

Originally Processed With FOIA(s):
S; 2004-2265-S

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Record Group/Collection: George H.W. Bush Presidential Records
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Series: Speech File Backup Files
Subseries: Chron File, 1989-1993

OA/ID Number: 13794
Folder ID Number: 13794-002

Folder Title:
Pease Air Force Base 1/15/92 [OA 7566] [1]

Stack:	Row:	Section:	Shelf:	Position:
G	26	22	2	5

Fact Check

Nix
January 14, 1992
PEASE Revised 8:30 p.m.

PRESIDENTIAL TALKING POINTS: PEASE AFB
NEWINGTON, NEW HAMPSHIRE
WEDNESDAY, JANUARY 15, 1992
8:45 A.M.

Advance

- o It's great to back here in New Hampshire -- you call it the Granite State -- Barbara and I call it the neighbor state.
- o It's tough to see neighbors hurting. I understand that times are tough, but I also know that you're doing something about it. I am very pleased to hear about your revitalization efforts of Pease and the Newington/Portsmouth communities -- especially your efforts to expand your international markets. Pease is the largest economic development project in the state. What you do counts.
- o I went to Asia to create jobs and more opportunities for Americans. That's especially important to New Hampshire, where exports provide an important source of economic growth. Companies in this state exported \$1.2 billion worth of goods and services. Exports support 35,000 jobs in the Granite State. Make no mistake: the stakes are real. We create jobs here by expanding markets over there.
- o You're going to hear lots of people offering up their economic growth proposals. Now, any credible plan really must pass -- at a minimum -- this five-point, common-sense test: One: It must stimulate the investment necessary to create jobs. Two: It must stop the slide in real-estate values and increase home sales. Three: It must give Americans confidence that they will be able to afford the

*America
The
Quotable*

*Dawn
Wively
New Hampshire
Intl Trade
Center*

*Dawn
W.*

costs of raising a family, educating their children, and obtaining health care. Four: It must increase America's capacity to compete in a global economy. And five: It must control wasteful government spending and bring the deficit under control.

- o Then listen to State of the Union. You'll see real economic measures to get this economy moving. And apply the five-point test.
- o I'm counting on you to sort out fact from fiction -- and reality from rhetoric. Tell the others: in New Hampshire we know the difference between election year fluff and real leadership.
- o I've been to New Hampshire many times -- as a candidate, as Vice President, as President. I know you. We share the same values, the same sense of family, the optimistic view that Americans won't stand still for anything less than the best. I know New Hampshire will make it back because I know the people of this state. And I know America will thrive as never before because I know the American people.
- o Thanks for this chance to talk with you. You've taken on the challenge of leadership, building on your strengths and turning hard times into the beginning of a new era of growth and opportunity for this great state. Good luck in all you do.

To MICHELLE
Date Jan 14 '92 Time 2:40p

WHILE YOU WERE OUT

M DON ADAMS
of US CENSUS BUREAU
Phone 301 763 5342

Area Code	Number	Extension
TELEPHONED		PLEASE CALL
CALLED TO SEE YOU		WILL CALL AGAIN
WANTS TO SEE YOU		URGENT
RETURNED YOUR CALL		☒

Message _____

Operator DC



AMPAD
EFFICIENCY®

23-021

CARBONLESS

To MICHELLE
Date Jan 14 '92 Time 5:55p

WHILE YOU WERE OUT

M Noonan
of OMB
Phone 3534

Area Code	Number	Extension
TELEPHONED		PLEASE CALL
CALLED TO SEE YOU		WILL CALL AGAIN
WANTS TO SEE YOU		URGENT
RETURNED YOUR CALL		☐

Message 32% Math + Science
Education in last
2 years correct
Basic Research increased
by (25)% since coming
to office
Operator DC



AMPAD
EFFICIENCY®

23-021

CARBONLESS

DRAFT OUTLINE SCHEDULE FOR NEW HAMPSHIRE
SUBJECT TO CHANGE

Wednesday, January 15, 1992

7:00 am MARINE ONE departs White House en route Andrews
Air Force Base.

(Flying Time: 10 Minutes)

7:10 am MARINE ONE arrives Andrews Air Force Base.

7:20 am AIR FORCE ONE departs Andrews Air Force Base
(E.S.T.) en route Pease Air Force Base.

(Flying Time: 1 Hour 15 Minutes)

(Time Change: None)

8:35 am AIR FORCE ONE arrives Pease Air Force Base.
(E.S.T.)

8:45 am MOTORCADE departs Ramp Area en route Henly Hangar.

(Drive Time: 5 Minutes)

8:50 am MOTORCADE arrives Henly Hangar.

* ROUNDTABLE DISCUSSION WITH COMMUNITY LEADERS
 (8:55 am - 9:40 am)
 - Pool Coverage
 - Brief Remarks

9:45 am MOTORCADE departs Henley Hangar, Pease Air Force
Base en route Town Hall, Exeter.

(Drive Time: 30 Minutes)

10:15 am MOTORCADE arrives Town Hall, Exeter.

- * TOWN HALL MEETING/RECEPTION
(10:15 am - 10:45 am)
 - Open Press
 - Brief Remarks
 - Receiving Line/Ropeline???

10:50 am MOTORCADE departs Town Hall, Exeter en route
Davidson Interior Trim Plant, Dover.

(Drive Time: 30 Minutes)

11:20 am MOTORCADE arrives Davidson Interior Trim Plant,
Dover.

- * BRIEFING/TOUR WITH MANAGEMENT
(11:25 am - 11:35 am)
 - Closed Press
- * LUNCH WITH EMPLOYEES
(11:40 am - 11:55 am)
 - Expanded Pool
- * TOUR OF PLANT
(12:00 - 12:10 pm)
 - Expanded Pool

12:15 pm MOTORCADE departs Davidson Interior Trim en route
Liberty Mutual.

(Drive Time: 15 Minutes)

12:30 pm MOTORCADE arrives Liberty Mutual.

- * MEETING WITH MANAGEMENT
(12:35 pm - 12:40 pm)
 - Closed Press
- * ADDRESS LIBERTY MUTUAL EMPLOYEES
(12:45 pm - 1:00 pm)
 - Open Press
 - Brief Remarks

1:05 pm MOTORCADE departs Liberty Mutual, Dover en
route Cabletron, Rochester.

(Drive Time: 30 Minutes)

1:35 pm MOTORCADE arrives Cabletron, Rochester.

- * CABLETRON TOUR
 (1:40 pm - 2:00 pm)
 - Pool Coverage
- * BRIEF REMARKS IN COFFEE BREAK ROOM
 (2:05 pm - 2:20 pm)
 - Open Press
 - Brief Remarks
 - Gift Presentation

2:25 pm MOTORCADE departs Cabletron, Rochester en route
Sheraton Hotel, Portsmouth.

(Drive Time: 35 Minutes)

3:00 pm MOTORCADE arrives Sheraton Hotel, Portsmouth.

- * BRIEFING TIME
 (3:05 pm - 3:25 pm)
- * INTERVIEWS
 (3:30 pm - 4:30 pm)
- * PRIVATE TIME
 (4:35 pm - 5:55 pm)

6:05 pm MOTORCADE departs Portsmouth en route Yokens
Restaurant.

(Drive Time: 10 Minutes)

6:15 pm MOTORCADE arrives Yokens Restaurant.

- * ADDRESS ROTARY CLUB DINNER
 (6:20 pm - 7:00 pm)
 - Open Press
 - Remarks

3

7:05 pm MOTORCADE departs Yokens Restaurant en route Pease
Air Force Base.

(Drive Time: 10 Minutes)

7:15 pm MOTORCADE arrives Pease Air Force Base.

7:20 pm AIR FORCE ONE departs Pease Air Force Base en
(E.S.T.) route Andrews Air Force Base.

(Flying Time: 1 Hour 20 Minutes)
(Time Change: None)

8:40 pm AIR FORCE ONE arrives Andrews Air Force Base.
(E.S.T.)

8:45 pm MARINE ONE departs Andrews Air Force Base en
route White House.

(Flying Time: 10 Minutes)

8:55 pm MARINE ONE arrives White House.

Nix
January 14, 1992
PEASE Revised

PRESIDENTIAL TALKING POINTS: PEASE AFB
NEWINGTON, NEW HAMPSHIRE
WEDNESDAY, JANUARY 15, 1992
8:45 A.M.

- o It's great to back here in New Hampshire -- you call it the Granite State -- Barbara and I call it the neighbor state.
- o It's tough to see neighbors hurting. I understand that times are tough, but I also know that you're doing something about it. I am very pleased to hear about your revitalization efforts of Pease and the Newington/Portsmouth communities -- especially your efforts to expand your international markets. *Pease Largest Eco dev proj in the state*
- o That's why these Asia talks were so crucial -- you do \$1.2 billion worth of export business annually. 35,000 jobs -- ~~that's ten percent of your jobs~~ -- depend on exports. Make no mistake: the stakes are real. We create jobs here by expanding markets over there.
-  o The competition would have you think different. Listen to what they have to say. Then submit their rhetoric to this four-point, common-sense test: Does their plan make economic sense? Does it make America more competitive? Does it address your basic concerns? Does their plan get Washington's house in order? Then listen to State of the Union. You'll see real economic measures to get this economy moving -- measures that will increase investment, increase savings, and control runaway spending.

- o I'm counting on you to sort out fact from fiction -- and reality from rhetoric. Tell the others: in New Hampshire we know the difference between election year fluff and real leadership. So look to the State of the Union, submit it to the test, and know that this economy will get moving again.



Nix
January 14, 1992
PEASE Revised

PRESIDENTIAL TALKING POINTS: PEASE AFB
NEWINGTON, NEW HAMPSHIRE
WEDNESDAY, JANUARY 15, 1992
8:45 A.M.

- Thank you, Governor Gregg. It's great to back here in New Hampshire -- you call it the Granite State -- Barbara and I call it the neighbor state.
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- I'm counting on you to sort out the real from imitation.

Nix
January 14, 1992
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- I'm counting on you to sort out the real from imitation.

Nix/
January 14, 1992
PEASE Revised

PRESIDENTIAL TALKING POINTS: PEASE AFB
~~PORTSMOUTH~~ ~~NEWINGTON~~, NEW HAMPSHIRE
WEDNESDAY, JANUARY 15, 1992
8:45 A.M.

- o It's great to back here in New Hampshire -- you call it the Granite State -- Barbara and I call it the neighbor state.
- o It's tough to see neighbors hurting. I understand that times are tough, but I also know that you're doing something about it. I am very pleased to hear about your revitalization efforts of Pease and the Newington/Portsmouth communities -- especially your efforts to expand your international markets. Pease is the largest economic development project in the state. What you do counts.
- o I went to Asia to create jobs and more opportunities for Americans. That's especially important to New Hampshire, where exports provide an important source of economic growth. Companies in this state exported \$1.2 billion worth of goods and services. Exports support 35,000 jobs in the Granite State. Make no mistake: the stakes are real. We create jobs here by expanding markets over there.
- o You're going to hear lots of people offering up their economic growth proposals. Now, any credible plan really must pass -- at a minimum -- this five-point, common-sense test: One: It must stimulate the investment necessary to create jobs. Two: It must stop the slide in real-estate values and increase home sales. Three: It must give Americans confidence that they will be able to afford the

costs of raising a family, educating their children, and obtaining health care. Four: It must increase America's capacity to compete in a global economy. And five: It must control wasteful government spending and bring the deficit under control.

- o Then listen to State of the Union. You'll see real economic measures to get this economy moving. And apply the five-point test.
- o I'm counting on you to sort out fact from fiction -- and reality from rhetoric. Tell the others: in New Hampshire we know the difference between election year fluff and real leadership.
- o I've been to New Hampshire many times -- as a candidate, as Vice President, as President. I know you. We share the same values, the same sense of family, the optimistic view that Americans won't stand still for anything less than the best. I know New Hampshire will make it back because I know the people of this state. And I know America will thrive as never before because I know the American people.
- o Thanks for this chance to talk with you. You've taken on the challenge of leadership, building on your strengths and turning hard times into the beginning of a new era of growth and opportunity for this great state. Good luck in all you do.

I've pushed for positive incentives for growth: investment in education, investment in research and development, investment in infrastructure, investment in technologies of the future, and incentives for companies to invest more in building the products and innovations of the 21st Century. I'll continue that fight.

I've tried to slash away at regulation, which cost the U.S. economy nearly \$200 billion last year -- and I won't quit. I've fought to open foreign markets -- and you ain't seen nothing yet. And I've fought to make sure that we live in a world where we can worry about market shares instead of nuclear holocaust.

As New Hampshirites, you'll hear lots of economic proposals from people who want to become President. You'll have to decide which are election-year fluff -- and which will work.

Some politicians seem to believe that you build an economy up by knocking a President down -- or by passing a law with the word, "jobs" in the title.

You work hard, and you produce a quality product at a good price. You know that everyone must carry their weight. You're doing your part. Government ought to do the same. Taxpayers deserve to get their money's worth for the \$1 trillion they pay out in taxes.

We can start by building a sound economic plan -- for now and the future. And in our economy, every economic growth plan must meet five tests:

One: It must stimulate the investment necessary to create jobs.

Two: It must stop the slide in real-estate values and increase home sales.

Three: It must give Americans confidence that they will be able to afford the costs of raising a family, educating their children, and obtaining health care.

Four: It must increase America's capacity to compete in a global economy.

And five: It must control wasteful government spending and bring the deficit under control.

When people shake your hands, call you by your first name and try to sell you an economic plan, put them to these tests. Listen carefully to my competition, and listen to what I have to say. Frankly, I'm counting on you to sort out fact from fiction -- and rhetoric from reality.

My friends, America can't afford empty-headed election-year hype. We've got real challenges ahead. We need leaders who will make the tough choices -- and the right choices. When you face the choice of who shall lead, you've got to demand the leader who understands the real world, who understands business and international relations -- and whose instincts and experience will keep America Number One.

I've really enjoyed my visit here. Let me tell you -- we're going to do whatever it takes to keep America the greatest economic, political, military and moral power on earth. Thank you. May God bless you and the United States of America.

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THE WHITE HOUSE
WASHINGTON

THE PRESIDENT HAS SEEN
01 14 92

32 JAN 14 P3:05

January 14, 1992

INFORMATION

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST
TONY SNOW *TS*

FROM: BETH HINCHLIFFE *BH*

SUBJECT: PEASE EVENT

Handwritten signature/initials

I. SUMMARY

On Wednesday, January 14, at 8:45 a.m., in Henley Hangar, you will deliver remarks (12 minutes, on cards) to an audience of approximately 100 business leaders gathered for a roundtable discussion. You will be introduced by Governor Judd Gregg.

II. DISCUSSION

Your remarks highlight the success of the Asia trip -- noting the significance of opening our markets to international trade. Additionally, you define four key questions in defining a real economic growth package.

(Hinchliffe/Nix)
January 14, 1992 3 p.m.
PEASE Draft Five

**PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR
WEDNESDAY, JANUARY 15, 1992
8:45 A.M.**

[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

It's great to be here -- and great just to be back in the Granite State. I've been here so many times, and especially to this base.

Now, I know the economy's on everyone's mind. Maybe sometimes I don't convey just how much I understand and care. Well, we're having real talks here today, and I'll let you judge for yourselves.

But let me tell you: I'm an optimist. I'm an optimist because I know that Americans won't stand still for anything less than the best. I'm confident because I know just what this country has going for it: Great people with rock solid values; an industrial base second to none; the world's finest university system; and a role as the greatest military, political, economic and moral power on Earth. *Make no mistake about it we are living in a more democratic world, a more peaceful world, and world in*

which we are the undisputed unchallenged principles leader
I know times are tough in the Granite State. I also know that you're doing something about it. Some of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities. You've taken on the challenge of leadership. You've looked at hardship. You've sized up your assets. And you're building on the sensible concept of using *Do not let the prophets of gloom who have just discovered*

N.H. tell you any different

your unique combination of an airport and a deep water port to create the hub of an international market.

And all over the state, people are doing the same thing: Building on their strengths and turning hard times into the beginning of a new era of growth and opportunity.

[r and d initiative]

7 The American economy has been my top priority from Day One. Go back and look at the record, and you'll see that I have promoted a growth and competitiveness strategy from the start.

We've opened up markets for American exports, and built the foundations for a new world of free and fair trade. That's what I did in Asia last week, and you'll see the results as quality American businesses do the hard work of building new markets for themselves.

But we have more progress to needed not just in Asia but in other markets as well - but make no mistake - real
Every billion dollars of merchandise exports means 20,000

American jobs. All over the world, people are as hungry for American products as they were for the American ideals of freedom. Asia is our fastest-growing market, and our own hemisphere is the second-fastest growing market.

*progress
very
rapid*

I've led the fight for free trade -- with the U.S.-Canada Free Trade Agreement, and in proposing a North American Free Trade Agreement, the Enterprise for the Americas Initiative, and by standing firm for open markets in the Uruguay Round of GATT negotiations.

We've invested in things that make us more competitive. I've increased funding for basic research by 26 percent since

coming to office. Democrats have tried to cut that each year, preferring to spend the money on water projects and monuments to Lawrence Welk. \\\

We're investing in technologies of the future -- high performance computing, materials science, biotechnology. These new technologies make us faster, tougher, smarter and healthier.

We've encouraged private sector investment. We know that you don't create jobs out of the blue, and you don't create them by signing a law. Jobs begin with ideas, investment, and hard work. No investment, no jobs.

I've tried to make permanent the tax credit for research and development. (Democrats won't do it.) too down

I've tried to cut the tax on capital gains -- which will make us more competitive and will reward success instead of punishing it. Democrats won't do it.

And I've proposed ways of making our workforce ready for the Age of Competition. Our public school system was designed in the horse-and-buggy era. I have proposed an educational revolution to build schools for the 21st Century. But guess what? Democrats won't do it.

I've increased government support of math and science education by 32 percent in the last two years, and launched a program to use our federal resources to train teachers, improve school curriculums, and reach our goal of becoming the world's best in math and science by the year 2000.

try again
on
Democrats
+ success

The Cold War is over. Now we're moving into a new world -- a different kind of world, which will be defined by excellence and competition. We won the Cold War through determination and ideals, and we'll win the challenge of competition the same way. We won't back away from this challenging new world. We'll shape it.

My Asia talks were a crucial first step in forging the international trading system of the future. The stakes are real. Here, in New Hampshire, you do \$1.2 billion worth of export business annually, and export-related industries provide nearly 10 percent of the state's jobs.

The international trade structure holds the key to our future. We must be clear. Our goal isn't to beat anyone. It's *create jobs here by expanding markets and here* to show just how great we are. We do that by opening markets, fighting to trim back government subsidies; breaking down trade barriers; and insisting on rules of fair play.

So as we think about the harsh realities of economic growth in the international marketplace, let me propose a four-point, common-sense test for every plan you hear -- including mine.

Point One: Does it make economic sense? Will the plan get the economy moving again and safeguard American jobs?

This point seems obvious, but some people seem to believe that you build an economy up by knocking a President down -- or by passing a law with the word "jobs" in the title.

You're in the jobs business. You know you need investment to set up a business -- any business. You need sound national

economic policies -- low taxes, no unnecessary regulations; good roads, bridges and infrastructure.

Second: Does it make America more competitive?

In the new international marketplace, Americans must meet the demands of foreign competition, and the government must work to open markets so that good American companies can expand their base and create good jobs.

Third point: Does it address your basic concerns: Does it protect what you want protected, promote what you want promoted? A good economic plan should preserve the value of your hard-won assets -- your home, your income, your retirement savings -- rather than letting bad policies nibble away at them.

It also should enable you to choose affordable housing, good schools for your children, and decent health care for your family. No one should have to go broke taking care of these basic necessities.

Point four: Does the plan get Washington's house in order? Government must get its spending under control, and eliminate programs that don't work or that duplicate other programs. Taxpayers deserve to get their money's worth for the \$1.4 trillion they pay out in taxes.

So, to repeat my four-point, common-sense test: Does it make economic sense? Does it make America more competitive? Does it address your basic concerns? Does it get government's house in order?

*What about
Government spending?*

Listen to the State
of the Union when I will
propose economic measures to

get the
economy
working -
I will
avoid some
of the
popular
rhetoric
I will
avoid the
political
class
work
payoff
I will
open proper
things to
increase
investment
increase
savings
and keep
gov't
spending
under
control

When people shake your hands, call you by your first name and try to sell you an economic plan, put them to this test. Listen carefully to my competition, and listen to what I have to say. Frankly, I'm counting on you to sort out fact from fiction -- and reality from rhetoric.

When you've studied the plans, asked these questions, and made up your minds -- then send your message. Send it to Congress and to everyone who comes knocking at your door around here this time of year. Tell them: in New Hampshire we know the difference between election year fluff and real leadership.

I didn't come up here with a bagful of miracles or supprises. I won't promise to outlaw bad weather. I won't define strength in terms of hatreds, or leadership in terms of insults.

You've seen me over the years. You know what kind of man I am. You've seen me in office to know that I'll continue to wage war against runaway spending. I'll fight abroad for freer and fairer trade. I'll fight against protectionism, isolationism and the kind of Know-Nothing Nativism that tries to portray weakness and suspicion as strength. I'll fight at home -- for better schools, a cleaner environment, safer streets, and a future true to our abilities and ideals. \\

Thanks for this chance to talk with you and learn from you. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

#

Family
vs drugs & crime

Draft Two

(Hinchliffe/Nix)
January 11, 1992 4 p.m.
PEASE Draft Two

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
January 15, 1992
Pease Air Force Base
8:45 A.M.

[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

It's great to be here -- and great just to be back home. We had a tremendously successful trip to Asia, talking, listening, learning -- and fighting for America and American jobs.

Listen, I know the economy's on everyone's mind. That's why I went to Asia. In order to keep jobs here at home -- and that's got to be our top priority in this economic recovery -- we must improve our international competitiveness. That's the key to everything -- including America's future.

There's no escaping it anymore: we live in a global economy. Anyone who doesn't realize that is an ostrich stuck in the quicksand of blind isolationism.

You're all businessmen. Every day you face the harsh reality that our present and future prosperity depend on exports. Look at the facts: every billion dollars of exports means 20,000 more American jobs. I went to Asia determined to nail down agreements that guarantee free and fair trade for American companies and workers -- and open opportunities for American markets.

From Day One of my administration, I've been fighting to open international markets for American workers. This is the key to our nation's economic future. We've worked long and hard these three years to secure a 21st century of stability and growth for America. We've blazed a trail of leadership on issues

→ Educating your businesses to expand into global markets

2

from taxes to regulation. In trade, we've led bilateral talks, and we've helped forge the way in GATT negotiations, in the North American Free Trade Agreement, and on so many other fronts.

My Asia talks were part of this long-range plan for creating a new world trade structure. These actions will do more than merely expand international trade -- they'll also create additional opportunities for U.S. exports through open markets; lower government subsidies; fewer trade barriers; and, maybe most importantly of all, through rules of fair play.

American companies must compete successfully within the growing international market. New Hampshire is a strong leader in this field. I think the rest of the nation would be surprised to discover what a highly industrialized economy you have here, in our 11th most industrialized state.

During the last couple of weeks I visited four of your top export markets -- Australia, Japan, Korea, and Singapore, which account for \$168 million dollars of your trade. Both in Asia, and here with your business leaders, I've learned a lot about your state's thriving \$1.2 billion export industry.

Sure, you also have a lot of problems here in New Hampshire. But you have energetic leaders and strong citizens who will turn those problems into opportunities. Many of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities -- and I want you to know you're being looked toward for leadership in the base closure recovery field. You and others have been determined and visionary activists,

INSERT
international
trade
center
→
I'm
pleased
to
hear
that
your
international
trade
center
will
be
in
place
here
at
Pease
within
the
next
few
months.
Resource

forging a new future for this area, looking ahead with optimism and creativity instead of looking back with blame and regret.

*Number
of people* I know in particular about the work of ~~Henry Powers, Skip Jones~~ and the PDA -- how it's attracting businesses that benefit from your unique combination of an airport and a deep water port. I congratulate you on your practical, exciting concept of marketing this area as the hub of an international market.

But something disturbing is also happening in New Hampshire. I'm talking about empty illusions some call "economic proposals."

When we were kids, most of us learned to tell the difference between reality and Never-Never Land. Reality is a tough place. Reality is being President, year after year crafting an economic growth plan rooted in the practical daily life of this nation. Never-never Land is a world of partisan bickering, head-in-the-clouds dreaming, and nay-saying. Reality is the world you live in -- paying your bills and making ends meet each month and each year -- just like your government ought to. Americans are sick and tired of politicians who day-dream in Never-Never Land. They don't want to indulge fantasies and they don't want to lay blame -- they want to lay the foundations of prosperity.

So when you see proposed economic growth packages thrown at you, cast a clear and cautious eye and ask yourself some simple, real-life questions. First: does it make sense? Second: does it make us more competitive? Third: Does it help you keep your house in order? And fourth: Does it get Washington's house in order?

When you've made up your minds -- send your message. Send it to Congress and to everyone who comes knocking at your door around here this time of year. Tell them: in New Hampshire we know the difference between choice cut and just a lot of bull.

Thanks for this chance to see grass-roots redevelopment, to hear your concerns and to learn from your successes. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

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THE WHITE HOUSE

WASHINGTON

January 9, 1992

MEMORANDUM FOR SPEECHWRITERS
RESEARCHERS

FROM: BOB SIMON *BS*
SUBJECT: NEW HAMPSHIRE SPEECHES

I. Pease AFB -- President will meet with business leaders from around N.H. invited by Gov. Judd Gregg. The President will speak for 8-10 minutes inside a hanger.

II. Exeter Town Hall -- The town hall is your classic brick auditorium with a stage and balcony. We will put 600 Bush supporters (disguised as regular townfolk) in there to listen to whatever the President has to say. They do not want this to be a Bush-Quayle rally, but rather, the President talking to New Hampshirites about the economy, etc. The crowd will be standing. 5 minutes of brief remarks.

III. Davidson Interior Trim, Dover, NH -- This industrial plant makes arm rests and other padded interiors for Ford, GM, and Chrysler. The President will tour the plant and eat with the workers in the cafeteria. No remarks.

IV. Liberty Mutual -- This Boston-based insurance company moved part of its headquarters to Dover three years ago. 50% of their business is workers' comp. The building was large, red-brick mill, but was gutted and turned into offices. Bush was campaigning in Dover in 1987 and spoke near the mill during construction. About 1000 people work there processing insurance claims. It is a typical office with lots of computers and cubicles. The President will give whatever length remarks we want to about 300 workers in the cafeteria. The company would like us to address health care, but we don't have to. Robert Laszewski, Exec. VP of Liberty Mutual has been very active in health care reform with Sen. Rockefeller and the Pepper Commission. Talk to Hanns Kuttner in OPD about him. (He'll be there.) For info on Liberty Mutual, call Bob Goodman in Dover at 603-749-2600 x31000 or PR person Diane Turner in Boston at 617-574-5752. "America believes in liberty -- Liberty Mutual Insurance."

V. Cabletron, Rochester, NH -- Started by the two owners in their garage in 1983, this big fast-growing company is a leader in making networking hardware and software that is sold worldwide. (I have a big research folder on this one.) They

have four plants in the US and will announce during the President's visit that they're building two more (one in Merrimack, NH, I think). The President will tour the plant, see how circuit boards are made, and then speak to a couple hundred employees in a cafeteria that's in one corner of the plant. Brief remarks -- 5 minutes.

VI. Portsmouth Rotary Club -- Meets at Yoken's restaurant. About 800 guests. I'm now told the President will speak before dinner and leave. The room has a low ceiling and is a little cheesy looking. The gift shop on the other side of the restaurant is actually bigger than the restaurant (in other words, huge, I mean, really huge, filled with every kind of souvenir you could imagine.) When he was VP, Bush was to speak to this group, but canceled at literally the last minute when Reagan called him and told him to come back to preside over the Senate. (Former Gov. Hugh Gregg was the last minute sub speaker). Ever since, they've been lobbying to get him back, particularly since Portsmouth is where he lands on the way to KBP. Bush called the dinner from Air Force II on his way back to DC and apologized, although he didn't specifically promise to come back. Bill Holt is the current president of the club. Dale Smith was president back then, and Don Reeves was the program director. The town was hurt somewhat when Pease AFB was closed last year and 8,000 personnel left town. The base is like a ghost town. It used to have nuclear bombers.



13TH STORY of Level 1 printed in FULL format.

Proprietary to the United Press International 1992

January 4, 1992, Saturday, BC cycle

SECTION: Washington News

LENGTH: 875 words

HEADLINE: Senators propose economic recovery plan

BYLINE: BY ALAN YONAN JR. UPI Business Writer

DATELINE: WASHINGTON

KEYWORD: ECONOMY

BODY:

Senate Democratic leaders Jim Sasser of Tennessee and Paul Sarbanes of Maryland, comparing the economy to a drowning swimmer, have proposed an economic recovery plan that would cut taxes for the middle class, provide grants to local governments, and substantially reduce defense spending.

Sasser, chairman of the Budget Committee, and Sarbanes, chairman of the Joint Economic Committee, said Friday misguided federal policies have resulted in the longest economic downturn since the Great Depression.

'Right now we have de facto Hooverism,' Sasser said at a news conference. 'If we don't do something to counteract the fiscal drag on our economy, we're going to have continued suffering and we're going to have skyrocketing deficits to boot.'

The senators listed a host of economic indicators released in recent weeks reflecting the economic stagnation, including decreases in consumer confidence, real income and home construction. They also cited reports showing increases in unemployment claims, layoffs and the budget deficit.

'The fiscal drag being placed on the economy is like someone trying to get their head above water and as soon as they come up, you push them down again,' said Sarbanes.

'For months the administration insisted there was no need for stimulus, because there was no recession and the recession was sort and shallow and soon would be over,' he said.

'And now there is growing recognition from many quarters that this was not correct. Today's recession is neither short nor shallow and is unlikely to end without some decisive shift in fiscal and monetary policy.'

The economic plan, to be discussed at hearings in upcoming weeks, includes:

--An income tax cut targeted for middle-income wage earners. The senators would not reveal the amount of the proposed cut, but said it would extend over a five-year period.



Proprietary to the United Press International, January 4, 1992

--A one-time package of grants and loans to state and local governments designed to keep and create jobs and to prevent cuts in education, infrastructure and public safety programs.

--Additional weeks of unemployment benefits. In last two serious recessions, unemployed workers received as much as 52 weeks of benefits, they said. Today unemployed workers can get a maximum of 39 weeks of benefits.

--A shift by the Treasury toward shorter maturities in auctions of government securities. The Federal Reserve needs to reduce the supply of long-term bonds, thereby raising their price and lowering long-term interest rates, the senators said. The Federal Reserve also should work with the central banks of other countries to lower interest rates worldwide, they said.

--A 'substantial' shift in resources from the defense budget to finance a 'Marshall Plan for America.' The public investment would be directed at improvements in infrastructure, education, research, and worker training, they said. Money from the defense budget also could be used to reduce the budget deficit, they said.

The declining economic indicators cited by the senators included the Commerce Department's List of Coincident Indicators, a monthly measure of current economic activity released earlier this week. The List of Coincident Indicators in November fell below its level of last March, which was considered the low point of the recession.

The senators also cited a drop in the monthly Purchasing Managers' Index, an economic barometer used by U.S. and international financial markets. The index, released Thursday, dropped to 46.5 percent in December, the first time the index fell though the psychologically important 50-percent level since June.

A reading below 50 percent indicates the manufacturing economy is generally declining; above 50 percent, it is expanding.

'We can't afford the risk of sitting back and saying everything is going to work itself out,' said Sasser. 'This plan should provide us with a jolt of stimulus that will put us on the road to recovery.'

Federal budgetary policy resulted in a 'fiscal drag' of \$20 billion during 1991, Sasser said. And measures adopted by state and local governments to cope with the recession, such as tax increases, program cuts and layoffs, have added another \$35 billion burden to that, he said.

Senate Democratic leader George Mitchell of Maine praised the economic plan as a 'very productive and constructive proposal.'

But Sen. Pete Domenici of New Mexico, top Republican on the Budget Committee, said he was disappointed with the proposal.

'Here we go again -- the chart-show senators -- Senators Sarbanes and Sasser have once again thrown federal fiscal responsibility to the winds. At a time when the federal budget deficit is expected to reach an all-time high, the chairmen of the Joint Economics and Budget Committees have proposed to add to that deficit over \$ 50 billion, Domenici said.



Proprietary to the United Press International, January 4, 1992

'I am disappointed with the senators' suggestions that somehow adding another \$ 50 billion to the federal deficit will resolve the current weaknesses in the economy.' If anything, I believe such action. .. would have a negative effect on interest rates and offset the gains we have seen in the last few weeks with the Federal Reserve's cut in the discount rate.'



14TH STORY of Level 1 printed in FULL format.

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PR Newswire

January 3, 1992, Friday

SECTION: Financial News

DISTRIBUTION: TO BUSINESS EDITOR

LENGTH: 1015 words

HEADLINE: INDUSTRY WEEK PRESENTS "AGENDA IN SEARCH OF A LEADER"

DATELINE: CLEVELAND, Jan. 3

KEYWORD: bc-leadership-guide

BODY:

Declaring that work still needs to be done to ensure America's role in the global economy, "Industry Week" (IW) magazine is offering an 11-point agenda for the nation's economic and social well-being. All that remains is to identify the leadership to carry the agenda forward, said IW's editors.

"Critical to this is the cooperation -- and, often, the unchallenged leadership -- of government. In the end, no other institution can wrestle with such issues as taxes, education, health care, and trade strategies," according to the editors. It is with that in mind that "Industry Week", the industry management magazine of Penton Publishing, puts forth its agenda, which it is delivering to the President, his advisors, members of Congress, and presidential candidates.

In its Jan. 6 issue, the editors observe, "Two decades ago, the U.S. saw its first symptoms of industrial flabbiness and financial profligacy." By the mid-1980s, America found itself a winded competitor -- industry leaders reacted to this threat of national disaster by embracing the quality gospel. A movement toward industrial renewal was under way.

Here, in summary, is "Industry Week's" agenda:

1. Congress: Sweep the Halls. An effective, efficient, and truly representative legislative body can be restored, but only through lasting reform. That means amending the constitution, limiting terms for legislators to 12 years -- two six-year terms for senators and six two-year terms for representatives.

2. Competitiveness: Retool Our Trade Strategy. The U.S. must elect a president and members of Congress who recognize that economic strength is vital to national security. We must strictly enforce U.S. antidumping and countervailing laws to halt predatory foreign pricing and unjustifiable subsidies.

3. The Deficit: Make it Personal. The President and Congress should agree to couch the deficit and debt issues in personal terms for all Americans. That means turning the discussion to employment and prosperity. If the average American sees that this mountain of bills keeps us all from growing, too, then

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we've won the biggest battle in the war.

4. Education: Test Our Skills. What's needed is national achievement testing in our schools. Administered in the fourth, eighth, and 10th grades, this testing would reflect the real knowledge of each student moving through primary and secondary schooling. The capstone of such testing would be a basic skills and knowledge certification exam when a student is 16. Testing can also determine which schools and school districts are genuinely successful, returning accountability to the system.

5. Energy: The Solutions Are Already There. An intelligent policy can be devised that addresses both energy development and the environment, and balances them with considerations for the economy. Research should be increased on renewable sources such as solar energy, as well as electric- and hydrogen-powered cars.

6. The Environment: Straighten Our Priorities. We must establish national priorities based on the most serious risks to human health and the environment. We must develop strategies to allow flexibility and greater reliance on market incentives in achieving national environmental goals. We must modify the U.S. Tax Code so industry's investment in pollution prevention and abatement do not put it at a competitive disadvantage.

7. Health Care: Not Too Complex to Solve. Government must end the rhetoric that health care is too complex an issue to attack with comprehensive reform. In truth, only comprehensive reform to correct the ills of the current system will bring health-care costs under control. To begin, we must end cost-shifting. Congress must create a mechanism so medical costs incurred by Americans without health-care insurance aren't being shouldered by just one segment of society. Then Congress must plant the seeds for a shift to a single-payer system, at least for hospital bills. That could reduce costs and provide data needed to measure efficiency and quality.

8. Infrastructure: Repair, Not Replace. What's needed is a bullet train of actions before the infrastructure requires costly replacement, not just repair and maintenance. Federal, state and local spending must double from the current level of \$ 50 billion annually for infrastructure projects. One revenue source would be an increase in user fees so the beneficiaries pay for each category of infrastructure improvement.

9. Tax Policy: Take Away the Stick. Almost unanimously, economists agree that taxes on savings and investment gains are too high. Current federal tax provisions discourage saving and investment relative to consumption and borrowing. The three principles behind reform should be: eliminate disincentives to saving, avoid encouraging one type of saving over another, and make changes fair and nonregressive.

10. Technology: The Need for Involvement. It's not too late to update, revise and harness federal research and development involvement to maximize usefulness to our national economic performance. If we want to enhance U.S. manufacturing competitiveness, improving technology transfer must be a priority for government and business.

11. Quality: Make It a Matter of Policy. An Administration and a Congress that champion Total Quality Management in U.S. Industry -- and, equally

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important, implement it within government -- are certainly in the national interest. A fundamental obligation of government is to provide an environment that allows its economy to flourish, so participants can develop products and services, create jobs and wealth, and advance society. Total Quality sparks improvements because it is not a program, but a philosophy and an ongoing process. It is appropriate for government to identify and nurture such promising management methods, just as it is appropriate to promote promising technologies. CONTACT: Chuck Day of Industry Week, 216-696-7000, or 216-521-3861, after hours

ORGANIZATION: Industry Week

GEOGRAPHIC: Ohio

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(Hinchliffe/Nix)
January 11, 1992 5 p.m.
PEASE Draft Two

**PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
HENLEY HANGAR
WEDNESDAY, JANUARY 5, 1992**

[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

It's great to be here -- and great just to be back home. We had a tremendously successful trip to Asia, talking, listening, learning -- and fighting for America and American jobs.

Listen, I know the economy's on everyone's mind. That's why I went to Asia. In order to keep jobs here at home -- and that's got to be our top priority in this economic recovery -- we must improve our international competitiveness. That's the key to everything -- including America's future.

There's no escaping it anymore: we live in a global economy. Anyone who doesn't realize that is an ostrich stuck in the quicksand of blind isolationism.

You're all businessmen. Every day you face the harsh reality that our present and future prosperity depend on exports. Look at the facts: every billion dollars of exports means 20,000 more American jobs. I went to Asia determined to nail down agreements that guarantee free and fair trade for American companies and workers -- and open opportunities for American markets.

From Day One of my administration, I've been fighting to open international markets for American workers. This is the key to our nation's economic future. The Cold War is over. Now we're moving into a new world -- a different kind of world, which

Educating businesses to expand their customer base overseas

2

will be defined by excellence and competition. Our administration has worked long and hard these last three years to ensure a 21st century of stability and growth for America. We've blazed a trail of leadership on issues from taxes to education to regulation. In trade, we've led bilateral talks, and we've helped forge the way in GATT negotiations, in the Enterprise for the Americas Initiative, in the North American Free Trade Agreement, and on so many other fronts.

My Asia talks were a crucial first step in a new part of this long-range plan for creating a 21st century world trade structure. We're now at the very beginning of an exciting new kind of process -- we have the chance to craft a world of free trade and prosperity for everyone. What we're doing is more than merely expanding international trade -- we're also creating additional opportunities for U.S. exports through open markets; lower government subsidies; fewer trade barriers; and, maybe most importantly of all, through rules of fair play.

American companies must compete successfully within the growing international market. New Hampshire is a strong leader in this field. I think the rest of the nation would be surprised to discover what a highly industrialized economy you have here, in our 11th most industrialized state.

During the last couple of weeks I visited four of your top export markets -- Australia, Japan, Korea, and Singapore, which account for \$168 million dollars of your trade. Both in Asia,

We will language

Trade resource info

international trade resource center NH insert the knows

overall

and here with your business leaders, I've learned a lot about your state's thriving \$1.2 billion export industry.

Sure, you also have a lot of problems here in New Hampshire.

Governor Gregg
Eco. Development
But you have energetic leaders and strong citizens who will turn those problems into opportunities. Many of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities -- and I want you to know you're being looked toward for leadership in the base closure recovery field.

You and others have been determined and visionary activists, forging a new future for this area, looking ahead with optimism and creativity instead of looking back with blame and regret.

PDA as a team
I know in particular about the work of ~~Henry Powers, Skip Jones and the PDA~~ -- how it's attracting businesses that benefit from your unique combination of an airport and a deep water port. I congratulate you on your practical, exciting concept of marketing this area as the hub of an international market. 

But something disturbing is also happening in New Hampshire. I'm talking about empty illusions some call "economic proposals."

When we were kids, most of us learned to tell the difference between reality and Never-Never Land. Reality is a tough place. Reality is being President, year after year crafting an economic growth plan rooted in the practical daily life of this nation. Never-never Land is a world of partisan bickering, head-in-the-clouds dreaming, and nay-saying. Reality is the world you live in -- paying your bills and making ends meet each month and each year -- just like your government ought to. Americans are sick

and tired of politicians who day-dream in Never-Never Land. They don't want to indulge fantasies and they don't want to lay blame -- they want to lay the foundations of prosperity.

"A reality check"
So when you see proposed economic growth plans thrown at you, cast a clear and cautious eye and ask yourself four simple, real-life questions.

First: Which economic growth plan makes sense? You're hard-headed Granite-Staters. You know jobs don't appear out of thin air. Do the authors of these packages know the same thing? Businesses are born and thrive through strong ideas, prudent investment, and hard work. You and I know that. But do the people who write the other proposals that are floating around?

Second, ask: Which plan makes us more competitive? We can't afford to waste our precious energy looking backward. We're entering a new Age of Competition unimagined in the history of technology. Every step we take as a nation must be part of laying a strong base for prosperity, enterprise, risk-taking and success. Now is the time for our government to help an educated, ambitious public dream and grow. Which economic proposal encourages that growth?

Third, ask: Which plan helps you keep your house in order? You've worked hard to earn a safe and secure life for your family. My economic plan preserves the integrity of your home, your investments, and your family's future. Do any of the others?

Answer without answering

And fourth, ask yourself: Which plan gets Washington's house in order? You and I know that Washington must give you your money's worth for the taxes you pay. My plan ensures that you will. Do any of the others?

When you've studied the plans, asked these questions, and made up your minds -- then send your message. Send it to Congress and to everyone who comes knocking at your door around here this time of year. Tell them: in New Hampshire we know the difference between choice cut and just a lot of bull.

Thanks for this chance to see grass-roots redevelopment, to hear your concerns and to learn from your successes. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

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Hard hitting
end for this
this seems
like a week
goodbye

Join me
language

1st draft

(Hinchliffe/Nix)
January 10, 1992 10 a.m.
PEASE Draft One

**PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE
January 15, 1992
Pease Air Force Base**

Gov. Gregg
[ACKNOWLEDGEMENTS] [NEW HAMPSHIRE ANECDOTE]

It's great to be here -- and great just to be back home. We had a tremendously successful trip to Asia, talking, listening, learning -- and fighting for America and American jobs.

Listen, I know the economy's on everyone's mind. That's why I went to Asia. In order to keep jobs here at home -- and that's got to be our top priority in this economic recovery -- we must improve our international competitiveness. That's the key to everything -- including America's future.

There's no escaping it anymore: we live in a global economy. Anyone who doesn't realize that is an ostrich stuck in the quicksand of blind isolationism. That kind of thinking will do nothing but rip apart a healing economy and seriously -- probably irreparably -- damage our long term survival.

You're all businessmen. Every day you face the harsh reality that our present and future prosperity depend on exports. Look at the facts: every billion dollars of exports means 20,000 more American jobs. I went to Asia determined to nail down agreements that guarantee free and fair trade for American companies and workers -- and open opportunities for American markets.

My Asia talks were part of some important steps we're taking toward creating a new world trade structure. I'm also determined to complete the Uruguay Round of negotiations and the North

American Free Trade Agreement. Since Canada is New Hampshire's #1 importer, I know how important that is to you. Actions like these will not only expand world trade -- they'll create additional opportunities for U.S. exports through open markets; lower government subsidies; fewer trade barriers; and, maybe most importantly of all, through rules of fair play.

American markets must compete successfully within the growing international market system. New Hampshire is a strong leader in this field. I think the rest of the nation would be surprised to discover what a highly industrialized economy you have here, in our 11th most industrialized state. During the last couple of weeks I visited four of your top export markets -- Australia, Japan, Korea, and Singapore -- and I learned a lot about your state's thriving \$1.2 billion export industry.

I know there are problems here in New Hampshire, too. But I also know there are energetic leaders and strong citizens who will turn those problems into opportunities. Many of you are directly involved in the revitalization of Pease and the Newington/Portsmouth communities -- and I want you to know you're being looked toward for leadership in the base closure recovery field.

no mention
~~We're all sorry~~ this area was hard hit. We're proud of the efforts you're making at recovery. I've heard some great things about Henry Powers, Skip Jones and the PDA -- how it's attracting businesses that benefit from your unique combination of an airport and a deep water port. Some exciting turnarounds will happen -- you can become ~~the air hub~~ of an international market.

80 Deutsche

But something disturbing is also happening in New Hampshire. I'm talking about empty illusions some call "economic proposals."

When we were kids, most of ^{us} learned to tell the difference between reality and make-believe. Sure, we'd all like to live in Never-Never land. Some politicians still do.// But the rest of us grew up. The rest of us realized that in the real world we have to fly or crash on our own choices. We learned to be realistic - to throw away the filler and cling to the true marrow.

That's what you have to do when you're confronted with a proposed economic growth package. You know when your kids are making up fantasies to fool you. Turn that same sharp analysis on the packages that will be tossed into your laps.

Cast a cautious eye at each new proposal and ask yourselves a few key questions. First: does this build jobs by making us competitive in the world economy? Second: does it assume that jobs grow out of thin air, or does it encourage investors to invest so that jobs can be created? Third: Does it restrain budget growth? Fourth: Does it preserve the financial integrity of people's basic assets? Fifth: Does it assure everyone they'll be able to afford the cost of simply living as a ⁿ American family? Six: Does it not increase the deficit? Seventh: Does it work?

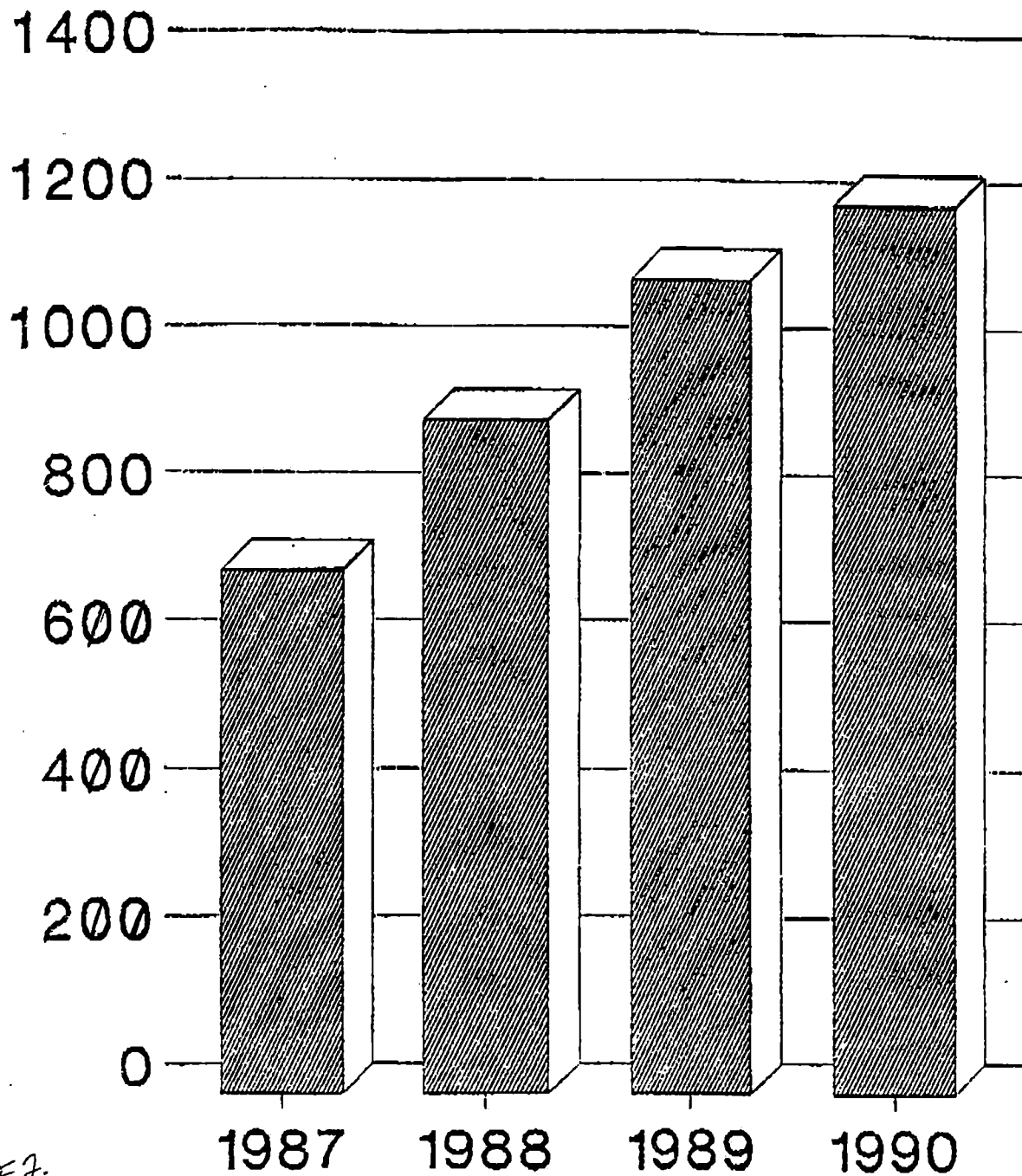
I know there's much to do. But I know we've got to work together to get it done. That's why we've got to convince Congress to put aside partisan bickering and put our people first again. We've proposed comprehensive plans dealing with everything from drugs to the deficit -- but Congress has all too

often delayed or blocked our domestic initiatives. It's time to work together -- for America. Americans don't want to lay blame -- they want to lay the foundations of prosperity.

Thank you all for this chance to see grass-roots redevelopment, to hear your concerns and learn from your successes. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

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GRANITE STATE EXPORTS (MILLIONS OF DOLLARS)



#2.
Suite 390.

SOURCE: US COMMERCE DEPT (0805700)

16230
2 days

NEW HAMPSHIRE'S EXPORTS

(TOP 10 MARKETS - \$Mn)

<u>DESTINATION</u>	<u>1989</u>	<u>1990</u>
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• CANADA	237	325
• GERMANY	46	116
• U.K.	169	108
• JAPAN	109	98
• NETHERLANDS	48	73
• FRANCE	40	62
• PAKISTAN	18	35
• AUSTRALIA	43	31
• KOREA	46	28
• ITALY	25	27

#16 Singapore

19

WORLD TOTAL	1,106	1,210
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NO. OF MARKETS (1990)	107
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Asia - NH Export Total 176 M

NEW HAMPSHIRE'S EXPORTS

TOP 10 CATEGORIES 1990

CATEGORY(\$M)

• MACHINERY (NON ELECTRICAL)	489
• ELECTRONIC EQUIPMENT	165
• FABRICATED METAL PRODUCTS	76
• SCIENTIFIC/OPTICAL/PROFL	70
• CHEMICALS/ALLIED PRODUCTS	55
• LEATHER/PRODUCTS	43
• TRANSPORTATION EQUIPMENT	35
• LUMBER/WOOD PRODUCTS	34
• SCRAP/WASTE	28
• STONE/CLAY/GLASS/CONCRETE	25
* SPECIAL CLASSIFICATION (NSPF)	63



by road, on-site rail at the Port, or nearby air facilities, with typical connections to JFK, NY in one hour. Miami International in 3.5 hours, and West Coast destinations in 5-6 hours.

PORT OF NEW HAMPSHIRE ACTIVITY

INCL.
all eleven
sites

While the Port of New Hampshire is serviced by ten facilities, the predominant shipping activity (71 percent) is fuel-related products including aviation fuel, gasoline, heating oil, coal, and liquid propane gas (LPG). Sprague Energy, originally a fuel oil and coal terminal, now provides dry bulk terminal services for normal conveyor transportable materials, including coal, gypsum and salt. Public Service Company of New Hampshire (PSNH) receives fuel coal and oil at its Schiller Pier which is located in Portsmouth and services both Schiller Station and the adjacent Newington Power Station and a Mobil oil distribution depot from its facility. Other Port activities include gypsum rock for two wallboard plants, road salt, lobster boats and marine underwater cable plants.

The private terminals operating on the Piscataqua River in the Port of New Hampshire are providing the required shipping services of a market economy. These services are an integral part of the overall matrix of services required for the region. In addition, the NH Port Authority handles scrap metal, containers, general cargo in palletized, neo-bulk, break-bulk, etc., and is the sole gateway providing these international services on the New Hampshire seacoast. In all, public and private terminals account for almost four million tons of cargo per year.

Other commercial non-industrial users of the Port include two tour boat operators, military vessels, environmental research vessels and boat charters.

The Port of New Hampshire also plays an important role in the operation of national defense installations and suppliers. Portsmouth Harbor is the home of the Portsmouth Naval Shipyard, which is an important submarine repair and overhaul facility. The Navy is dependent on river access for its submarines. Pease Air Facility, located nearby in Newington, receives its jet fuel supplies via one of the private petroleum terminals on the Piscataqua River. Finally, Simplex Wire and Cable, a private industrial firm which operates a specialty terminal, is a major supplier of undersea marine cable, much of which is used for defense purposes.

The last major-dependent activity within the Port is commercial fishing, including lobstering. Approximately 80 percent of the finfish and 40 percent of the lobsters landed in the state, are landed in the Port of New Hampshire. Well over 100 fishermen, crew members and lobstermen fish from the New Hampshire side of the river on a full-time basis. Much of the fishing activity, excluding lobstering, that occurs within the Port area is

accommodated at the other state-owned terminal, the State Fish Pier at Pierce Island, not to be confused with the State Port Authority at 555 Market Street. While a half dozen lobster boats on the Piscataqua River utilize the State Fish Pier, the majority of vessels land their catch at the private docks or at take out locations connected with the retail/wholesale outlets.

CURRENT IMPORT/EXPORT ACTIVITY

A review of the most recent Waterborne Commerce of the United States Report by the U.S. Army Corps of Engineers lists Portsmouth Harbor freight traffic in 1988 at 3,483,903 tons.

IMPORT/EXPORT TONNAGE PORT OF NEW HAMPSHIRE

Year	Tons	Passengers
1983	2,239,509	—
1984	2,668,007	—
1985	2,780,051	—
1986	3,487,098	128,880
1987	3,501,620	157,450
1988	3,483,903	153,000

The New Hampshire Port Authority Summary for 1990 shows total freight shipped at 4,804,997 tons. This represents an increase of 1.3 million tons compared to 1988.

PORT OF NEW HAMPSHIRE ACTIVITY 1990 - UPDATED

Month	Export Tonnage	Import Tonnage
January	30,300	553,303
February	730	448,198
March	25,450	362,768
April	14,050	297,053
May	81,600	362,548
June	10,000	404,050
July	3,473	474,843
August	38,000	324,061
September	44,150	277,889
October	12,750	273,720
November	39,180	327,966
December	43,422	333,262
TOTAL	363,127	4,441,870

Total Import/Export Tonnage through Port of New Hampshire on Vessels Requiring State Licensed Pilots (Excludes Barge Traffic Not Requiring Pilots) 4,804,997 Tons

Dry-bulk materials accounted for 601,937 tons and were handled by the private terminals. In addition, petroleum products also handled by private terminals amounted to 2,592,885 tons. Miscellaneous cargoes

range from fresh fruits, lumber, wines and liquors, manufactured products, and metal, accounting for 48,201 tons handled by NHPA. The remaining 240,880 tons handled by the NHPA terminal was scrap metal and steel.

NEW HAMPSHIRE STATE PORT AUTHORITY FACILITY (only)

Within the Port of New Hampshire, the State of New Hampshire owns the NHPA property which is located on 11.1 acres of land along the Piscataqua River. The NHPA Terminal (10.0 acres) includes two warehouses, a scale house/office, an extensive paved area, five to six acres used for material, short-term storage and marshalling and a 600-foot-long, deep water pier. Additionally, the Isles of Shoals Steamship Company operates its cruise operations on the other 1.1 acres.

The NHPA was formed in 1957 as part of a port revitalization project. A 300-foot pier was constructed, then expanded another 300 feet later in 1972. Today the 600-foot pier accommodates vessels up to 700 feet long. The terminal operations are contracted out to a private company which employs ILA union labor to ensure that cargo is handled efficiently and safely.

The U.S. Army Corps of Engineers maintains a 35-foot deep federal channel in the Piscataqua River up to the entrance to Little Bay. To ensure continued use of the river for shipping, the ACE recently completed a dredging project in the river to both widen the channel and to increase navigation safety immediately across from the New Hampshire State Port Authority. Ease of waterborne access to and from the NHPA for both delivering and receiving cargo is now a major incentive to steamship and barge lines worldwide.

The NH Port Authority is an autonomous state agency overseen by a board of directors appointed by the Governor. The day-to-day operations of the NHPA are conducted by the Port Director and staff located at the terminal site. The NHPA has a broad mission related to the development and management of the state's tidal waters including:

- Harbor Management
- Port Development
- Port Marketing and Trade Development
- Foreign Trade Zone Operation

NEW HAMPSHIRE STATE PORT AUTHORITY OPERATIONS

The primary use of the NHPA is bulk, breakbulk and containerized general cargo, with scrap metal the number one export. On the average, over 280,000 tons of scrap metal moves through the Port each year.

The NHPA terminal has consistently met the growing demand for increased shipments from New Hampshire and regional import/export markets. In 1980, the Port's



terminal cargo tonnage was 187,068 and has increased to 353,402 tons in 1991.

The last four years of NHPA shipping activity is summarized below:

SHIP MANIFEST SUMMARY NEW HAMPSHIRE PORT AUTHORITY ACTIVITY COMPARATIVE 1987-1990

Cargo Activity	1987	1988	1989	1990
Scrap Metal (Tons)	258,000	267,000	270,925	283,058
Containers (TEU)	39,240 (1,308)	61,410 (2,047)	67,980 (2,266)	67,444 (2,248)
Coiled Steel (Tons)	14,099	10,050	11,862	2,900
Total Tonnage	311,339	338,460	350,767	353,402

PORT FEES

DOCKAGE

The term "dockage" shall be held to mean the privilege of berthing or making fast to the wharf or pier and shall be charged against the vessel, its owners or operators in accordance with the rates and charges hereafter specified.

RATES

(A) A dockage charge of sixteen (\$.16) cents per net register ton per calendar day, or fraction thereof, with a

THREE



INTERNATIONAL TRADE DEVELOPMENT

*"I am a citizen, not of Athens or Greece,
but of the world."*

—Socrates

INTERNATIONAL TRADE DEVELOPMENT

The U.S. Department of Commerce estimates that in 1986, over 15,500 manufacturing jobs throughout the New Hampshire economy were dependent on exports. Another 10,500 trade, business services and transportation-related jobs reflected substantial growth in international trade activity as well.

In 1988, the state's exports (to 103 countries) totalled \$913.3 million. And, in two more years, exports increased by 70 percent, a rate unique throughout the New England region.

In response, the New Hampshire State Port Authority unveiled a major marketing initiative in 1990 to:

- increase awareness of the Port's value-added line

of services worldwide, and

- build strategic relationships which would complement the Port's long-term commitment to meeting a growing demand, affecting economic growth in the state, and establishing a global presence for New Hampshire by opening doors to yet untapped markets.

Currently, the Port Authority's primary international activity is scrap metal. Shipments over the years have grown from 15,000 tons in 1975 to almost 300,000 tons per year today. A model program for recycling in the United States, this operation meets existing demands to export scrap metal out of the region's waste stream in addition to meeting the demands for scrap metal in overseas markets. Other bulk commodities

(recyclable or otherwise) make up the Port's major niche in northern New England.

Accountability to the needs of general cargo port users takes on equal priority at the NH State Port Authority. And, as state studies for port expansion (additional acreage and berthing) continue, interim seacoast intermodal services provide an efficient network for movement of containers and less-than-containerload freight to and from Portsmouth and around the world. Competitive rates, weekly schedules and access to increased lane segments add up to service to and from virtually every major market worldwide. Referrals for freight forwarding, customs brokerage and auxiliary services are available at the NHPA, (603)436-8500.

International Trade Development at the Port of NH is an extremely important element. A full line of trade services is available to companies wishing to open markets overseas as well as those already engaged in international operations.

The Port's Export Management Program offers individualized, confidential assistance with marketing, research, communications, logistical, regulatory and documentary aspects of trading overseas.

It also features an array of international trade and policy educational workshops, in conjunction with the NH International Trade Association.

Most notably in 1990, the Port's International Trade Development unit hosted representatives and dignitaries from over 45 countries, involving them directly in special event educational forums and in the business community of the region. The port salutes the many business professionals and academic leaders who have participated at these events and joined us in opening the doors of opportunity at New Hampshire's gateway to potential partners worldwide.

Among these visiting delegations, the Port of NH has worked very closely with Jetro (Japanese External Trade Organization), which now has representation in the New England market. Portsmouth enjoys special ties with the Japanese trade community that dates back to the signing in 1905 of the Treaty of Portsmouth, ending the Russo-Japanese War. President Theodore Roosevelt was awarded the Nobel Prize for his efforts at this seaport peace conference.

The Port of New Hampshire also expanded its world network during 1990 with the inauguration of its Sister Port Program. First, a Sister Port Memorandum of Cooperation was implemented with each of the following foreign ports:

- The Port of Gdansk/Gdynia, Poland
- The Port of Bratislava, Czechoslovakia
- The Port of Keelung, Taiwan
- The Port of Galway, Ireland

for the purpose of opening communications between our regions and to exchange port technology, marketing expertise and trade leads.

Then in September 1990, the Port of NH entered into a Sister Port Agreement with the Port of Brest, France. Under this agreement, our two ports maintain an American-European correspondent office relationship. As Europe has been the Port of NH's leading trading partner for many years, both the Port of NH and the Port of Brest are now well positioned as gateways between what will become the world's two largest markets in 1992.

The Portsmouth-Brest alliance has already yielded a highly successful level of business exchanges, including transatlantic travel programs, an Agreement of Cooperation between our two university systems (May 1991), and ongoing international trade management assistance to hundreds of firms, stateside and overseas. (See Chapter 4: Correspondent Office—Brest, France, page 49.)

The Port of NH welcomes inquiries on trade development for any foreign market and looks forward to ushering in a new era of infrastructure growth to match its commitment to potential trading partners worldwide. For further information call (603) 436-8500.

FOREIGN TRADE ZONE PROGRAM

A foreign trade zone is a site within the United States considered by the government to be outside U. S. Customs territory. Foreign or domestic merchandise may enter this enclave without a formal customs entry of the payment of customs duties or government excise taxes, and without a thorough examination.

If the final product is exported from the United States, no U.S. Customs duty or excise tax is levied. If the final product is imported into the United States, U. S. Customs and excise taxes are due only at the time of transfer from the foreign trade zone and formal entry into the United States. These are assessed on the product itself or its imported parts, whichever is lower.

Typically, duty on imported items can be deferred, or reduced if entered into a zone for one of the following reasons:

Storage	Manipulating	Testing
Re-exporting	Cleaning	Processing
Sampling	Assembling	Relabeling
Manufacturing	Repackaging	Salvaging
Displaying	Destroying	Repairing

The FTZ program is controlled by the Foreign Trade Zone Board, Washington, D.C. and U.S. Customs and is administered by Zone Grantees across the United States. There are four designated areas in New Hampshire authorized as Foreign Trade Zones. They

6034362780 NH PORT AUTHORITY



It is a pleasure
to join the Port
of NH in a
salute to
international
trade and
cooperation.

Since the signing of our Sister Port Agreement on
September 27, 1990, our two regions have
cultivated a rich exchange of transportation
technology, business and academic expertise.

Brittany is the foremost agro-industrial region of
France and its port authority is a reflection of the
region's importance. Situated at the crossroads of
major international maritime and aviation traffic,
and having one of the most beautiful coasts in the
world, the Port of Brest is a natural partner for the
Port of NH.

Congratulations to the Port of NH on the first
anniversary of our Sister Port program.

J. Kuhn
President, Chamber of
Commerce and
Industry of Brest

are administered by the N.H. Port Authority (Zone Grantee).

The Customs Service is responsible for the transfer of merchandise into and out of a zone, and for matters involving the collection of revenue. The Office of Regulations and Rulings at Customs Headquarters provides legal interpretations of the applicable statute, Customs regulations and procedures.

The District Director of Customs in whose district a zone is located is in charge of the zone as the local representative of the Foreign Trade Zones Board. He controls the admission of merchandise into the zone, the handling and disposition of merchandise in the zone and the removal of merchandise from the zone. Foreign Trade Zone No. 81 is in the Portland, Maine Customs District.

The Zone program can be accessed by all businesses, whether within zone boundaries or not. In order to activate space within the FTZ, first contact the NHPA.

FTZ SITES IN NH

FTZ NO. 81 INCLUDES:

SITE NO. 1 - PORT AUTHORITY TERMINAL (10 ACRES), PORTSMOUTH

- Space Available: 50,000-square-feet in transit sheds available for short term lease.
- Contact: The Port Authority (603)436-8500.

SITE NO. 2 - PORTSMOUTH INDUSTRIAL PARK (50 ACRES), PORTSMOUTH

- Located on U.S. Route 1 within two miles of Interstate 95 connecting Maine to Florida. One hour to Boston, six hours to New York and five minutes to Port Authority Terminal.
- Rail: 1760 ft. frontage on the B&M
- Municipal water and sewer
- Greenbelt theme in park.
- Design criteria applied by City to maintain continuity and covenants.

SITE NO. 3 - CROSBY ROAD INDUSTRIAL PARK (75 ACRES), DOVER

- Located on Spaulding Turnpike with direct access to U.S. Route 1 and I-95. One hour to Boston, six hours to New York and 20 minutes to Port Authority Terminal.
- Rail: B&M
- Municipal water and sewer.
- Protective covenants.

SITE NO. 4 - FORMER GRENIER AIR BASE (1400 ACRES), MANCHESTER

- Located near several major highways which connect Manchester to surrounding states.
- Rail: B&M.
- Airport: Manchester Airport, the largest in New Hampshire, with a 7,000-foot N-S runway. Full ILS. Regular daily flights to major U.S. cities.
- Municipal water and sewer.

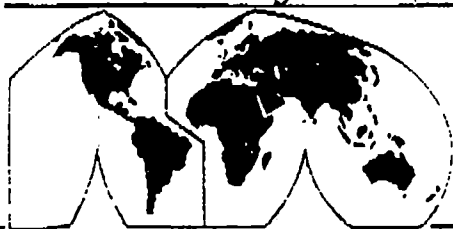
FLEET BANK'S INTERNATIONAL BANKING SERVICES

Fleet Bank's International Banking Group services the diverse financial needs of importers and exporters who require full service international monetary assistance. Working with a worldwide network of foreign correspondent banks, Fleet Bank can immediately expedite international financial transactions, executing in hours what normally might take days.

Fleet Bank's International Banking services include:

- Domestic and International Letters of Credit ■ Drafts and Transfers
- Foreign Exchange Transactions ■ Collections ■ Foreign Currency
- Foreign Currency Travelers' Checks

For more information on Fleet Bank's International Banking Services, call 603/594-5000.



One Indian Head Plaza, Nashua, NH 03061 USA

603/594-5000 Telex: 953080 FLEETBANK



New Hampshire International Trade Association

McConnell Hall • Room 108 • University of NH • Durham, NH 03824
603-862-1200 Fax: 603-862-4468

Affiliations

NH Small Business Development Center
U.S. Small Business Administration
University System of NH
U.S. Economic Development Administration
NH Department of Economic Development

December 17, 1991

Arlene Cohn
Director of Port Marketing and
International Development
555 Market Street
PO Box 506
Portsmouth, NH 03801

*FYI - Our monthly export
seminars have sold
out in 1990-91. Over
1000 in attendance
at last count!*

Dear Arlene:

On behalf of the New Hampshire International Trade Association, I thank you for your support in making this a dynamic year for educating New Hampshire on International trade. Looking back to this year, we have worked together to host seven Basic of Exporting seminars, an Export School and a Trade Expo.

Arlene, the Port Authority has been critical in meeting the needs of the some 800 attendees. Your in depth presentations on shipping and documentation has illustrated the potential for NH businesses to export and that the Port of New Hampshire is ready to meet these needs. Our efforts through these seminars has not only created an awareness to international trade, but a demand for an active New Hampshire Port.

On a last note, the seminars are in full swing for 1992, events are planned for February, March and April. Mark your calendar and lets make 1992 just as much of a success as 1991.

Sincerely,

Michael DeLucia
Michael DeLucia
President, NHITA

(603) 271-~~2591~~²³⁴⁴ Dawn Wivell
2591

Global Connections

New Hampshire's Primary Export Products

The most frequently exported products from New Hampshire include Industrial and Commercial Machinery and Computer Equipment, Electronic and Other Electrical Equipment and Components, Measuring, Analyzing, and Controlling Instruments, Photographic, Medical and Optical goods, Paper and Allied Products, Transportation Equipment, Fabricated Metal Products, Chemical and Allied Products, Rubber and Miscellaneous Plastics Products, Leather and Leather Products, Stone, Clay, Glass, and Ceramic Products, Textile Mill Products, Apparel and Other Finished Products made from Fabrics and Similar Materials, Agricultural Production Livestock and Animal Specialties, Lumber and Wood Products, Printing, Publishing, and Allied Industries, Food and Kindred Products, Scrap and Waste, Furniture and Fixtures, Petroleum Refining and Related Products.

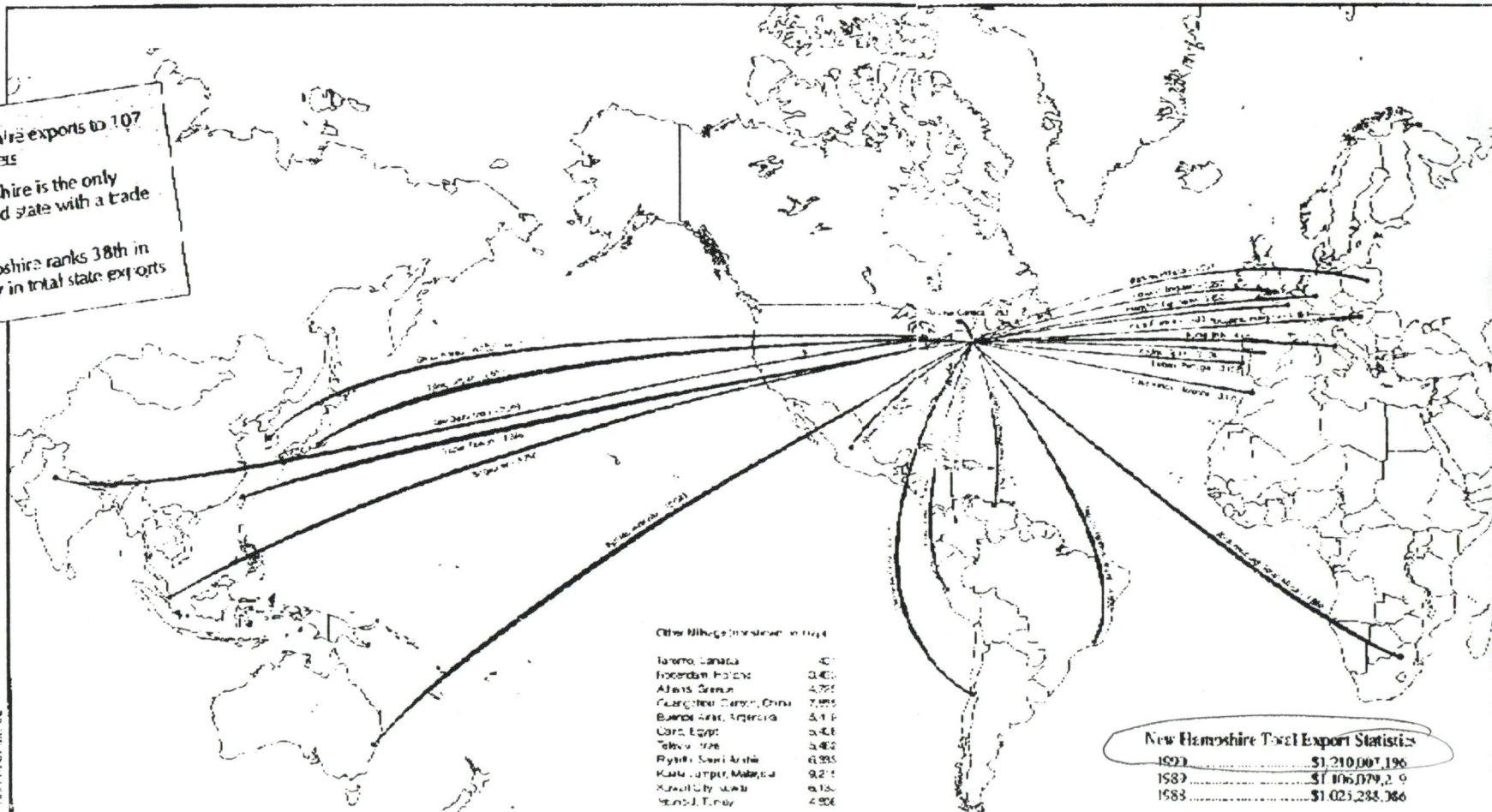
New Hampshire's Major Export Markets

	1990	1989	1988
Canada.....	\$325,348,656	237,428,654	177,453,812
Germany.....	\$116,257,343	45,918,492	37,243,509
United Kingdom.....	\$108,866,648	49,425,687	182,597,884
Japan.....	\$76,328,373	49,302,710	90,218,764
Netherlands.....	\$72,443,155	47,604,873	38,696,018
France.....	\$5,539,958	39,779,132	32,345,523
Pakistan.....	\$31,28,136	18,147,961	5,997,658
Australia.....	\$31,244,342	43,459,174	56,195,590
Korea, Republic of.....	\$21,440,982	46,369,243	38,738,071
Italy.....	\$26,664,087	28,917,559	27,067,954

	1990	1989	1988
China (Taiwan).....	\$23,871,419	29,597,642	26,126,255
Mexico.....	\$23,178,873	18,316,144	5,997,490
Switzerland.....	\$21,229,942	23,091,760	19,319,273
Israel.....	\$20,821,647	13,682,747	15,727,126
Dominican Republic.....	\$18,559,130	29,017,250	27,042,595
Singapore.....	\$18,348,914	18,961,906	24,317,744
Sweden.....	\$14,150,850	11,741,013	20,497,222
Spain.....	\$14,841,537	21,206,777	11,354,166
Turkey.....	\$13,492,225	8,117,368	23,584,211
Belgium.....	\$12,459,444	15,146,680	15,571,688

(16)

■ New Hampshire exports to 107 foreign markets
 ■ New Hampshire is the only New England state with a trade surplus
 ■ New Hampshire ranks 38th in the country in total state exports



The International Market

CANADA: The U.S. - Canada Free Trade Agreement, passed in 1988, has made it easier for small businesses to enter the Canadian market and gain valuable experience before competing in more distant and less familiar areas. Canada's proximity, coupled with its accessibility to small business exports, has made it New Hampshire's largest trading partner and a primary focus of the state's current international trade program. State-sponsored art sales, trade fairs, New Hampshire companies market their products and services, provide trade shows, trade delegations, advertising, and the New Hampshire/Canada Trade Council.

EUROPE: By 1992, the European community will ease trade barriers among its twelve member states, creating a "single" market of 344 million consumers with a gross domestic product of \$4 trillion. To tap into this enormous market, New Hampshire has targeted Europe in its trade development efforts. The Port of New Hampshire shares a Sister Port Agreement with Antwerp, France that is designed to increase the flow of trade and facilitate the development of businesses between New Hampshire and France. Future activities call for an array of marketing efforts in Europe to promote New Hampshire products and services and assist companies in penetrating the market.

EASTERN EUROPE AND THE SOVIET UNION: The collapse of communism in Eastern Europe and the Soviet Union has created interesting new opportunities for investment and export in those areas. New Hampshire has recognized the potential of these formerly closed markets and has begun to forge relations with Poland, Hungary, Czechoslovakia. In April 1991, the State of New Hampshire signed agreements with the Gdansk Region of Poland and with the Republic of Slovakia to establish an exchange in the areas of trade, economic development, culture, science and education. The objective of the agreements was to establish channels of communication to facilitate the development of ties with New Hampshire businesses, organizations, and institutions in the exchange areas.

JAPAN: The difficulty in surmounting Japan's trade barriers to imports is a pervasive concern. Less well known is Japan's recent commitment to a number of trade opening initiatives including: opening up the government procurement process to foreign firms; reducing the time period for processing patents to two years by 1992; shortening customs clearance procedures for imported products to a maximum of 24 hours; upgrading Japan's import infrastructure; continuing an import protocol program; eliminating tariffs on certain products; and offering government sponsored assistance to U.S. exporters to facilitate market entry. The State of New Hampshire is currently working with the Japan External Trade Organization (JETRO) to bring these export assistance programs to New Hampshire businesses.

THE PACIFIC BASIN: The Pacific Basin economies currently enjoy the fastest rate of economic growth in the world, fueled by relatively open markets and unhindered investment climates. The Republic of Korea, Hong Kong, Taiwan, and Singapore are rapidly industrializing and China looms as a huge market.

The State of New Hampshire works closely with the government sponsored organizations of these markets, particularly Taiwan, to assist New

TOTAL P.15

11

Don Whittle

(Hinchliffe/Nix)
January 14, 1992 3 p.m.
PEASE Draft Five

PRESIDENTIAL REMARKS: PEASE AIR FORCE BASE

HENLEY HANGAR

WEDNESDAY, JANUARY 15, 1992

8:45 a.m.

*Gregg
Cong. Hinchliffe
Sen. Smith
Business & Community Leaders*

[ACKNOWLEDGEMENTS] ~~[NEW HAMPSHIRE ANECDOTE]~~

*NH
OED*
It's great to be here -- and great just to be back in the Granite State. I've been here so many times, and especially to this base.

Now, I know the economy's on everyone's mind. Maybe sometimes I don't convey just how much I understand and care. Well, we're having real talks here today, and I'll let you judge for yourselves.

But let me tell you: I'm an optimist. I'm an optimist because I know that Americans won't stand still for anything less than the best. I'm confident because I know just what this country has going for it: Great people with rock solid values; an industrial base second to none; the world's finest university system; and a role as the greatest military, political, economic and moral power on earth.

*Sue
McDonald
PDA*
I know times are tough in the Granite State. I also know that you're doing something about it. Some of you here today are directly involved in the revitalization of Pease and the Newington/Portsmouth communities. You've taken on the challenge of leadership. You've looked ^{at} hardship. You've sized up your assets. And you're building on the sensible concept of using

your unique combination of an airport and a deep water port to create the hub of an international market.

*Sue McDonald
&
Dawn
to Urrall*

And all over the state, people are doing the same thing: Building on their strengths and turning hard times into the beginning of a new era of growth and opportunity.

[r and d initiative]

The American economy has been my top priority from Day One. Go back and look at the record, and you'll see that I have promoted a growth and competitiveness strategy from the start.

We've opened up markets for American exports, and built the foundations for a new world of free and fair trade. That's what I did in Asia last week, and you'll see the results as quality American businesses do the hard work of building new markets for themselves.

Every billion dollars of merchandise exports means 20,000 American jobs. All over the world, people are as hungry for American products as they were for the American ideals of freedom. Asia is our fastest-growing market, and our own hemisphere is the second-fastest growing market.

*✓
USTR
Past
speeches*

I've led the fight for free trade -- with the U.S.-Canada Free Trade Agreement, and in proposing a North American Free Trade Agreement, the Enterprise for the Americas Initiative, and by standing firm for open markets in the Uruguay Round of GATT negotiations.

We've invested in things that make us more competitive.

I've increased funding for basic research by 26 percent since

*Phil
Dane
6953
OMB*

coming to office. Democrats have tried to cut that each year, preferring to spend the money on water projects and monuments to Lawrence Welk. \\

We're investing in technologies of the future -- high performance computing, materials science, biotechnology. These new technologies make us faster, tougher, smarter and healthier.

We've encouraged private sector investment. We know that you don't create jobs out of the blue, and you don't create them by signing a law. Jobs begin with ideas, investment, and hard work. No investment, no jobs.

I've tried to make permanent the tax credit for research and development. Democrats won't do it.

I've tried to cut the tax on capital gains -- which will make us more competitive and will reward success instead of punishing it. Democrats won't do it.

And I've proposed ways of making our workforce ready for the Age of Competition. Our public school system was designed in the horse-and-buggy era. I have proposed an educational revolution to build schools for the 21st Century. But guess what? Democrats won't do it.

I've increased government support of math and science education by 32 percent in the last two years, and launched a program to use our federal resources to train teachers, improve school curriculums, and reach our goal of becoming the world's best in math and science by the year 2000.

The Cold War is over. Now we're moving into a new world -- a different kind of world, which will be defined by excellence and competition. We won the Cold War through determination and ideals, and we'll win the challenge of competition the same way. We won't back away from this challenging new world. We'll shape it.

My Asia talks were a crucial first step in forging the international trading system of the future. The stakes are real. Here, in New Hampshire, you do \$1.2 billion worth of export business annually, and export-related industries provide nearly 10 percent of the state's jobs.

*Don
Wick
OED
(603)
271-
2391*

The international trade structure holds the key to our future. We must be clear. Our goal isn't to beat anyone. It's to show just how great we are. We do that by opening markets, fighting to trim back government subsidies; breaking down trade barriers; and insisting on rules of fair play.

So as we think about the harsh realities of economic growth in the international marketplace, let me propose a four-point, common-sense test for every plan you hear -- including mine.

Point One: Does it make economic sense? Will the plan get the economy moving again and safeguard American jobs?

This point seems obvious, but some people seem to believe that you build an economy up by knocking a President down -- or by passing a law with the word, "jobs" in the title.

You're in the jobs business. You know you need investment to set up a business -- any business. You need sound national

economic policies -- low taxes, no unnecessary regulations; good roads, bridges and infrastructure.

Second: Does it make America more competitive?

In the new international marketplace, Americans must meet the demands of foreign competition, and the government must work to open markets so that good American companies can expand their base and create good jobs.

Third point: Does it address your basic concerns: Does it protect what you want protected, promote what you want promoted? A good economic plan should preserve the value of your hard-won assets -- your home, your ^rincome, your retirement savings -- rather than letting bad policies nibble away at them.

It also should enable you to choose affordable housing, good schools for your children, and decent health care for your family. No one should have to go broke taking care of these basic necessities.

Point four: Does the plan get Washington's house in order? Government must get its spending under control, and eliminate programs that don't work or that duplicate other programs.

Taxpayers deserve to get their money's worth for the \$14 trillion they pay out in taxes.

So, to repeat my four-point, common-sense test: Does it make economic sense? Does it make America more competitive? Does it address your basic concerns? Does it get government's house in order?

When people shake your hands, call you by your first name and try to sell you an economic plan, put them to this test. Listen carefully to my competition, and listen to what I have to say. Frankly, I'm counting on you to sort out fact from fiction -- and reality from rhetoric.

When you've studied the plans, asked these questions, and made up your minds -- then send your message. Send it to Congress and to everyone who comes knocking at your door around here this time of year. Tell them: in New Hampshire we know the difference between election year fluff and real leadership.

I didn't come up here with a bagful of miracles or supprises. I won't promise to outlaw bad weather. I won't define strength in terms of hatreds, or leadership in terms of insults.

You've seen me over the years. You know what kind of man I am. You've seen me in office to know that I'll continue to wage war against runaway spending. I'll fight abroad for freer and fairer trade. I'll fight against protectionism, isolationism and the kind of Know Nothing Nativism that tries to portray weakness and suspicion as strength. I'll fight at home -- for better schools, a cleaner environment, safer streets, and a future true to our abilities and ideals. \\\

Thanks for this chance to talk with you and learn from you. Good luck in all that you do -- and may God bless you and this beautiful state of New Hampshire.

#