement in the April 29th edition of Roll Call. It is regrettable that the AFL-CIO indulged in scare tactics propped-up on misinformation and racial prejudice to further its opposition to free trade talks. Such tactics may be convenient, but they are counter-productive and harmful.

The Hispanic Alliance for Free Trade is especially concerned by the tinge of racism and discrimination that permeates the AFL-CIO's campaign of misinformation. Any insinuation that Hispanics are unhealthy, disease-spreading people is an insult to every Hispanic-American. Such prejudicial innuendo belittles the innumerable contributions made by Hispanics, of all walks of life, to North America during the past 500 years. These tactics adopted by the AFL-CIO are reprehensible and only serve to promote racism and prejudice. Not only are these attitudes morally dubious, they also contribute to dangerous economic protectionism.

It is the opinion of the Hispanic Alliance for Free Trade that a free trade agreement with our neighbors offers an historic opportunity to bring together the energies and talents of three great nations. And Hispanic-Americans, personifying closer relations between the United States and Mexico through our cultural and lingual bonds, will play a key role in the creation of the world's largest free trade area. Free trade works for Europe, Canada, and Israel -- Why not now with Mexico, already the U. S.'s third largest trading partner? Americans and Mexicans have shown their interest in greater trade between both countries as evidenced by the fact that U. S. exports to Mexico more than doubled since 1985 to \$28 billion in 1990. Estimates show that this increase from 1985 to 1989 has generated some 400,000 new jobs.

The AFL-CIO's desperate attempt to circumvent the facts is truly regrettable. Fast track does not guarantee approval of any agreement; only Congress retains that unqualified right. Fast track simply reserves a seat for the United States at the negotiating table and gives our negotiators the same tools as those of other countries. It is ironic that the AFL-CIO opposes fast track claiming that our best interests will not be served, when in fact it is *without* fast track that the United States would be at a disadvantage. The AFL-CIO implies that it would prefer that the U. S. negotiate from a weakened position. This makes no sense.

Among the issues which will influence negotiations, HAFT agrees that the environmental issue is very important and should be given thorough and serious consideration on both sides of the border. Indeed, conditions along the border area are of special concern to HAFT in light of the fact that the population in this region is predominantly Hispanic. However, responsible efforts are being made by both the U. S. and Mexican governments which have resulted in marked improvements in conditions along the border and HAFT feels that these ought to be fairly recognized.



601 Pennsylvania Avenue NW, South Building, Suite #900, Washington DC, 20002 (202) 628-3528

# BEWARE!

## Fast Track Could Be Hazardous To Your Health



**W**hat would fast track trade negotiations between the U.S. and Mexico really produce?

From the standpoint of food safety and water quality, it would make an already deplorable situation worse.

### What we drink.

Mexican border towns like Matamoros and Juarez have virtually no sewage facilities for their populations that swell as the maquiladora plants expand. With no treatment facilities, health problems abound on both sides of the border.

In San Elizario, Texas, for example, 90 percent of the people have Hepatitis A by the time they reach age 30. Nogales, Arizona, has a Hepatitis A rate 20 times the U.S. national average.

### What we eat.

With no treatment facilities, produce destined for export may be irrigated with polluted water, including raw sewage. Irapuato, a town in Guanajuato, is an example.

There's a lot at stake here. But a lot of important considerations are getting pushed aside in the

fast track rhetoric. In terms of safe food and drinking water, there is already a problem of crisis proportions along both sides of the border. Fast track is not a framework for solving these problems.

This issue—and its long-term political and economic ramifications—deserves a lot more than a simple up or down vote by Congress.

Congress should reject fast track ... it's a shortcut to disaster.

Shiree

MR. PRESIDENT

ONE OF THE ADS REFERRED TO

BY Secretary Martin

D.D.

David's gone home

# POISON!

**Fast Track**  
**The More You Read**  
**The Worse It Gets**



Environmental specialists—especially those concerned about water—say the (border) area's natural resources cannot handle the extra economic development free-trade advocates foresee.

—*The Economist*  
April 20, 1991



Indiscriminate dumping or long-term storage of industrial garbage and hazardous wastes is trashing the landscape and poisoning the water and soil.

—*U.S. News & World Report*  
May 6, 1991



Uncontrolled air and water pollution is rapidly deteriorating and seriously affecting the health and future economic vitality on both sides of the border.

—*American Medical Association*  
June, 1990



Their very success (the maquiladoras) is helping turn much of the border region into a sinkhole of abysmal living conditions and environmental degradation.

—*Wall Street Journal*  
September 27, 1989

**T**he case against fast track free trade negotiations between the U.S. and Mexico grows stronger every day. There's a lot more at stake here than the fast track rhetoric would lead you to believe.

This issue—and its long-term political and economic ramifications—deserves a lot more than a simple up or down vote by Congress.

Congress should reject fast track ... it's a shortcut to disaster.