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THE WHITE HOUSE

WASHINGTON

Feb. 24, 1992

To Dave Demarest

Dave, here's another good
example of our international competit-
iveness.

Beth for Hannah
2/11

U.S. Electronic Products Plug In To Western Europe

Strong Sales of High-Tech Goods Create \$16 Billion Trade Surplus

By Patrick Oster
Special to The Washington Post

BRUSSELS—Riley Wilson came to Belgium this month to try to sell a few things. His firm, Video & Telecommunications Inc. in Springfield, Va., sold \$16 million worth of computer peripheral equipment in his home market last year, but intense competition cut deeply into his profits. Now, he needs a new market.

"I've heard the competition isn't as bad in Europe," he said.

He's heard right. Last year, U.S. electronics firms sold Western European customers \$16.1 billion more of computers, components, semiconductors, instruments, telecommunications equipment and other electronic goods than Western European firms sold U.S. customers. According to the Washington-based Electronic Industries Association, U.S. electronics firms sold \$24.6 billion worth of goods in Western Europe in 1991.

This was more than one-third of worldwide U.S. electronic goods exports of \$71.6 billion in 1991, according to the industry association. And exports account for more than one-quarter of the total output of U.S. electronics factories.

While many Americans believe the Japanese dominate the world electronics industry because of visible sales and technological breakthroughs in televisions, videocassette recorders, compact disc players and other consumer electronic items, U.S. firms continue to dominate many electronics areas such as microprocessors, medical instruments and telecommunications equipment. In fact, the \$16.1 billion 1991 surplus in U.S. electronics export sales in Western Europe is equal to the U.S. surplus for all trade with Western Europe. While the electronic goods surplus was \$2 billion more than the 1990 surplus, the overall surplus was up sharply from \$4 billion the year before.

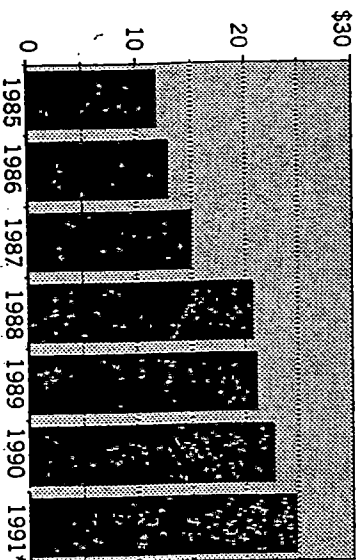
It is a figure that underscores the fact that for all the problems the United States is having in narrowing the trade gap with Japan, U.S. goods, including high-technology items, are selling very well in other parts of the world. U.S. exports in 1991 totaled \$421.9 billion, up sharply from \$393.6 billion in 1990, helping to shrink the overall trade deficit to \$66.2 billion.

Similarly, the figures demonstrate Europe's vulnerability in the entire spectrum of electronic products.

European electronics manufacturers are squeezed by Japanese companies in consumer electronics and by American companies in other high-tech electronics areas. The European electronics industry already has been transformed by a wave of company failures and mergers, with more expected

See ELECTRONICS, H5, Col. 1

ELECTRONIC GROWTH
SALES OF U.S. ELECTRONICS TO WESTERN EUROPE,
IN BILLIONS OF DOLLARS



NOTE: Figures are for non-consumer electronics such as computers, telecommunications equipment and medical instruments.

SOURCE: Electronic Industries Association

*Estimate

Photo Copy Preservation

SUNDAY, FEBRUARY 23, 1992 H5

THE WASHINGTON POST

U.S. Holds Lead in Cutting-Edge Technology

ELECTRONICS, From H1

as the December deadline for breaking down remaining barriers to trade between countries approaches.

While small companies like Riley Wilson's are trying to break into the European market, much of the surplus in electronic goods currently is accounted for by industry giants.

About \$1 billion of this year's surplus was posted by Intel Corp., manufacturer of microprocessors for personal computers compatible with those made by International Business Machines Corp. Intel's \$1.07 billion in European sales, a small portion of which involved products from a new factory in Ireland, were 24 percent higher in 1991 than in 1990, and accounted for 22 percent of the Santa Clara, Calif., firm's \$4.8 billion in worldwide sales.

Intel, which provides fast 386- and 486-microprocessor chips that are the brains of personal computers, sold \$138 million more in semiconductors in 1991 in Western Europe than in 1990, according to Dataquest Inc., a San Jose-based market research firm.

In the semiconductor sub-category of integrated circuits, Intel's sales vaulted them over Germany's Siemens AG and France's Thomson-CSF, into the No. 2 spot in European market share behind Philips Electronics NV of the Netherlands. Overall, Intel moved from sixth place to fifth in Western European market share in semiconductors based on the \$760 million in sales it had in 1991, compared with the \$622 million in 1990.

Even against the Japanese, Intel and fellow U.S. semiconductor maker Tex-

as Instruments Inc. sold more semiconductors in Western Europe than Toshiba Corp., NEC Corp. and Hitachi Ltd., the leading Japanese firms.

Steve Poole, Intel's general manager for Europe, said 1992 looks even better given projected sales of new Intel technology for networked computers (personal computers that are linked by communications cables), flash memories (a new type of memory technology that could eventually replace magnetic disks) and multimedia processors.

Likewise, Medtronic Inc., the world's largest manufacturer of pacemakers and other medical therapeutic devices, expects a 15 percent increase in Western European sales in the fiscal year that ends April 30, said Bill Chorske, president of Medtronic-Eu-

rope. More than \$240 million of the Minneapolis-based firm's \$1.2 billion in worldwide sales were in Western Europe last fiscal year, according to industry estimates.

As with other U.S. electronics firms, some Medtronic sales were made easier by the fact that the U.S. dollar has lost about half of its value vis-a-vis Western European countries since 1985. Lower prices helped Medtronic cut into the market shares of the medical divisions of Germany's Siemens and Italy's Fiat SpA. But Chorske also attributes Medtronic's success to the 10 percent of revenue it spends yearly on research and development to produce cutting-edge products and to its energetic customer-service program.

"Service is one of the things that distinguishes us from our competition," Chorske said. "That and technological edge."

Two years ago, that research and

development investment helped Medtronic introduce a ground-breaking pacemaker that adjusts to perceived changes in a wearer's physical activity. It was a big seller last year when Medtronic also introduced a pacemaker designed to help wearers who suffer from sudden-death syndrome or who are susceptible to heart fibrillation.

Computers and related products accounted for more than half the estimated 1991 electronic goods surplus, according to the Electronic Industries Association. Compaq Computer Corp. led the field in sales growth, increasing its Western European market share from 8.9 percent to 10.4 percent, selling both exported and made-in-Europe computers, according to Dataquest.

Not just big firms did well. Small telecommunications companies, mirroring the equipment sales success of giant AT&T, scored double-digit gains in Western European sales. For example, Converse Technology Inc. of

Woodbury, N.Y., which sells electronic mail and other integrated message systems to European phone companies, racked up a 25 percent increase in sales compared with 1990, according to industry analysts.

With an array of cutting-edge products, such as hand-held scanners that connect to computer networks, Symbol Technologies Inc. of Bohemia, N.Y., is expected to report a \$20 million increase for 1991 in Western European sales over its 1990 figure of \$70 million, according to industry analysts, who calculate Symbol's worldwide sales last year at \$300 million.

Wilson, president of Video & Telecommunications Inc., hopes to enjoy similar success. "We see the European marketplace as not as mature as the U.S., with a lot of room for a lot of non-name brands," Wilson said. "Most of the big boys are there—IBM, Apple, Compaq—but we see an opportunity to sell on price and performance."

MANAGEMENT SYSTEMS INTERNATIONAL

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January 31, 1991

NOTE FOR DAVID DEMEREST
Office of Communications
The White House

The speech was super! Ignore the bad news bears at the networks and keep going. The content was strong and the tone was the right one.

An idea for an insertion into "on the road" versions of the speech -- at the point where trade and competitiveness comes up -- occurred to me as I watched. There's more to this than reducing trade barriers, as you well know. Hence, there's a natural opportunity in speeches around the country to add a "here's what you can do" element -- aiming it squarely at the thousands of manufacturers and intermediaries who are "infrequent exporters", i.e., they are in the game, but only export around a quarter of a million a year each. They, perhaps more than big business, have the potential to significantly increase exports. So for what it's worth, here are some words.

"We are going to do everything in our power to reduce foreign trade barriers and eliminate subsidies that limit America's ability to compete effectively in world markets. But what government does for trade is the least of it -- our effectiveness in world markets depends primarily on the foreign sales of American businesses. America's success in exporting depends on firms of all sizes -- selling to all sorts of markets -- and taking advantage of the opportunities for trade we already have.

- o Our biggest single foreign market isn't Europe or Japan -- it's Canada -- where we have already negotiated a free trade agreement that's full of opportunity.
 - Every American business that knows it has a good product should be trying to make a sale in Canada -- and then using what they've learned about exporting to move into other markets.
- o In to markets to the South, where special arrangements with the Caribbean already make that area attractive, and where we are now working toward a free trade agreement with Mexico.
- o To Europe -- where it has been proven, time and again, that consumers want to buy American products -- and where sales by U.S. firms earned us a major positive trade balance last year.
 - Those exports sales are more than just numbers -- exports mean jobs. Every billion dollars in exports means 20,000 jobs for American workers.
- o And finally to Asia -- another land of opportunity for America's exporters. U.S.

firms are already succeeding in Asia -- selling airplanes and telecommunications equipment to Japan, wheat and fertilizers to China, and electrical machinery and computers to Singapore. There is room to multiply our exports to Asia many times over.

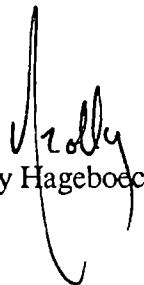
Lots of American businesses are already active in the export game. Our best estimates show that -- between manufacturers, wholesalers, and trading companies -- roughly a hundred thousand U.S. firms are involved in exporting American products. Yet only a few have more than a toe in the water.

There are tens of thousands of firms -- roughly 75% of our exporters -- for whom exporting is a sideline -- a secondary business. Well let me tell you -- if each of these firms would take that business seriously -- and work themselves up to the point of making a shipment a week, instead of a shipment a month -- the United States would have a trade surplus -- rather than a \$65 billion trade deficit.

So I'll do all I can to open more markets for American business. I'll toss that football -- but you have to run with it. American business has to put our trade opportunities to work."

Commerce (probably USFCS) and Census can verify/update figures cited above -- and they also have the kind of stories -- perhaps on a state-by-state basis -- that make good one-liners about how Company X has penetrated Market Y with manufactured goods, agricultural commodities and a range of services from banking to construction. SBA's another place to check for export success stories.

Enough. Happy New Year! Say "hi" to Sarah.


Molly Hageboeck



Republican
National
Committee

*Copy Beth for
Savannah
Speech*

February 11, 1992

MEMORANDUM TO: DAVE DEMAREST
 B. JAY COOPER
 WILL FELTUS

FROM: CLAYTON YEUTTER *CY*

In case you haven't seen it, here's some good ammunition on the trade front.

CY:lfl

Attachment

And even if the estimates are off, we might have a few billion deficit in a worst case scenario, and more than likely have nearly a real neutral balance/.

⁹⁹⁹
This is not cause for complacency. The real point is that now you, me, and a few others know our real trade picture. The other 249,999 Americans don't. I can assure you the Democrats are not going to come out and say part of our trade problems are myths.

Sincerely,

Harry Freeman

Harry Freeman
all the best!!

the entrepreneurship of Ted Turner, owner of the independent superstation WTBS-TV and founder of Cable News Network, launched to provide 24-hour news service to cable subscribers across America.

All the advances of this "Cinderella city" are now taken for granted by many. But they were not a foregone conclusion in 1945. George Sessions Perry wrote then in the *Saturday Evening Post* that Atlanta's chief claims to fame were (1) the "now defunct" Ku Klux Klan, (2) Coca-Cola, (3) grand-slamming Bobby Jones, and (4) Margaret Mitchell's *Gone with the Wind*. Atlanta, Perry wrote, "is a hot-bread, boiled-greens, fried-chicken-and-cream-gravy town," and "her downtown business district is less attractive than Birmingham's."

The years that followed would produce in Atlanta a generation of aggressive economic hustlers and personalities with the dynamism of architect-developer John Portman, the man responsible for some of postwar America's most architecturally adventuresome buildings. Atlanta's deeper problems were not, of course, to be dealt with in a twinkling. The city proper lost 70,000 people in the '70s, dropping to a total population of 425,022 while the suburbs gained. In the early 1980s, it went through the excruciating agony of the murder of 28 black children. Yet Atlanta also began to attract back talented blacks who went North years ago. In 1981, Rand McNally's *Places Rated Almanac* rated the Atlanta area as overall the best place to live in America.

The 1980 Census found 5,464,265 people in Georgia, a ranking of 13th among the states. About 2 million people live in the Atlanta area, and an additional 1.3 million in five other metropolitan areas (Savannah, Albany, Macon, Columbus, Augusta, and suburban Chattanooga, Tennessee) plus the counties around the medium-sized cities of Athens, Rome, and Valdosta. Economically and culturally, these cities and suburbs are "where the action is" in modern Georgia.

But one should not forget rural small-town Georgia, where the lifestyles and attitudes of the Old South hold on more tenaciously. Thirty-nine percent of Georgians still live in these areas, which one observer has summed up as "static Georgia" as opposed to "dynamic Georgia" of the larger cities and suburbs. Politically, rural Georgia divides into three regions: north Georgia, an Appalachian territory with few blacks; the black belt, which cuts across central and southwestern Georgia, including many counties with a black majority; and, finally, south Georgia, where whites form a heavier majority than in the black belt.

Politics of Turmoil

Georgia's politics have been chaotic and exciting ever since the early 1960s. The first big sign of change came in 1964 when the state that had *never* failed to go Democratic voted for Barry Goldwater for president. Two-party-ism developed for an unsavory reason: white Georgians' disgust with the Kennedy-Johnson administration's support of the civil rights movement. But other

only 50 percent of the national average back in 1929 and 68 percent in 1950, had climbed to 97 percent in 1980.

Georgia's accomplishments are not only economic. The state has also made enormous strides in race relations. It has attracted back thousands of talented blacks who felt forced a generation or two ago to seek a life in the North. Jimmy Carter's best assurance for a place in history comes from his 1971 inaugural address: "I say to you quite frankly that the time for racial discrimination is over. Our people have already made this major and difficult decision. No poor, rural weak or black person should ever have to bear the additional burden of being deprived of the opportunity for an education, a job, or simple justice." Carter later hung the portrait of Martin Luther King, Jr., in the state capitol, still a courageous deed in the Georgia of the early 1970s.

Atlanta became one of the most vibrant cities of the latter 20th century, at once a symbol and the heartbeat of the new Southern economy. In the present day, according to Southern economist Philip Hammer, Atlanta's position is based on more than its location (though that is still vital). "It is based rather," according to Hammer, "upon a new set of essential functions in an increasingly complex industrial structure—the 'central work' functions of business, industry, finance and government that cannot be duplicated anywhere else. No other city in the region occupies or duplicates Atlanta's role as the spark plug, catalyst, generator, service center, financier, clearing house, trading point, policy maker and pace setter for the region's new economy." Hammer might have added that no other Southern city comes close to Atlanta as a center of intellectual ferment, black leadership, and the civil rights movement. Singly, no one of these factors might mean too much; taken together, they effect a kind of critical mass that makes Atlanta the premier city of the South and a force to be reckoned with nationally.

anecdote No matter what measure one draws from the statistical handbag, Atlanta's preeminence is illustrated. The rail lines of the South still converge there, but so do the interstate routes and the air routes at Atlanta's big new Hartsfield International Airport, opened in 1980. (Atlanta has become the world's busiest airport in number of planes taking off and second only to Chicago's O'Hare in volume of passengers.) There was an old joke in railroading days about Southerners agreeing that whether they went to heaven or hell, they would have to pass through Atlanta; now it has been revamped with a new punch line in which a Southerner, asked whether he will go "down" or "up" after death, replies, "I don't know, but whichever, I'll have to change planes in Atlanta." On this side of the Great Divide, all Southern capitalists turn now to Atlanta for money; its banks are among the most aggressive in the entire United States, and it is no longer necessary to run to New York for big financing. Atlantans like to point out that 431 of the *Fortune* 500 industrial firms have offices in Atlanta. The city is also the nerve center of federal government offices in the South. Retailing, professional services, light manufacturing, and construction have all boomed in postwar Atlanta. The downtown skyline has been entirely remade in the past years, and will be remade again in the next decades. In the 1970s, Atlanta became a media center through



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INTERNATIONAL TRADE ADMINISTRATION
U.S. DEPARTMENT OF COMMERCE
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FROM: JEFF STODARD

Comments: Re PER OUR PHONE CONVERSATION.

If you have any questions please
call me.

Thanks,
Jeff

TRADE PROMOTION COORDINATING COMMITTEE
U.S. Department of Commerce
Room H3867
14th and Constitution Avenue, NW
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Georgia Export Facts



U.S. DEPARTMENT OF COMMERCE
International Trade Administration
February 1992

*Prepared by Scott Ellsworth
Trade Information & Analysis
(202) 377-4363*

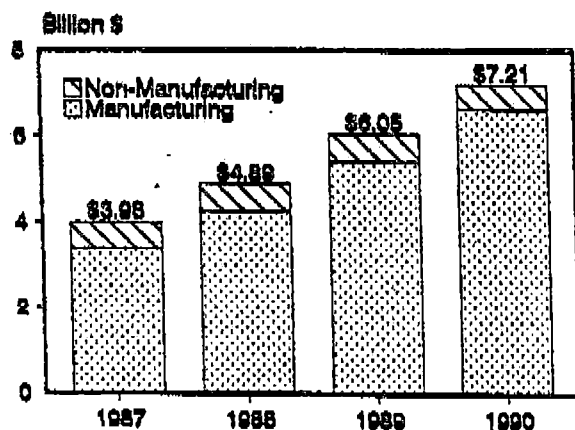
GEORGIA EXPORT FACTS

- Georgia's exports rose 19 percent in 1990, increasing to \$7.2 billion from \$6.1 billion in 1989. Georgia's 1990 exports were 81 percent above their 1987 level.
- In 1990, Georgia ranked 15th among all 50 states and the District of Columbia in the value of exports.
- Georgia's top five export industries in 1990 were transportation equipment (\$1.1 billion), computers & industrial machinery (\$974 million), paper products (\$868 million), chemicals (\$632 million), and tobacco products (\$564 million). These industries together accounted for 57 percent of the state's total shipments abroad.
- Georgia's exporters diversified into 28 additional foreign markets during 1987-90. The state exported to 152 markets in 1987 and to 180 markets in 1990.
- Georgia's exports to Canada--the leading U.S. trade partner and Georgia's largest foreign market--almost doubled from \$634 million in 1987 to \$1.3 billion in 1990 and accounted for 17 percent of the state's total 1990 exports.
- The state's exports to Mexico--another major U.S. trade partner and Georgia's third-largest export market--quadrupled from \$108 million in 1987 to \$435 million in 1990. Leading exports to Mexico in 1990 were transportation equipment, chemicals, paper products, computers & industrial machinery, and scientific & measuring instruments. These five exports made up 65 percent of Georgia's 1990 exports to Mexico.
- Georgia's 1990 exports to other important markets were: Japan (\$718 million), West Germany (\$424 million), United Kingdom (\$379 million), Belgium (\$283 million), and South Korea (\$265 million).
- In 1987, the latest year for which export-related employment data are available, about 114,400 workers in Georgia owed their jobs to exports of manufactured goods.
 - An estimated 53,900 manufacturing jobs were directly supported by export sales of manufactures.
 - Another 60,500 jobs in non-manufacturing industries--e.g., services, wholesale & retail trade, communications, and transportation--were indirectly sustained by manufactures exports.
- The Atlanta metropolitan area in 1986 exported an estimated \$2.3 billion of manufactures, which sustained about 17,200 workers in the manufacturing sector.

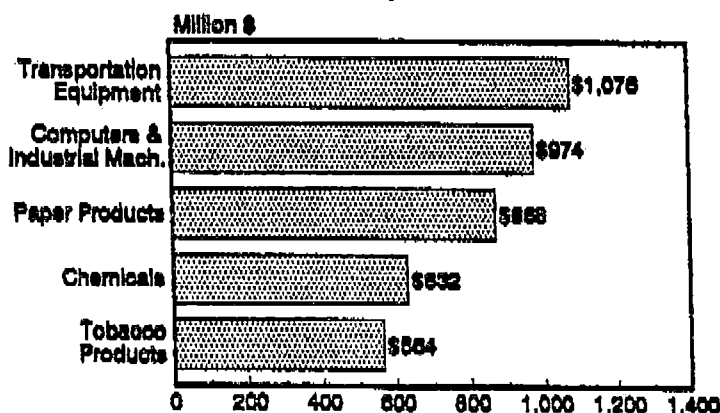
Sources: Census Bureau, Massachusetts Institute of Social & Economic Research
Prepared by: Trade Information & Analysis, U.S. Department of Commerce, (202) 377-4363

GEORGIA: EXPORTS TO THE WORLD

Georgia's Exports Grew
81 Percent from 1987 to 1990



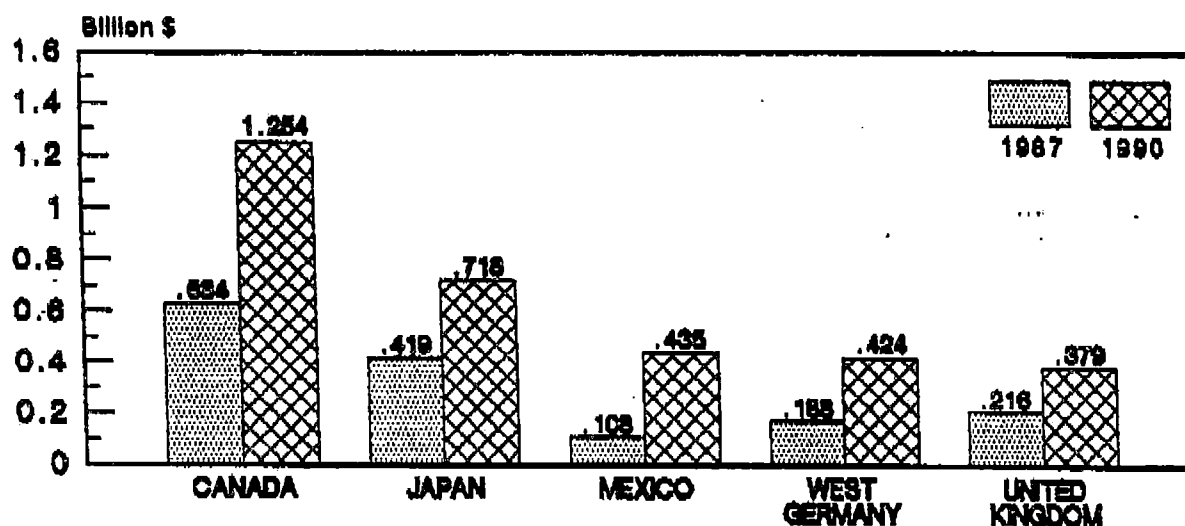
The Top 5 Exports Accounted for
57 Percent of Georgia's
Total Exports in 1990



GEORGIA'S EXPORTS, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989	1990
AGRICULTURE, FORESTRY & FISHERIES	105,140	146,766	145,237	152,024
Agriculture - crops	79,004	111,388	119,318	122,092
Agriculture - livestock	24,166	31,965	21,212	21,383
Forestry	1,942	3,408	3,738	4,045
Fishing, Hunting	29	5	949	4,504
MINING	388,513	371,424	407,652	228,276
Metal Mining	4,892	4,561	932	3,007
Coal Mining	0	3	0	52
Oil & Gas	0	0	54	280
Non-Metallic Minerals	383,622	366,860	406,666	224,937
MANUFACTURING	3,380,060	4,258,219	5,417,842	6,648,557
Food Products	153,495	175,228	205,504	255,516
Tobacco Products	273,197	381,068	510,569	564,340
Textile Mill Products	246,956	307,687	390,819	554,595
Apparel	104,134	135,722	145,361	145,942
Lumber & Wood Products	32,593	53,597	63,343	65,756
Furniture & Fixtures	6,390	11,428	10,662	15,404
Paper Products	602,240	696,233	889,120	867,952
Printing & Publishing	9,205	13,417	29,419	17,564
Chemical Products	299,521	423,331	519,342	631,520
Petroleum Refining Products	1,844	1,526	1,488	7,996
Rubber & Plastic Products	44,363	61,358	70,688	121,843
Leather Products	753	2,248	3,107	7,476
Stone, Clay & Glass Products	42,390	43,554	40,258	248,959
Primary Metal Industries	51,343	41,166	95,599	115,176
Fabricated Metal Products	66,019	73,637	98,458	170,403
Computers & Industrial Machinery	523,624	679,609	768,531	973,645
Electric & Electronic Equipment	277,237	323,878	385,989	476,869
Transportation Equipment	521,921	597,440	912,066	1,075,734
Scientific & Measuring Instruments	96,464	198,689	232,513	281,015
Miscellaneous Equipment	26,369	37,402	45,005	50,849
OTHER	103,487	113,039	83,996	182,514
Scrap & Waste	41,594	36,723	62,973	69,112
Second Hand Goods	45,446	47,670	1,667	5,432
Goods Returned to Canada	0	0	0	20,969
Military Equipment	16,447	28,645	19,356	87,001
GEORGIA'S TOTAL EXPORTS	3,977,201	4,889,449	6,054,727	7,211,371
SOUTH ATLANTIC STATES' TOTAL EXPORTS	33,713,191	41,358,499	47,006,898	54,761,332
GA'S SHARE OF REGION'S EXPORTS	11.8%	11.8%	12.9%	13.2%

GEORGIA'S LEADING EXPORT MARKETS



GEORGIA'S TOP 35 EXPORT MARKETS IN 1987 & 1990

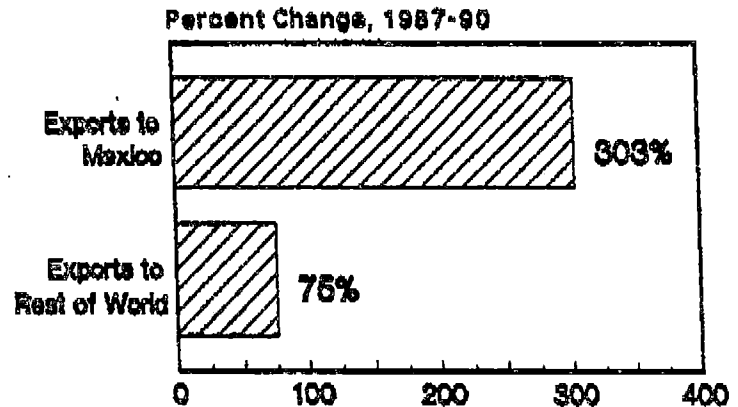
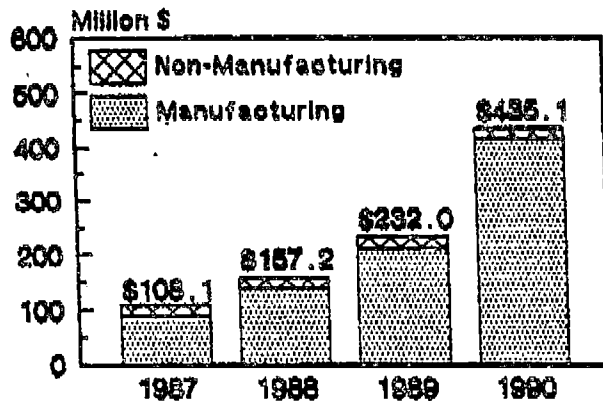
(Thousands of Dollars)

1987			1990		
RANK	COUNTRY	\$ VALUE	RANK	COUNTRY	\$ VALUE
1	CANADA	\$634,411	1	CANADA	\$1,253,818
2	JAPAN	419,191	2	JAPAN	717,932
3	UNITED KINGDOM	216,324	3	MEXICO	435,118
4	WEST GERMANY	167,539	4	WEST GERMANY	424,164
5	NETHERLANDS	152,008	5	UNITED KINGDOM	379,466
6	SAUDI ARABIA	149,535	6	BELGIUM	283,413
7	ITALY	141,637	7	SOUTH KOREA	265,466
8	FRANCE	140,234	8	FRANCE	195,458
9	MEXICO	108,097	9	NETHERLANDS	188,810
10	TAIWAN	103,142	10	ITALY	185,994
11	BELGIUM & LUXEM	99,621	11	TAIWAN	177,465
12	HONG KONG	86,175	12	HONG KONG	171,267
13	SPAIN	74,870	13	IRELAND	146,171
14	CHINA	73,652	14	AUSTRALIA	142,229
15	AUSTRALIA	64,127	15	EGYPT	127,698
16	TURKEY	62,109	16	SAUDI ARABIA	107,026
17	BRAZIL	59,369	17	COSTA RICA	99,139
18	VENEZUELA	58,695	18	SPAIN	97,435
19	COSTA RICA	55,880	19	SINGAPORE	94,080
20	UNITED ARAB EM	49,803	20	SWEDEN	85,816
21	ARGENTINA	46,130	21	VENEZUELA	72,048
22	SOUTH AFRICA	46,090	22	BRAZIL	71,646
23	DOMINICAN REP	43,047	23	THAILAND	59,436
24	SOUTH KOREA	40,758	24	ISRAEL	54,329
25	SWEDEN	38,780	25	COLOMBIA	53,121
26	PANAMA	38,368	26	PANAMA	52,305
27	INDIA	37,100	27	CHILE	51,125
28	FINLAND	36,558	28	CHINA	49,192
29	JAMAICA	34,240	29	NIGERIA	47,411
30	IVORY COAST	32,544	30	FINLAND	47,035
31	COLOMBIA	28,471	31	DOMINICAN REP	45,924
32	PHILIPPINES	27,244	32	SOUTH AFRICA	45,153
33	BERMUDA	27,101	33	CAYMAN ISL	42,795
34	ISRAEL	26,778	34	UNITED ARAB EM	40,628
35	SINGAPORE	25,379	35	SWITZERLAND	39,072
TOP 35 TOTAL		\$3,445,005	TOP 35 TOTAL		\$6,349,184
ALL 152 MARKETS		\$3,977,201	ALL 180 MARKETS		\$7,211,371
TOP 35 PERCENTAGE		86.6%	TOP 35 PERCENTAGE		88.0%

Georgia's Exports to its Top Ten Export Markets Accounted For
56.1 Percent of its Total Exports in 1987 and 60.0 Percent in 1990.

GEORGIA: EXPORTS TO MEXICO, 1987-90

Georgia's Exports to Mexico Rose 303% from 1987 to 1990,
228 Percentage Points Faster Than Export Growth to the Rest of the World



GEORGIA'S EXPORTS TO MEXICO, BY INDUSTRY SECTOR (Thousands of Dollars)

	1987	1988	1989	1990
AGRICULTURE, FORESTRY & FISHERIES	519	593	1,798	5,579
Agriculture - crops	121	274	1,344	4,265
Agriculture - livestock	40	176	30	747
Forestry	358	143	420	312
Fishing, Hunting	0	0	4	254
MINING	15,114	12,732	8,348	4,147
Metal Mining	147	154	47	83
Coal Mining	0	0	0	0
Oil & Gas	0	0	0	0
Non-Metallic Minerals	14,967	12,578	8,301	4,063
MANUFACTURING	88,675	138,934	213,214	412,761
Food Products	3,944	2,809	9,959	6,391
Tobacco Products	0	54	75	139
Textile Mill Products	2,112	5,009	9,876	22,837
Apparel	407	907	1,063	3,193
Lumber & Wood Products	15	14	29	187
Furniture & Fixtures	36	16	396	393
Paper Products	22,045	23,104	34,089	39,436
Printing & Publishing	84	364	260	652
Chemical Products	15,909	20,921	39,456	43,265
Petroleum Refining Products	18	178	138	81
Rubber & Plastic Products	1,798	4,221	3,622	16,731
Leather Products	15	221	62	272
Stone, Clay & Glass Products	4,139	1,435	3,123	10,672
Primary Metal Industries	2,656	3,114	8,226	20,891
Fabricated Metal Products	887	1,166	2,650	22,491
Computers & Industrial Machinery	11,311	30,828	34,700	38,515
Electric & Electronic Equipment	20,312	6,313	8,135	21,082
Transportation Equipment	859	2,319	24,289	123,701
Scientific & Measuring Instruments	2,077	35,299	32,341	36,548
Miscellaneous Equipment	51	643	726	5,284
OTHER	3,789	4,930	8,656	12,632
Scrap & Waste	3,378	4,240	7,600	8,216
Second Hand Goods	327	246	76	41
Military Equipment	84	463	980	4,375
GEORGIA'S EXPORTS TO MEXICO	108,097	157,208	232,017	435,118
GEORGIA'S EXPORTS TO WORLD	3,977,201	4,889,449	6,054,727	7,211,371
MEXICO'S SHARE OF GEORGIA'S EXPORTS	2.7%	3.2%	3.8%	6.0%

Mexico in 1990 Ranked THIRD Among Georgia's 180 Export Markets

STATISTICAL NOTE

State export figures presented in this report were provided by the Massachusetts Institute for Social and Economic Research (MISER) of the University of Massachusetts at Amherst. MISER data are drawn from Census Bureau data tape number EQ912, which is issued quarterly. This tape aggregates export-origin information from Shippers' Export Declarations (SEDs) which are filed for virtually all merchandise exported from the United States.

MISER-Census statistics on state exports are fairly reliable, although like most data series the numbers have important limitations. These limitations, as well as strengths of the data, are outlined below.

State Export Data: Strengths and Limitations

On every SED, shippers are asked, among other things, to provide the "point (state) of origin" of the export. This question was originally inserted on the SED to identify transportation patterns and requirements. The goal was to pinpoint the origin of movement (the state where an item began its export journey), not the origin of manufacture (the state where an item was produced). To identify the origin of movement, instructions for filling out the SED specify that shippers should choose from among the following definitions for "point of origin":

- (1) The state in which the merchandise actually starts its journey to the port of export. This can be either the location of the factory where the export item was produced or, in many cases, the location of a distributor, regional warehouse, or cargo processing facility.
- (2) The state of the commodity having the greatest dollar value in a multi-product shipment.
- (3) The "state of consolidation," which is the state in which various parts of a multi-product export order are readied for shipment.
- (4) The Foreign Trade Zone for exports leaving an FTZ (an FTZ is similar in principle to a bonded warehouse). Using the FTZ "state of origin" definition, an export produced in Ohio, but shipped from an FTZ located in Florida, would show up in state export statistics as a Florida export.

The wide-ranging definitions for "state of origin," coupled with the fact that different shippers tend to interpret the guidelines in different ways, make it highly unlikely that all the exports attributed to any given state were actually produced in that state. Nevertheless, our judgment is that the state of origin coincides with the state of manufacture much of the time. We believe that the export journey often begins at the factory gate--or close to it. This conclusion stems from numerous discussions with exporters, statistical specialists at the Census Bureau, and other relevant sources.

We recognize, however, that an indeterminate percentage of shippers utilize point-of-origin definitions that have little bearing on the state of manufacture. Sometimes, for example, shippers will specify states where exports are temporarily warehoused. The problem is most acute with respect to nonmanufactures. Exporters of agricultural products, for instance, frequently specify the location of loading and storage terminals, not the location of producing farms, as the state of origin. As a result, the data tend to understate exports from agricultural states (e.g., South Dakota), while overstating exports from states having ports that ship large quantities of farm products (e.g., Louisiana).

Another problem is that some shippers simply leave the "point of origin" block blank on the SED. On the Census tape, about 25 percent of the value of U.S. exports is typically unallocated by state. MISER tries to deal with this shortcoming by applying a formula to "unallocated" data, breaking down the category and reassigning export values to individual states. Although resulting numbers give a much neater picture of state exports, the degree of precision of the figures is unknown because MISER's reallocation procedure cannot be validated.

Finally, MISER-Census state export data for the years 1987-90 are not fully comparable across the entire time series. First, revisions in the Standard Industrial Classification system were implemented in 1988. Thus, 1988-90 state exports for individual industries are classified somewhat differently than in 1987. Further complicating the situation is that, beginning with 1989 data, reporting of U.S. export statistics shifted from the long-standing "Schedule B" nomenclature to the new Harmonized System (HS). This move introduced a number of classification problems which the Census Bureau is currently working to resolve.

Although the MISER-Census data have major weaknesses, the fact remains that these data are the most up-to-date source of information on state exports. The only alternative source for state export figures is a Census Bureau series which is typically issued with a three-year lag. Unfortunately, we are unable to provide quantitative estimates of data reliability for specific states. This is partly due to resource constraints and partly due to the nature of the data-collection process.

To sum up, care must be taken when drawing conclusions from the MISER-Census series. One should generally not rely solely on these data when making statements about the contribution of exports to a given state's overall economic health. Corroborating evidence from other sources, when available, is desirable.

TO. M. NIX
FROM. M. KAREM

456-6218

FOR FURTHER INFO
CONTACT MIKE LAKE
AT. Bush Quayle
(202) 336-7100



OFFICE OF THE MAYOR - CITY OF SAVANNAH

SUSAN S. WEINER, MAYOR

P R E S S R E L E A S E**FOR IMMEDIATE RELEASE*****February 24, 1992***

I have had numerous inquiries regarding the rumors that President Bush may be visiting Savannah. It is now my understanding that, indeed, the President will visit. The particulars - when, where, what time, etc. -- have not been communicated. As soon as I know, the City will know.

This is very exciting; I believe this is the first Presidential visit since Jimmy Carter, perhaps the first of a Republican President in forty or more years. I guess that this is the first fruit of having a Republican Mayor.

SW:pb

D. WRI

**OFFICE OF THE MAYOR - CITY OF SAVANNAH****SUSAN S. WEINER, MAYOR****P R E S S R E L E A S E****FOR IMMEDIATE RELEASE****February 25, 1992 - 10:30 am**

I am very pleased to confirm the following information regarding the President's visit to Savannah. What has been confirmed is:

The President's appearance this Sunday, March 1, 1992, on Savannah's Riverfront. The time is still not set, but I expect it will be in the afternoon.

What a great day it will be! An opportunity for Savannahians and our neighbors to meet and greet the President of these United States. An opportunity of special significance for the Military -- the Veterans of 'Desert Storm' from Ft. Stewart and Hunter Army Airfield to meet and greet their Commander-in-Chief, and a chance for our school kids to see a president -- a once-in-a-lifetime event for many Americans.

This campaign appearance is open to the public and will give us a chance to prove our city's reputation: The Hostess City of the South. I look forward to seeing a sea of Savannahians and hearing a roar of support for our President, George Bush on Sunday.

SW:pb**B:\NR2.III**

February 26, 1992

Dear Friends:

We are very pleased to invite you to meet and greet the President of the United States, George Bush, this Sunday, March 1, 1992, on Savannah's Riverfront.

The program will begin at 12:00 Noon with bands and free refreshments. We expect a large crowd and recommend that you arrive by 11:00 A.M. Please find enclosed two tickets which will admit four (4) people to this event.

What a great day it will be! An opportunity for Savannahians and our neighbors to meet and greet the President of the United States. An opportunity of special significance for the Military -- the Veterans of "Desert Storm" from Ft. Stewart and Hunter Army Airfield to meet and greet their Commander-in-Chief -- and a chance for our school kids to see a president, a once-in-a-lifetime event for many Americans.

As the Hostess City of the South, we look forward to seeing you and hearing the roar of support for our President, George Bush, on Sunday.

Sincerely,

Fred Cooper
Chairman

Susan S. Weiner
Co-Chairman

Enclosures

~~MIKE LAKE~~ Bill

2/24/92

30m ~~MIKE LAKE~~ Gabe



ctor Some Extras
► Page 9



Sluggish Growth

Economic Forecasters See Only 2.3% Jump in 1992

► Page 8

SAVANNAH EVENING PRESS

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Savannah, Ga., Monday, February 24, 1992

20 Pages, Two Sections

Price 25 Cents

TO
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A Bonus

Story Brings Badge Collec

SAVAN

101st Year — No. 66



2/25/92

SAVANNAH GA

SAVANNAH MORNING NEWS



President Takes Campaign to Savannah

President Dan Quayle, Patrick Buchanan Also Schedule Appearances in City

CHARD FOGALEY
Reporter

President George Bush, accompanied by Lady Barbara Bush, will campaign in Savannah this weekend, just a couple of days after President Dan Quayle makes a campaign stop in the city.

The visits come just before next Tuesday's national primaries and a campaign trip by Republican opponent, Patrick J. Buchanan.

On March 1, President and Mrs. Bush will be in Savannah, a recorded calendar of events at the Quayle '92 campaign headquarters in Savannah revealed Monday morning. Earlier plans called for Bush to visit Atlanta and Quayle to Savannah.

Quayle's vice president will be in the city on

Wednesday morning, meeting with local Republicans at the Hyatt Regency Hotel before flying to Fayette County for a campaign appearance, the recording and local sources said.

"Yes, we are planning on it," Ray Gaster, Chatham County GOP chairman, said Monday when asked about the presidential visit.

"Plans are under way. If everything works out as planned, we are looking forward to welcoming George Bush to Savannah," he said.

"Local Republicans are working on this at this time," Gaster said, but no definite plans or location have been set for the Sunday visit. "We are real excited about having the president of the United States coming to this part of Georgia."

Savannah Mayor Susan Weiner said the prospect of a presidential visit is "very exciting."

"This is the first presidential visit since Jimmy Carter and certainly the first visit of a Re-

publican president in 31 or 40 years," Weiner said. "This is the first fruit of having a Republican mayor."

Although no details have been completed, "as soon as I know, the city will know," Weiner said.

Bush landed in and flew out of Hunter Army Airfield last year when visiting the troops at Fort Stewart in Hinesville, but did not hold any events here.

Quayle visited Savannah in 1990, campaigning for Republican gubernatorial candidate Johnny Isakson with a rally in Johnson Square.

Wednesday's visit by Quayle was announced last week by Isakson and Fred Cooper, state campaign chairman, following the New Hampshire primary.

Buchanan will hold a campaign rally at 7:45 a.m. Monday at the Holiday Inn Midtown, followed by a news conference, supporters said.

TO Mr. LAKE

FROM Mike KANE

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By MICHAEL

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2/25/92
SAVANNAH, GA

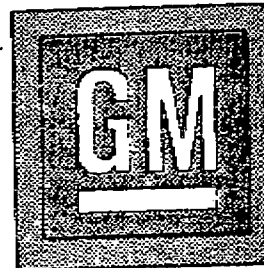
AKEM



Today should be warmer and
wet with a high around 70.
Details on Page 2A.

BUSINESS

**Bad News
For GM**
Automaker Loses
\$4.5 Billion
Page 4B



THE GRAMMYS

**Grammy
Glitches**
Awards Often
Surprise, Shock
Page 1D



Savannah Morning News.

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25 Cents

ions, 28 Pages

Savannah, Georgia ■ Tuesday, February 25, 1992

↑
Morning

TO M. LAKE
FROM M. KE KA

SPORTS FINAL

Accent	1D	InfoLink Index	4D
Business	4B-6B	Local	1C
Classified	3C-8C	Movies	3D
Comics	2D	Obituaries	3C
Dear Abby	4D	Sports	1B-3B
Editorial	6A	Television	3D

SILENT WITNESS
234-2020
A Call for Law and Order

Sav

143rd Year, Issue 30

4 Section

First Lady Traveling With Him

By RICHARD FOGALEY
Staff Writer

President George Bush, Vice President Dan Quayle and First Lady Barbara Bush will make campaign visits to Savannah prior to next Tuesday's presidential primary elections.

"On March 1,
President and



TO M. LAKE
FROM MIKE KAREM
Savannah Evening Post
2/24/92

B **S**

Mrs. Bush will be in Savannah," a recorded calendar of events at the Bush/Quayle '92 campaign headquarters in Atlanta revealed this morning. Earlier plans had called for only the vice president to visit Savannah.

Quayle will be in the city on Wednesday morning, meeting with local Republicans at the Hyatt Regency Hotel before flying to Fayette County for a campaign appearance, the recording and local sources said.



Bush



Barbara Bush

See BUSH, Page 3

Bush

From Page 1

"Yes, we are planning on it," Ray Gaster, Chatham County GOP chairman, said this morning when asked about the presidential visit.

"Plans are under way. If everything works out as planned, we are looking forward to welcoming George Bush to Savannah," he said.

"Local Republicans are working on this at this time," Gaster said, but no definite plans or location have been set for the Sunday visit. "We are real excited about having the President of the United States coming to this part of Georgia."

The trip will be the first presidential visit to Savannah since the Jimmy Carter administration.

Bush landed in and flew out of Hunter Army Airfield last spring when visiting the troops at Fort Stewart in Hinesville, but did not hold any events here.

Quayle visited Savannah in 1990, campaigning for Republican gubernatorial candidate Johnny Isakson with a rally in Johnson Square.

Wednesday's visit by Quayle was announced last week by Isakson and Fred Cooper, state campaign chairman, following the New Hampshire primary.

Bush will be the second presidential candidate to visit Savannah this year.

Last week, Arkansas Gov. Bill Clinton, who is seeking the Democratic nomination, held a Johnson Square rally attended by more than 500 people.

In January, Hillary Clinton, the candidate's wife, held a press conference at Butler Aviation during a campaign visit with Gov. Zell Miller, a Clinton supporter.

Bush's trip here comes on the eve of a campaign visit by his Republican opponent, commentator Patrick J. Buchanan.

Buchanan will attend a breakfast meeting next Monday morning at the Holiday Inn Midtown, then meet with reporters for a press conference, supporters said.

Bush To Make Savannah Visit

He'll Talk To Group At Hotel

By RICHARD FOGALEY
Staff Writer

Vice President Dan Quayle will be in Savannah on a campaign visit Wednesday, but the general public will not be able to see or hear him.

Meanwhile,

Savannah Mayor
Susan Welner
scheduled
press conference
today to an-
nounce details of
President
George Bush's
visit here Sun-
day with first
Lady Barbara
Bush.



Quayle

There is no indication whether he will speak publicly.

Quayle, on his second visit here in two years, will be speaking to a gathering of Bush/Quayle '92 leadership and volunteers at the Hyatt Regency Hotel, then visiting the Georgia Ports Authority to talk with employees.

In 1990, Quayle took part in a campaign rally in Johnson Square for Republican gubernatorial candidate Johnny Isakson. En route to the rally, he stopped for coffee and conversation at Ronnie's Restaurant on Dean Forest Road.

While Savannahians may catch a glimpse of him during his travels

See QUAYLE, Page 3

No Public Events In Quayle Plans

Quayle

From Page 1

from one site to another, no public events are planned.

"Nothing is open to the public," a spokesman said today.

Questions on why and how the non-public policy was set were referred to the vice president's press secretary, who was traveling and could not reach this morning.

The vice president, stumping for his and Bush's re-election, is expected to fly into Savannah early tomorrow, then speak to campaign supporters at the Hyatt. He will fly out before noon.

Quayle's non-public visit is in contrast to that of fellow Republican Patrick J. Buchanan, who will hold a

public rally at 7:45 a.m. Monday at the Holiday Inn Midtown, followed by a press conference.

Democratic presidential candidate Bill Clinton spoke last week to more than 500 people in a public rally in Johnson Square.

Bush's visit will be the first by a president since Jimmy Carter's visit to Savannah in the late 1970s. The last Republican president to visit here was Richard Nixon in the early 1970s.

Bush did fly into and out of Hunter Army Airfield last spring during a visit to Fort Stewart to meet with the families of troops serving in the Persian Gulf War.

From Mr. Karpis
to Mr. Lake
Savannah Evening News
2/25/92
Robert Higgs

INTERNATIONAL TRADE:

Georgia; war; economic plan; international trade

--"The bottom line is this: My plan will work, because it puts Americans to work."

--"The undisputed leader of the world." I have never succumbed to those who would have us unilaterally disarm or retreat behind a wall

--"We are the United States and we can do anything."

--this week, an anniversary -- one year ago, we liberated Kuwait, we went in because it was right, we fought because it was right, the best and bravest young men and women of this nation put their own lives on hold because it was right, and we triumphed because it was right.

--today we have our national sites aimed at a different enemy: a crisis at home. We will get the economy moving and growing again, with your help -- build on achievement -- SOU comprehensive economic action plan, March 20 deadline -- reforms to get the economy moving -- then long-range plan,

--It's time for Congress to put aside petty partisan politics. IT's time to work together -- for America. Americans don't want to lay blame -- they want to lay the foundations of prosperity. So tell them what you think, where you stand -- let them see that we stand together, united, Americans, arm-in-arm marching forward to a future of prosperity, challenge, and growth. We can renew this country. We will lift this nation to a better future. We are Americans -- and we can do anything.

FOKES: Savannah; Georgia; campaign; dinner itself;

--our future, our kids -- what legacy is more important -- enter 21st century educated, prepared, energized to meet the challenge, to compete in world market -- to more than compete, to win -- --what are you looking for -- if you're looking for change, if you're looking for reform, if you're looking for results, if you're looking for hope -- you're looking for Republican leadership.

--this year, America will choose its future. Will we lead or will we retreat? will we

--here at home, two kinds of competitiveness -- Democrats practice protectionism, high taxes, big government, red tape. Republicans, open markets, low taxes, deregulation.

Georgia -- export business has grown by average of xx% in past five years; nearly xxxx Georgia jobs alone tied to trade

--I have fought every day of my administration to crack open foreign markets, so Americans can compete fairly in the global marketplace. NAFTA -- want to sign ASAP (more)

--we're entering an unparalleled time -- a new century rooted in the new global marketplace -- exciting opportunities, but also a tougher, fiercely competitive world entirely different from the one we grew up in -- the key to success will be American xxxxxxxx

--Our lives and future are inextricably linked with the entire world. There are no longer only "foreign affairs." When we foster democracy abroad -- when we strengthen our security engagements with our allies and friends -- when we work to open

Bob Burke Jr.
US Trade

markets and expand trade -- we make a priceless investment in our own children's future.

--when other countries develop their economies, results in more sales for America's goods -- the world is buying US products at a record pace -- over past 5 years, nearly half of America's real economic growth has been in exports

--there's no escaping it anymore, we live in a global economy.

Anyone who doesn't realize that has his head stuck in the quicksand of blind isolationism. Every day each of us faces the harsh reality that our present and future prosperity depend on trade. Look at the facts -- every billion dollars of exports means 20,000 more American jobs.

--some important steps we're taking toward creating a new world trade structure -- negotiations during Asia trip (inc. Structural Impediments Initiative, two governments worked together to change the rules, to remove barriers that prevented American companies from competing in Japan, great step forward for expanded trade and open market); far-sighted aims of EAI, urge Congress to support the debt reduction it proposes, which will provide further support for US exports, investmtn and jobs. a few weeks ago, signed charter of Multilateral Investment Fund, to advance far-sighted aims of Enterprise for the Americas Initiative -- assures our Latin American neighbors that together we share a stake in a better future; I'm also determined to complete the Uruguay Round of negotiations (MORE); and I will sign a North American Free Trade Agreement (will create in this hemisphere a new free trade area of 360 million consumers and \$6 m in annual output, Mexico, Canada and US). (MORE) Actions like these will not only expand world trade -- they'll create additional opportunities for U.S. exports through open markets; through lower government subsidies; through fewer trade barriers; and, maybe most importantly of all, through rules of fair play.

--American businesses must meet growing worldwide challenges -- and they will, and they will succeed because, as long as the playing field is level, American workers will outcompete and outproduce anyone, anywhere, anytime.

--future economic growth depends on expanding mutual investment and trade with our neighbors across this planet -- will create new jobs and raise quality of life in xxxx ans well as tokyo.

--\$430 billion -- XX% of economy -- from exports

--one world -- British politician, Lord Macaulay, said that free trade is "one of the greatest blessings which a government can confer on a people."

--?? last time GB in Georgia; current issues/jokes; local heroes;

--Ft. Stewart, 80% of Desert Storm; xxx number of troops from Georgia; (quote Terry?)

--state motto: Wisdom, justice, moderation

--describe this beautiful site, the history, etc.

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- Georgia
- Campaign
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Beth --

More info:

Details thus far are that the President will speak at the Ruzakis Riverport. The Pres will speak with his back to the water. Behind him will be an old-fashioned riverboat -- with smokestacks and paddle wheel. On the boat will be about 75 -100 Girl Scouts. (Juliette Low is the founder and was from Savannah.) There will be about 2 high school bands -- no names yet. Desert Storm vets are expected to be there -- since Fort Stewart and Hunter Army Airfield are so close and were so instrumental during the Gulf War.

Mayor Weiner is the first woman elected mayor in the state of Georgia and supposedly the second Republican ever elected mayor in the state since Reconstruction.

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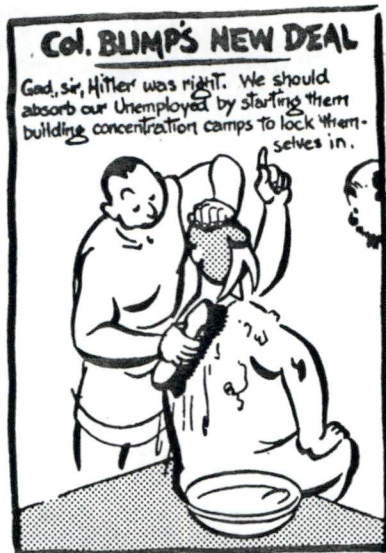
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CIL J. SCHNEER
New Hampshire



REPRODUCED BY ARRANGEMENT WITH THE
TRUSTEES AND THE LONDON EVENING STANDARD
David Low's Colonel Blimp.

LOW, lō, Sir David (1891–1963), British cartoonist and political caricaturist, best known for his creation of "Colonel Blimp." He was born in Dunedin, New Zealand, on April 7, 1891. At 17, Low began working in Christchurch as a freelance artist. In 1911 he joined the staff of the *Bulletin* of Sydney, Australia, and his cartoons of Australia's Labour prime minister, "Billie" Hughes, attracted much attention. In 1919, Low went to London, where his cartoons first appeared in the *Star*. In 1927 he went to work for the *Evening-Standard*, where his liberal cartoons often contradicted the paper's right-wing views. It was, however, a successful combination, and Low gained worldwide fame. He left the *Evening-Standard* in 1950, worked briefly for the *Daily Herald*, then joined the *Manchester Guardian*. Low was knighted in 1962. He died in London on Sept. 19, 1963.

Low was often referred to as the world's greatest cartoonist. His career reached its height during World War II, with his brilliantly executed cartoons on fascism and oppression. His Colonel Blimp—a fat, pompous old gentleman with a walrus moustache, who opposed all change—became a symbol of British conservatism. Many collections of Low's works were published, notably *The Years of Wrath* (1949). His *Autobiography* appeared in 1956.

ELDON PLETCHER, *Editorial Cartoonist*
"The Times-Picayune," New Orleans

LOW, lō, Juliette Gordon (1860–1927), American youth leader. She was born in Savannah, Ga., on Oct. 31, 1860. After her marriage in 1886 to an Englishman, William Low, she lived for a time in Britain, where she met Sir Robert Baden-Powell, founder of the Boy Scouts and Girl Guides, and became interested in the scouting movement. She organized several Girl Guide companies in Scotland and in 1912 at Savannah established the first American troop of Girl Guides. The movement spread rapidly, and in 1913 the name Girl Scouts of America was adopted. Mrs. Low contributed her time, energy, and money, served as president for many years, and was given the title of founder. She died in Savannah on Jan. 17, 1927, when membership in the Girl Scouts numbered some 140,000.

LOW, lō, Seth (1850–1916), American educator and city official, who was president of Columbia University and mayor of Brooklyn and New York City. Low was born in Brooklyn, N. Y., on Jan. 18, 1850, the son of a tea importer. After obtaining a B. A. with the highest honors at Columbia College in 1870, he started as a clerk in his father's business and became a partner in 1876. A success in business, Low became active in politics and, as an independent, was elected mayor of Brooklyn. In his two terms in office (1881–1885), he reduced the city debt and introduced reforms in the civil service and in the public school system.

As president of Columbia University from 1890 to 1901, Low helped transform the school into a university by reorganizing graduate work and professional education. He set up a summer session, promoted adult education through university extension courses, and encouraged the establishment of the Columbia University Press for publishing scholarly works. He reached agreements to associate Barnard College, Teachers College, and the College of Physicians and Surgeons with the university. During his administration, the university was moved to a new location on Morningside Heights.

In 1901, Low resigned from Columbia to run as an independent candidate for mayor of New York. He won, and served in 1902 and 1903, carrying out reforms in the police and civil service and improving the city's finances, educational system, and transportation. Over the years, Low's interests and activities included philanthropy, Negro welfare, and improvement of labor-management relations. He was a delegate in 1899 to the first Hague peace conference. He died in Bedford Hills, N. Y., on Sept. 17, 1916.

WILLIAM W. BRICKMAN
University of Pennsylvania

LOW CHURCH is a term applied to members of the Anglican Church who regard the episcopate, priesthood, and sacraments as relatively unimportant and stress a more evangelical, Protestant approach. Adherents of the Low Church position also oppose elaborate liturgy and ceremony and anything that is too close to the usage of the Roman Catholic Church.

The term "Low Church" came into use in the early 18th century to distinguish the more liberal, or Latitudinarian, group from the "High Church," or conservative group. The term passed out of currency until the 19th century, when it was revived with its current meaning of "evangelical." "Broad Church" became the term attached to the liberal group. The term "Low Church" is also in use in other churches of the Anglican Communion. See also HIGH CHURCH.

LOW COUNTRIES. See BELGIUM; LUXEMBOURG (state); and NETHERLANDS.

LOW SUNDAY is the popular name for first Sunday after Easter, possibly given the name "Low Sunday" to contrast it with the "high" feast of Easter Sunday. In the early church it was traditionally the day on which those who had been baptized during the Easter Vigil laid aside the white garments they had received as a sign of their new life. Hence it was called in Latin *Dominica in albis depositis*. In some places it is called *Quasimodo* Sunday from the first word of the Introit for the day.

concluding in 1916 with *Our Davie Pepper*. By 1924 the books had sold over two million copies, and four decades later they were still being published.

The Peppers endeared their author not only to countless children, but also to Daniel Lothrop, founder of D. Lothrop & Company, publisher of *Wide Awake* and a widower thirteen years her senior. Curious to see what she was really like, one day he stopped off in New Haven on his way from Boston to New York. "Margaret Sidney," warmhearted and lively, small and trim, with brown hair and twinkling blue eyes, fulfilled his expectations. They were married on Oct. 4, 1881, and two years later bought the Wayside in Concord, Mass., former home of Nathaniel Hawthorne and before him of the Alcott family. In 1892, when their only child, Margaret Mulford, was seven, Daniel Lothrop died. His wife faced her loss and the ensuing financial reverses with the courage of her Little Peppers. For two years she undertook the management of the publishing firm, and in 1897 dedicated *Phronsie Pepper*: "To my husband, who inspired whatever is of worth in this, and in all my books."

Although Mrs. Lothrop owes her fame to the Peppers, she wrote over forty books in all, among them *Whittier with the Children* (1893), *Little Maid of Concord Town* (1898), *The Judges' Cave* (1900), and *Little Maid of Boston Town* (1910). She was a careful researcher, and *Old Concord: Her Highways and Byways* (1888) gives an excellent picture of that town at the end of the last century. As befitted a member of the Descendants of the Mayflower and of the Daughters of the American Revolution—the Old Concord Chapter of which she had established—she possessed a vital interest in her country's history. Her desire to help the young become useful citizens through a knowledge of the past led the D.A.R. to found in 1895, at her suggestion, the national society of Children of the American Revolution, which she headed for six years. She also held literary and historical meetings, the most important of which was the four-day celebration of the Hawthorne Centenary in 1904 at the Wayside. When in 1902 Orchard House in Concord, made famous by the Alcotts, was to be torn down, she bought it and preserved it for ten years, until the Louisa May Alcott Memorial Association, formed by the Concord Woman's Club, took it over. She was a member also of the National Peace Association, the Twentieth Century Club of Boston, the League of American Pen Women, the New England Women's Club, and the Beneficent Society of the New England Con-

servatory of Music, of which she was an incorporator and vice-president. She was an enthusiastic church worker, being a director of home and foreign missionary boards. Unlike many prominent women of her day, she displayed little interest in woman suffrage.

From 1900 to 1911 Mrs. Lothrop and her daughter traveled abroad extensively, journeys which are reflected in *Five Little Peppers Abroad* (1902) and *Two Little Friends in Norway* (1906). She spent her last winters in California, where her daughter taught applied sociology at Stanford University. At eighty she succumbed to chronic myocarditis. Though she died in San Francisco, a continent away from her beloved Concord, she is buried on Authors' Ridge in Sleepy Hollow Cemetery. If her books today seem at times a bit didactic, it is no doubt because she was eager to impress on the young, always her chief concern, that life should be met with cheerfulness and courage.

[Margaret M. Lothrop provided much of the information in this sketch, which may be supplemented by her book, *The Wayside: Home of Authors* (1940). For other accounts, see Norma B. Carson's appreciative "Margaret Sidney," the Writer of the Famous Polly Pepper Books," *Book News Monthly*, Feb. 1910; Mrs. John A. Logan, "Margaret Sidney," *Home Mag.*, Dec. 1890; Stanley J. Kunitz and Howard Haycraft, eds., *Am. Authors, 1600-1900* (1938); *Woman's Who's Who of America*, 1914-15; Frances E. Willard and Mary A. Livermore, eds., *A Woman of the Century* (1893); and obituary in *Boston Transcript*, Aug. 4, 1924. Death record from Calif. Dept. of Public Health.]

ELIZABETH F. HOXIE

LOTTA. See CRABTREE, Lotta.

LOW, Juliette Magill Kinzie Gordon (Oct. 31, 1860-Jan. 18, 1927), founder of the Girl Scouts of America, was born in Savannah, Ga., the second daughter and second of six children of William Washington Gordon II and Eleanor Lytle (Kinzie) Gordon. Her maternal grandmother, after whom she was named, was JULIETTE AUGUSTA MAGILL KINZIE. Her mother was a Northerner, born in 1835 in the frontier town of Chicago, where her father, John Harris Kinzie, was a government agent to the Indians. Juliette's father, son of the builder of the Central Railroad of Georgia, was a cotton broker; he later served as a Confederate officer and as a brigadier general in the Spanish-American War. The two had met in the East while Eleanor Kinzie was at finishing school in New York City and William Gordon was a student at Yale. Juliette Gordon—known to her family

as "Daisy"—inherited wit, charm, and artistic talent from her energetic and dominating mother, though the independence of spirit the two women shared often brought them into conflict. She was perhaps closer to her father, upon whose judgment and affection she relied.

Juliette Gordon attended private schools in Savannah, Stuart Hall and Edge Hill in Virginia, and the Mesdemoiselles Charbonnier's in New York City. She enjoyed and excelled in the arts, studying painting privately in New York City, writing plays, and frequently performing in amateur productions. Throughout her life she developed new talents, sculpture being one of lasting interest begun as a mature woman. She disliked, and therefore ignored, mathematics and spelling, and developed a family reputation for unpunctuality and malapropisms. In her early twenties she began a pattern of travel and extensive visits to Europe (especially England), to Virginia, to New York, and to New England that continued the rest of her life. In England she met the wealthy William Mackay Low, son of a Savannah family and a member of the select set of the Prince of Wales; they were married on Dec. 21, 1886, in Savannah's Christ Church (Episcopal), of which she was a lifelong member. Living more in Britain than in America, Mrs. Low enjoyed social success and the life of the "idle rich" in this golden age. Her marriage, however, was not happy; in time Low sought a divorce so that he could marry another woman, but he died in 1905 before the divorce had been granted. Although in his will he left his fortune to her rival, Mrs. Low through long legal negotiation secured a settlement which left her financially independent. Burdened with increasing deafness, which had begun before her marriage as the result of maltreatment of an earache, she continued to divide her time between Britain and the United States with little apparent purpose or value to her life.

In 1911 Juliette Low met Gen. Sir Robert Baden-Powell, the founder of the Boy Scouts, with whom she formed a close friendship based on many shared enthusiasms. Through him she became interested in the Girl Guides, the feminine counterpart of the Boy Scouts, and thus found the purpose which was to consume her interest and energy for the rest of her life. She organized a troop among poor girls at her Scottish home and two in London, one in a slum section. Later, on Mar. 12, 1912, she formed the first Girl Guide units in America by enrolling sixteen Savannah girls into two patrols. The movement grew quickly in Savannah and soon aroused interest in other parts of the country; inquiries about the Girl Guides

were probably also fostered by Sir Robert's tour of the United States for the Boy Scouts that same year. After her father's death in September 1912, Mrs. Low returned to England with her mother, and for a year her work with the Girl Guides was suspended. The year 1913, however, found her back in Washington working to establish a national organization; in 1914 she visited New England and Chicago, where she set up troops. At first she hoped to merge her organization with the existing Campfire Girls, founded in 1910 by Luther Halsey Gulick and Charlotte (Vetter) Gulick, but this was never accomplished, mainly because of disagreement over the terms of the union. Mrs. Low had, however, begun to use the name suggested for the joint organization, and in 1915 the Girl Scouts of America was organized with Juliette Low as president. Paying expenses out of her own pocket until 1917, she gave herself entirely to the business of propagating Girl Scout troops. She traveled throughout the country, leaving in her wake a number of prominent women as leaders and organizers, often to their surprise. Charming, illogical, and determined, Juliette Low literally turned a deaf ear to opposing arguments and excuses.

The Girl Scouts grew rapidly during the war years. In 1919 the first International Council of Girl Guides and Girl Scouts met in London with Mrs. Low as the United States representative. She resigned as president of the Girl Scouts in 1920 but continued as "The Founder" to work on the international and national level. Incurably romantic, impractical, eccentric, and outspoken, she found in the Girl Scouts a purpose which appealed to her eternal youthfulness, drew upon her particular organizational ability and intelligence, and to some extent compensated for the disappointments of her marriage and her failure to have children. For the last four years of her life she suffered from cancer, but told few people of her trouble and continued her social and organizational activities. She devoted a last measure of energy to preparing for the world Girl Scout camp held in the United States in the summer of 1926. When she learned that death was imminent she made a final trip to England and then came back to Savannah to die. She was buried in Laurel Grove Cemetery, Savannah, beside her mother and father.

[Gladys Denny Schultz and Daisy Gordon Lawrence, *Lady from Savannah: The Life of Juliette Low* (1958), a rich and perceptive biography, based on family papers; Anne Hyde Choate and Helen Ferris, eds., *Juliette Low and the Girl Scouts* (1928); Gordon-Low Family Papers in

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NOTABLE AMERICAN WOMEN 1607-1950

A Biographical Dictionary

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VOLUME II

G-O

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Camp, in Ridgefield, Connecticut, where Parsons had earlier supplied a staff. Leslie Marsland Conly, who had extensive experience in camping, replaced Davis. In 1919, Conly created the "vacations in perpetuity" program, whereby a donor provided an endowment, and the TFAFS utilized its interest to finance children's vacations. By 1957, vacations in perpetuity provided seventy-three vacations for children each summer. Conly also coined the phrase "friendly town" in the early 1920s to distinguish between towns that invited city children as opposed to communities where there were camps run by either the society or local townspeople. In 1928, the TFAFS was given what became the Marks Memorial Camp near Lafayetteville, New York, in northern Dutchess County, New York. The Fresh Air Association of Ridgefield, Connecticut, provided Camp Hidden Valley, a coeducational facility serving about one hundred children, both handicapped and able-bodied. This camp's professional staff featured a year-round medical social worker, provided by the National Foundation for Infantile Paralysis* (NFIP), who worked with hospitals and clinics in selecting handicapped children and following up on their activities. The medical social worker also advised Hidden Valley's staff during the summer. In 1940, the agency received a gift of land near Putnam Valley, New York, from Bird S. Coler, a former city official who had served as commissioner of the Department of Public Welfare in the late teens and the early 1920s. This tract became the society's Camp Coler for boys between eight and ten years old. The end of another era in the agency's history occurred in 1946 when Leslie Conly retired as manager.

After 1946, the society continued to expand and to prosper. In the late 1940s, the organization received from Dr. and Mrs. William Sharpe a vast tract of land on the Sharpe Reservation in East Fishkill, New York. On this land, the organization opened Camp Pioneer for teenage boys in the summer of 1948. In 1948, the now renamed Herald-Tribune Fresh Air Fund (HTFAF) established its Community Trust-Fresh Air Chorus of thirty children. In 1953, this group began being supported by the Musical Arts Fund and the Clara Lewisohn Rossin Fund of the New York Community Trust Fund. In 1954-1955, on the Sharpe land also, the HTFAF constructed its Ernest Bliss-Little Mothers' Aid Association Camp with funds donated by the late Anita Bliss. After the sponsoring *New York Herald-Tribune* ceased publication in 1966, the agency soon became The Fresh Air Fund (FAF). In 1976, having purchased a total of two thousand acres adjacent to the Sharpe property by 1976, the FAF's acreage formed the site of seven camps run by the FAF. In the mid-1970s, this veteran agency had a year-round staff of thirteen, and representatives from the most prestigious New York families, such as Mrs. John Hay Whitney, Franklin D. Roosevelt, Jr., and Arthur Ochs Sulzberger of *The New York Times*, served on its nineteen-member board of directors.

The sources for studying the FAF's history are diverse and extensive but somewhat difficult to locate in libraries. The published *Annual Reports*, which

are not available widely, record the agency's development. Journals such as *Sunday Afternoon* and *Scribner's Magazine* published nearly contemporary accounts of the early agency. The Papers of Helen Reid at the Library of Congress in Washington, D.C., contain materials relating to the agency's history, as do some materials at its headquarters in New York City. Fortunately the New York press covered the society. The morgue of the defunct *New York Herald-Tribune* at the Queensboro Public Library in Jamaica, New York, has agency materials, and *The New York Times Index* and files are available widely.

Historians, even specialists in child welfare history, seem to have neglected studying the FAF.

G

GIRL SCOUTS OF THE UNITED STATES OF AMERICA (GSUSA). In England, a group of girls influenced by Robert Baden-Powell's recently established Boy Scouts formed the Girl Guides in 1910. Juliette Gordon Low, from a well-established family in Savannah, Georgia, but who was suffering from a recently broken marriage, traveled to England frequently. Through mutual friends and a mutual interest in sculpturing, Low and Baden-Powell became close. Impressed with the British girls organizing their groups and influenced by Baden-Powell himself, Low began and led groups of so-called Girl Guides in rural England and in an impoverished section of London. In early 1912, Low decided to form a similar organization for girls in the United States. Consequently, on March 12, 1912, she established the Girl Scouts of the United States of America (GSUSA) as the Girl Guides (GG).

Low assembled eighteen young women in Savannah and constituted them as the first members of a troop. She registered her niece, Daisy Gordon, as the first member of this group even though Daisy was not at the March 12 meeting in Savannah. Low threw himself almost completely into the GG regimen of knot tying and nature lore. Following the example of the recently established Boy Scouts of America* (BSA), in July 1912, she purchased "Lowland" in Georgia as a campsite for the Savannah Girl Guides. Indeed throughout the early history of the GSUSA, Low personally provided much of the funds for operations and salaries for personnel. Low seemed to place an emphasis on the attractiveness of the uniform that the girls and their adult leaders wore.

With her organization established, Low set about expanding the program and solidifying the structure. In 1913, the agency's name was changed from GG to the Girl Scouts (GS). In June 1913, the organization established its first national

headquarters in Washington, D.C. At the same time, the GS hired its first national secretary, Edith D. Johnston. Also in 1913, the first Girl Scout handbook, *How Girls Can Help Their Country*, was adapted from the British GG handbook by Agnes Baden-Powell and Robert Baden-Powell himself. By 1914, there were over one thousand members of the fast-growing GS. Low was striving for national recognition of her organization, and on June 10, 1915, the GS was incorporated according to the laws of the District of Columbia as Girl Scouts, Inc. (GS). Immediately following this event, the GS held a meeting of its first national council. The constitution and bylaws were adopted, and, as expected, Juliette Low was elected president. In October 1915, the GS instituted national membership dues at twenty-five cents a year. By the end of 1915, there were about five thousand members. The GS joined other youth-serving agencies such as the BSA and the Camp Fire Girls* (CFG) by moving its headquarters to New York City in April 1916. In 1916, Low rewrote the handbook, and, for the first time, uniforms became available from the national GS organization in New York. An important organizational development occurred in May 1917 when the first local council, composed of the troops in a given city or other locale, was authorized in Toledo, Ohio. In the early summer of 1917, the GS, like other national youth agencies, held a national training school, its first, at Miss Winsor's School in Boston, Massachusetts. In October 1917, the GS inaugurated its tradition of having the First Lady as honorary president. Mrs. Woodrow Wilson was the first woman to hold this position. Also in October 1917, the GS began to publish its monthly magazine for girls and their leaders, *The Rally*. The first troop of physically handicapped girls in the United States was organized in 1917 at the School for Crippled Children, Public School 75, in New York City.

Like the BSA and the CFG, the GS participated enthusiastically in the American war effort during World War I. In recognition of the GS's bond sales, the United States Treasury Department created a bronze Girl Scout liberty loan medal. In 1919, the first nationwide celebration of GS week was held in November.

In the 1920s and 1930s, the GS continued to grow, adding new facilities and establishing new programs. In June 1920, *The Rally* became *The American Magazine*, a publication for all girls, issued by the GS. In 1922, the GS received Camp Andre Clark in Briarcliff Manor, New York. It was donated by Senator and Mrs. William A. Clark in memory of their daughter. The camp functioned as a national campsite until 1941, when it was leased to the Girl Scout Council of Greater New York. In 1924, the national council developed a regional structure, dividing the United States into twelve regions. Also in 1924, the headquarters moved to its own building in New York. In 1926, the GS opened Camp Edith Macy, also at Briarcliff Manor, as a national training center. The first all-Indian troop, at the Indian Boarding School in Pawnee, Oklahoma, was recorded in 1930. In 1932, the GS designated March 12 as its official birthday. New handbooks were issued constantly during these years.

In January 1935, the first analysis of the GS program began. A group of social scientists, educators, and GS professional and volunteer leaders formed an advisory study group. In 1936, the GS initiated its famous, nationally franchised cookie sale. Another national campsite, in Rockwood, in Potomac, Maryland, was acquired in 1938. During this period, the GS developed ties with the national social work community as it became an early member of the National Association for the Study of Group Work (NASGW). Agnes Leahy of the GS served as the NASGW's secretary from 1938 to 1941.

Similar developments occurred until the 1940s and 1950s. Not until the 1960s, did the GSA become involved in traditional social services and social action and in the national social work community. In 1940, however, the GS registered the first troops from institutions for mentally and socially handicapped people. As in World War I, the organization pledged its services to the American war effort in the early 1940s. In May 1943, the GS introduced its first services aide program with the publication of *Senior Girl Scouting in Wartime*. By 1944, there were over a million members. The GS was an original member of the reorganized National Social Welfare Assembly* (NSWA). In 1947, the name of the national organization was changed from GS to Girl Scouts of the United States of America (GSUSA). In November 1948, after two years of field work, the field committee began a major effort to establish effective councils throughout the United States. On March 16, 1950, GSUSA was reincorporated by a congressional charter.

After the end of World War II, a series of international activities developed, including leadership training and encampments. Typical of such activities was the exchange of people, beginning in 1958, with The Experiment in International Living under the auspices of the Juliette Low World Friendship Fund (JLWFF). In 1955, the Survey Research Center of the University of Michigan began a two-year study of adolescent girls. In 1957, when the study was completed, the GSUSA also moved its national headquarters to a new building built for the GSUSA at 830 Third Avenue in New York City, the site of the national headquarters in 1976. In 1959, the GSUSA participated with girls from six Latin American countries under the auspices of the JLWFF in an international service project, a camp for children in Puerto Rico.

Only in the late 1960s and 1970s did the GSUSA develop programs that brought it to the center of the national social work community. In 1967, for instance, with the CFG, the GSUSA cosponsored an experimental project for administrative trainees in community service agencies to help train older women in six cities. Funds from the United States Department of Labor supported the project. Also in 1967, the GSUSA held a national conference for senior Girl Scouts on the inner city. Called "Girl Scouting Makes the Difference," this conference was held at Marion College in Indianapolis, Indiana, in August 1967. In 1968, the national board of directors established the Girl Scout National Center West on about fifteen thousand acres in Ten Sleep, Wyoming. A reor-

ganization in 1968 consolidated the national branch officers from the previous twelve to six. Also in 1968, the GSUSA held senior Girl Scout "Speak Out" conferences throughout the country to discuss how to break down prejudice and misunderstanding between social and minority groups. Delegates at the thirty-eighth national council meeting in October 1969 launched Action '70, a nationwide effort to overcome prejudice and to build relations among persons of all ages, religions, and races. In 1970, the GSUSA held a conference in Atlanta on scouting for black girls. Also in 1970, it held a national antidrug abuse workshop in Washington, D.C., and began Eco-actions, a nationwide environmental education and improvement program. The so-called urban crisis was explored by adult leaders at a special meeting at national headquarters in March 1971. In 1973, with funding from the federal Bureau of Indian Affairs, the GSUSA extended its program to American Indian girls in eight western states. More to the core of the national social service community, in June 1973, the GSUSA began a three-year federally funded national project, Education for Parenthood, to help teenagers learn about child development and human interactions. Other national social service agencies, such as The Salvation Army,* also participated in this program. In July 1974, with federal funds, the GSUSA began a two-year program, Hand-in-Hand: Cross-age Interactions, which involved young people and the elderly poor. A few months later, in September 1974, with a generous grant from the Irwin-Sweeney-Miller Foundation, the GSUSA began a three-year pilot program to link councils with migrant families. As part of its bicentennial project, the GSUSA began efforts in 1975 to discover "hidden heroines" and commitments to service projects. In 1976, the GSUSA presented the names of over six hundred "hidden heroines" to Queen Elizabeth II of England on her visit to Philadelphia to help celebrate America's bicentennial in the summer of 1976.

The sources for studying the GSUSA's history are diverse. The Low Family Papers at the Georgia Historical Society in Savannah and at the Southern Historical Collection at the University of North Carolina shed light on the origins and early history of the organization and on the activities of its founder. The GSUSA archives at its national headquarters in New York City has about 2,500 linear feet of materials on all aspects of the agency's history. Various pamphlets describe agency programs and activities. Since 1950, there are detailed published *Annual Reports*.

There are a number of biographies of Juliette Low, invariably dealing with the GSUSA. The best of these is Gladys Denny Schultz and Daisy Gordon Lawrence, *Lady from Savannah* (1958), which is based on Low's family archives and other manuscript sources. Unfortunately, there are no citations in this otherwise rich source. A convenient summary of Low's life can be found in *Notable American Women 1607-1950* (1971), 2: 432-434, by Kenneth Coleman. An agency publication, "GSUSA, Highlights of the First 65 Years" (1976), is helpful. Professor Mary Rothchild of Arizona State University is working on the GSUSA's early history. For a more extended treatment of the folklore, camping,

and other such aspects of the GSUSA, see the entry in *Fraternal Organizations* in this series.

GIRLS AND BOYS SERVICE LEAGUE (GBSL). The GBSL was established largely as a result of the interests and efforts of Maude Miner in the first decade of the twentieth century. After she graduated in 1901 from Smith College, a training ground for many women in social service in the Progressive era, Miner became a probation officer in the women's night court in New York City in 1906. Her concern for hardened women on probation without families or places to go led her to found Waverley House in February 1908. Located at 165 West Tenth Street in New York City, Waverley House was a group home for such women. Miner received funds for personnel and facilities from the Russell Sage Foundation* (RSF), a leading Progressive agency in New York and the nation. The RSF was encouraged to provide the funds by two important philanthropists—Gertrude Stevens Rice, a benefactor of the State Charities Aid Association* (SCAA) of New York, and John M. Glenn, who had been important in the charity organization movement. Encouraged by this early and prestigious support, Miner wrote leading people in the field asking for their support as well. Philanthropists Andrew Carnegie and Mrs. Russell Sage were included in the prominent group that supported the early work. Others interested in the agency, such as Homer Folks, a nationally prominent social welfare leader and the executive secretary of the SCAA, and Mary Simkhovitch of Greenwich House, a leading settlement, helped to form a board of directors. The board met initially on April 28, 1908. Led by Miner, the group was organized formally as the New York Probation Association (NYPA) on May 19, 1908.

In its early phase, the organization developed and strengthened its activities and solidified its organizational structure. The agency encouraged judges and probation officers from women's night courts and other courts to send women on probation to Waverley House, which became the NYPA's major facility. To help prevent young, single, working-class women from becoming criminals and social deviants, some churches in New York City helped the NYPA to organize clubs for them. These clubs worked with the NYPA and Waverley House to establish, in 1909, an employment bureau to help such women find jobs. This activity paralleled the efforts of social Progressives in Chicago, who had organized the Immigrants Protective League* in 1908 to prevent single immigrant girls from being enticed into prostitution or other disreputable activities.

As in Chicago, the most important prominent Progressives supported the NYPA. The forty people who incorporated the NYPA according to the laws of New York State on January 25, 1909, included John Glenn of the RSF; Edward T. Devine, the founding editor of the most important national social work journal, *The Survey*; Louisa Lee Schuyler, who had established the SCAA in 1872 and who remained active in a host of social welfare agencies and movements; Homer Folks; and Mary Simkhovitch. The first group of officers included New



Girl Scouting is enjoyed by girls and adults from differing cultural, religious, ethnic, and economic backgrounds.

GIRL SCOUTS AND GIRL GUIDES, members of the world's largest international organization for the development of girls and young women—The World Association of Girl Guides and Girl Scouts. In some countries, including the United States, members are called Girl Scouts; in other countries they are known as Girl Guides.

Despite differences in language, religion, and way of life, all Girl Guides and Girl Scouts are united by the spiritual values of their Promise and the Law.

GIRL SCOUTS OF THE USA

The principles of Girl Guiding were brought to the United States in 1912 by Juliette Gordon Low of Savannah, Ga. While living in Scotland in 1911, Mrs. Low had become acquainted with the ideas and programs of Lord Baden-Powell, founder of the Boy Scout and Girl Guide movements. At his suggestion, Mrs. Low also became active in the girls' movement, and started Girl Guide companies in England and Scotland. At the time, the newly formed Girl Guides were headed by Baden-Powell's sister, Agnes.

Upon her return to the United States in 1912, Juliette Low organized the first American Girl Guides with 18 members in Savannah, Ga. The date the group was formed, March 12, 1912, is celebrated as the Girl Scout birthday. In 1913, the name was changed to Girl Scouts, and the first Girl Scout headquarters was opened in Washington, D. C.

At the first Girl Scout convention, held in Washington in 1915, Juliette Low was elected

president. That year, a constitution and by-laws were also adopted, and the organization was incorporated under the laws of the District of Columbia. The organization was chartered by a special act of Congress in 1950.

Today, Girl Scouts of the USA is the largest voluntary organization for girls in the world. Since it was founded it has been providing opportunities for girls from all segments and strata of American life to develop their potential, make friends, and become a vital part of their community.

The evolution of Girl Scouting into a contemporary and forward-looking organization is reflected in its redesigned emblem. The three-profile silhouette of stylized girls' faces points up the organization's female focus and commitment to diversity. The emblem's colors and its trefoil, or three-leaf-clover, shape symbolizes the three parts of the Girl Scout Promise and reflects the cherished traditions of Girl Scouting. Green is the color associated with Girl Scout uniforms, and blue is the color of the World Association.

Since it began, more than 40 million people have been Girl Scouts at some time in their lives. Members include more than 3 million girls and adult volunteers from diverse ethnic, religious, and economic backgrounds. They are found in more than 300 Girl Scout councils throughout the United States and overseas.

About one sixth of the membership are adults. Included among these women and men are the single and married, the working and nonworking,



GIRL SCOUTS

THE GIRL SCOUT PROMISE

On my honor, I will try:
To serve God,
My country and mankind,
And to live by the Girl Scout Law

THE GIRL SCOUT LAW

- I will do my best:
- to be honest
 - to be fair
 - to help where I am needed
 - to be cheerful
 - to be friendly and considerate
 - to be a sister to every Girl Scout
 - to respect authority
 - to use resources wisely
 - to protect and improve the world around me
 - to show respect for myself and others through my words and actions.

community leaders, and "the woman next door." They serve as leaders, national and council board members, advisers, and committee members. The training program for leaders is among the largest adult education programs in the country.

In Girl Scouting, girls of ages 6 through 17 and of all races and creeds are welcomed. Girls with mental or physical disabilities also participate in the informal program of educational and recreational activities.

A girl at any age can benefit from the Girl Scout program. She does not have to have been a Brownie but may enter the program at any one of the following four age levels.

- Brownie Girl Scouts, ages 6, 7, 8
- Junior Girl Scouts, ages 9, 10, 11
- Cadette Girl Scouts, ages 12, 13, 14
- Senior Girl Scouts, ages 14, 15, 16, 17

At each age level, activities for girls take place in small groups, sometimes called troops, or individually under the guidance of an adult leader or adviser. Within the small group setting, each girl has the opportunity to be an active participant—to speak, be heard, influence decisions, and develop leadership qualities.

Adults who serve as leaders and advisers support girls in their efforts to become responsible and self-reliant individuals. They work in partnership with girls, providing friendship, advice, encouragement, and resources.

The Promise and Law, four program emphases, and five worlds of interest form the nucleus of the program for girls. A recognition system in which girls can earn badges symbolizing their proficiency in a subject, or accomplishment of a particular goal, provides a framework within which girls can gain new skills and knowledge. It helps provide a feeling of satisfaction for a job or activity well done.

The emphases—deepening self awareness, contributing to society, relating to others, and developing values—sum up the ways in which all girls can grow through Girl Scouting. These opportunities for growth are found in every Girl Scout activity and can be used to measure a girl's individual development.

Because the number and types of activities available to Girl Scouts are so varied, they have been grouped in five broad interest areas or "worlds." Each one offers stepping-stones to greater exploration, as girls grow.

The World of Well Being focuses on physical and emotional health and nutrition, interpersonal relationships, the home, safety, work and leisure, consumer awareness, and physical fitness.

The World of People focuses on developing awareness of the various cultures in our society and around the world and on building pride in one's heritage while appreciating and respecting that of others.

The World of Today and Tomorrow focuses on discovering the how and why of things, exploring and experimenting with many technologies that touch daily life, dealing with change, and preparing for roles in future events.

The World of the Arts focuses on involvement in the whole range of arts—visual, performing, and literary; enjoying oneself through various art forms; and appreciating the artistic talents and contributions of others.

The World of the Out of Doors focuses on enjoyment and appreciation of the out-of-doors, living and caring for our natural environment, and understanding and respecting the interdependence of all living things.

The combined handbook for Brownie and Junior Girl Scouts, *Worlds to Explore*, has six sections—an introduction to Girl Scouting and five worlds—from which girls may choose activities according to their own interests and abilities.

In *Worlds to Explore*, girls of ages 6 through 12 are encouraged to see themselves as part of their community; to learn about tools, machines, and the process of invention; and to try their

Girl Scouts in Paraguay help blind children enjoy activities that children without disabilities take for granted.

WORLD ASSOCIATION OF GIRL GUIDES AND GIRL SCOUTS



stitution and by the organization laws of the District was chartered by 1950.

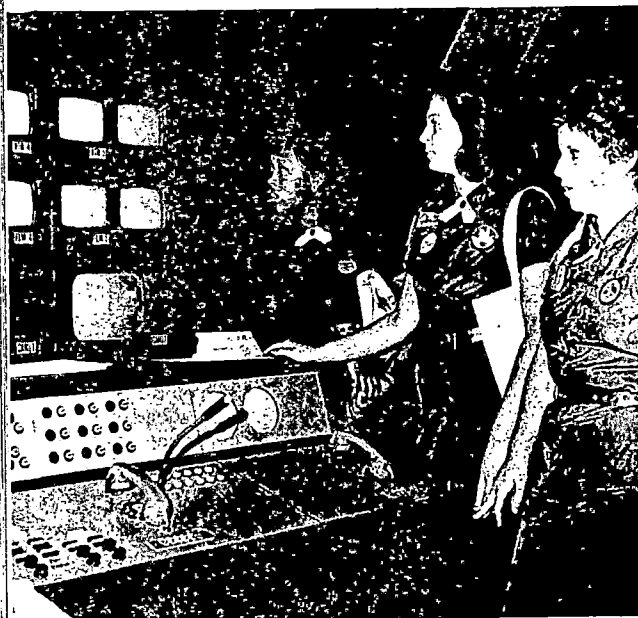
USA is the largest girls in the world. been providing opportunities and strata their potential, make art of their commu-

uting into a con- organization is blem. The three- girls' faces points focus and com- blem's colors and shape symbolizes out Promise and s of Girl Scouting. l with Girl Scout or of the World

40 million people time in their lives. million girls and ethnic, religious, they are found in ils throughout the

bership are adults. and men are the s and nonworking,

GIRL SCOUTS OF THE USA
economic backgrounds



SPANISH TRAILS GIRL SCOUT COUNCIL

Senior Girl Scouts visit a television station as part of a program to explore future career opportunities.

hands at carpentry and science experiments as well as at sewing and sculpture.

The handbook also builds on the traditions of Girl Scouting that have made it unique—principles of the Promise and Law, the concept of service, and expansion of a girls' international awareness. The home is depicted as a special place where everyone has a job to do.

As a supplement to the program for younger girls, *Careers to Explore: For Brownie and Junior Girl Scouts* was designed to counter stereotyped thinking about "men's work" and "women's work." It uses the concept of five worlds to make girls aware of the variety of future careers available to them. The book features interviews with women in traditional and nontraditional jobs and offers a wide range of activities to stimulate further exploration into a particular occupation or field.

For girls of ages 12 through 17, career awareness and exploration become increasingly important because nine of ten high school girls will enter the work force at some time in their lives. Girl Scouts' nonstereotyped career education project, *From Dreams to Reality*, gives teens an early awareness of what it means to work, and the aptitudes, values, training and educational requirements of a specific job.

The materials include an activity book and a set of career cards. The cards feature interviews with 95 women who have challenged a limited view of women's abilities and have gone on to find exciting careers in business, science, the arts, health, and social services.

The activity book *Adventures in Careers* offers opportunities for group or individual career exploration. Its four sections—Insights, Close-ups, Tryouts, and Pilots—can take a girl from self-evaluation of her talents and interests to real life career experiences through internships or paying jobs.

Let's Make It Happen! is a collection of 22 community-oriented interest projects on subjects

as diverse as energy awareness, fashion and beauty, auto mechanics, and money management.

Because a girl can work on these projects individually or within a group, previous Girl Scout affiliation is not necessary. Non-Girl Scouts wishing to meet other girls with similar interests, or to further their own interest in a particular subject, are invited to contact their local Girl Scout council for short- or long-term participation.

Another feature of Girl Scouting for young women 12 through 17 years of age is an annual schedule of events called "Wider Opportunities." These events are travel opportunities that give girls the chance to meet and know people who may think and act differently from themselves and to become sensitive to some of the social issues of the day.

Some past events have included workshops in medical careers, sailing, music, human relations, ecology, competitive sports, work with physically and mentally handicapped girls, and community-action projects. International "Wider Opportunities" can take a girl to one of the four world centers, to international encampments, and to homes of Girl Scouts and Guides from different cultures.

Camping is and always has been an important part of Girl Scouting enjoyed by all age levels. In addition to the "Wyoming Trek," made by teens each summer to Girl Scout National Center West in Wyoming's Bighorn Basin, all Girl Scouts can participate in at least one of the three kinds of camp experiences offered. They are day, resident, and group camping. All three provide fun, adventure, appreciation of the out-of-doors, and a chance to learn to get along with others in a new setting.

GIRL GUIDING AND THE WORLD ASSOCIATION

Just as people and customs differ, Girl Guiding around the world differs from country to country. But it developed in each country as a nonpolitical movement emphasizing belief in a supreme being, devotion to country, service to others, and love of the out-of-doors.

In 1919 the true internationality of Guiding was realized when Olave, Lady Baden-Powell, wife of the Boy Scout founder, formed the International Council. She arranged for the International Conference in 1920. The World Association of Girl Guides and Girl Scouts came into being in 1928, with organizations from 28 countries as founding members.

The World Association is now composed of national organizations in almost 100 countries through which nearly 8 million girls and women are linked together in international friendship. Four world centers—Sangam, in Poona, India; Olave House, in London, England; Our Cabana, in Cuernavaca, Mexico; and Our Chalet, near Adelboden, Switzerland—are places where members of all nationalities are welcome to stay, work, play, and learn about each other's homes, customs, and lives.

The aim of the World Association is to provide girls with opportunities for self-training in the development of character, responsible citizenship, and service to the community. It is particularly concerned that Girl Guiding and Girl Scouting meet the needs of the girls in the countries where it exists.

DENISE MITCHELL

National Headquarters, Girl Scouts of the USA

GIRLS CLUB
work of club that aims to help girls, homemakers, program of activities. Club high school background

Trained volunteers, in such as dramatics, grooming, library, ho swimming have day citizens and a club. Representatives of Money from tary gifts b

The first Waterbury nearby fair 1945 in Syca was in members f areas. Nat City, and Indianapolis the early centers in membersh

To ou America p the Year, lege schol clude a ne KATHARIN

GIRONDE
western F area of 4, the larges name from estuary, in rivers emj

In the cent sand resort ind Arcachon oyster rais east of wd gion stret tations th as too sler so a gov up to rev ture and,

The Bordelais, dogne riv leys and for the Médoc, G The c deaux, w a port, B of empire hinterland Gironde outports, d'Ambès,

(Hinchliffe/Nix)
February 26, 1992 8 a.m.
SAVANNAH Draft One

PRESIDENTIAL REMARKS: SAVANNAH RIVERFRONT APPEARANCE
SAVANNAH, GEORGIA
SUNDAY, MARCH 1, 1992

Thank you, Susan. [Acknowledgements]. Barbara and I are
thrilled to be here in the great Empire State of the South. //

You'll notice I brought along my newest mode of
transportation -- "Riverboat One." //

It's great to see the soldiers of Desert Storm here today.
As we gather here in this peaceful site, we remember that one
year ago this week, the allied nations liberated Kuwait. And
it's because of many of the brave GI Janes and Joes with us today
that we won that war. And we will never grow tired of saying:
America is proud of you. //

Hello, Girl Scouts! This is great. It's not often that I
get to make a speech and buy some Girl Scout Cookies at the same
time. // Years ago, the founder of the Girl Scouts, Savannah's
own Juliette Low, said this about the rules of Girl Scouting.
She said: Play fair, play in your place. Play for your side and
not for yourself. And as for the score, the best thing in a game
is the fun and not the result . . . [[I'll try to keep that in
mind next time someone is beating me at tennis.]] //

But this is an election year and it is a game with its own
rules, too. And although there is fun to be had -- like when I
get to talk with people all over this country -- in this game

more than any other, the result is important -- because on March 3 you will decide in what direction this country will go. And which party will take you there. [[I can't look at that boat back there without thinking of what would happen to America if some other country had their way. We'd be up the river without a paddlewheel.]] //

Today, we face challenges different from those of a year ago. But make no mistake: the American track record is one of success: Together we will meet these challenges. //

But please understand this: The solutions to our challenges lie in reform -- not repeated mistakes. They lie in the global view -- not the ostrich view.

I see many young couples and families here today. Parents, look into the faces of your children and ask yourselves: What kind of legacy will be left to my kids? There are those who stand for protectionism -- who want to build walls around our children's futures, walls that will limit their opportunities.

But world economic trends are moving our way. You Savannahians know that. Look at this dynamic port. The six million tons and billions of dollars in international trade that come through here create 58,000 Georgia jobs. Savannah's been a leader in global trade since the world's first steam-powered vessel, the S.S. Savannah, left here to cross the Atlantic. Your new bridge, finally complete through federal and state funding, can accommodate 98% of the world's fleet. Today, dinner is put on your tables by the revenue you generate throughout every major trade area around this world. The world is at Savannah's door.

And Savannah is venturing out in return. Georgia's export business is booming: \$12 billion dollars in 1990 for manufactured exports, meaning 180,000 jobs; and over \$1/2 billion in agricultural exports. More and more ships are coming into and going out of this harbor, saluting statue of The Waving Girl. But she's doing more than just waving back, she's waving goodbye to the recession. //

Widening our worlds -- that's how you create and preserve jobs here in Savannah. Over the past 5 years nearly half of America's real economic growth has been in exports. This country sees \$422 billion annually in exports, up \$29 billion this year. Think how many jobs we'll preserve and create as that figure rises. And rise it will: dramatically. Don't let anyone kid you: The world is buying US products at a record pace. American workers can outcompete and outproduce anyone, anywhere, anytime. //

When we foster democracy abroad; when we strengthen our security engagements with our allies and friends; when we work to open markets and expand trade -- we breathe life into this economy and we ensure a prosperous future for our children. And that's worth fighting for -- and fight the isolationists I will. //

You all know I love a good fight. So mark your calendars - - If Congress doesn't pass my plan by March 20, the gloves will go on. I gave them a comprehensive action package for this economy and I gave them a deadline. Call your Congressmen, your Senators, and remind them to check their appointment books: Tell them: We have a date. / Tell them: 19 more days. / And tell

them: the American people don't like to be stood up. // Let them see that we stand together. Americans united will renew this country. We will lift this nation to a better future.

With the leaps Savannah has made in economic development, you have already begun to lead. And with the help of the great people of this state, we will carry our message to those who doubt the determination of the American people. To those who underestimate us, I say: Lead, follow or get out of the way. // We will get the job done. // With your help in the upcoming primaries, we will meet each and every challenge that comes our way -- now -- and for four more years. ///

Thank you, Savannah. May God Bless you, the beautiful state of Georgia, and may God Bless the greatest land on Earth --the United States of America.

#

GEORGIA REPUBLICAN PARTY FACSIMILE TRANSMISSION FORM

DATE: 2-25-928 PAGES (WITH COVER)TO: Jeannie BurtonFROM: Don B. L...202
Fax - 456 - 6218

TELEPHONE: (404)365-7700

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GEORGIA REPUBLICAN PARTY
3091 MAPLE DRIVE, N.E., SUITE 315
ATLANTA, GEORGIA 30305

GEORGIA FACT SHEETREPUBLICAN ELECTED OFFICIALSStatewide Constitutional Offices:

There are no Republican statewide elected officials. The only two Republicans ever to be elected statewide are Mack Mattingly, who was elected to the United States Senate in 1980, and Billy Lovett, a party switcher, who served on the Public Service Commission until 1990.

Congressional Delegation:

U.S. Senate

Sam Nunn (D)

Wyche Fowler (D), up for re-election in 1992.

U.S. House

1 Republican - Newt Gingrich, House Minority Whip

9 Democrats

Congressman Newt Gingrich had a close call in 1990, winning the General Election by 900 votes. Under redistricting plans now pending, Gingrich's district has been moved to the Republican northside of Atlanta where he plans to run for re-election. He has drawn primary opposition from State Representative Herman Clark.

■ Congressman Gingrich will immediately precede the President as a luncheon speaker.

State Legislature

State Senate

11 Republicans

45 Democrats

The Senate Republican Leader is Tom Phillips. He is running for Congress in the 4th District. He has several opponents in the Republican primary.

State House

35 Republicans

145 Democrats

The House Republican Leader is Paul Heard. Representative Heard is the Chairman of the 1992 Presidents' Day Celebration.

STATE PARTY

Chairman: Alec Poitevint

Elected: May 1989

Re-elected: May 1991

Poitevint is the first state chairman to be re-elected and the first to win election on unanimous vote. Poitevint has been a Bush supporter since 1980 and served as Chairman of Agribusiness for Bush in 1988. He endorsed George Bush and Dan Quayle at the 1991 state convention and is a State Co-Chair of the Bush-Quayle campaign. Poitevint also serves as Treasurer of the Republican National Convention Committee on Arrangements.

Executive Director: David J. Shafer

Appointed: February 1, 1991.

Before being named by Poitevint as Executive Director, Shafer previously Billy Lovett's 1990 campaign for Georgia Insurance Commissioner (49% of the vote).

Committeeman: Carl Gillis

Elected: August 1976

Next Election: August 1992

Gillis has served for sixteen years and has indicated that he will not seek re-election.

Committeewoman: Carolyn Meadows

Elected: August 1988

Next Election: August 1992

Meadows was elected as a compromise candidate in 1988. She is seeking re-election and will likely draw opposition.

Bush/Quayle '92 Leadership:

Chairman: Fred Cooper

State Director: Bill Thorne

1988 Presidential Election Results:

Bush: 60%

Dukakis: 40%

Electoral College: 13 votes

Financial Status:

The Party is in strong financial condition with recent press reports pointing to a \$250,000 warchest. The Party has been out of debt since Poitevint took over in 1989. The Democrats, on the other hand, are still struggling to re-pay \$300,000 owed from the 1990 campaign cycle.

1992 ConventionsDelegate Selection:

The delegate selection process began on February 15 with precinct mass meetings in counties having populations of 80,000 or more. The turn-out was light and there was been little controversy thus far, in contrast to 1988 which was characterized by bitter infighting among Bush and Robertson supporters. At the 1991 state convention, many potential problems were headed off by the unanimous adoption of the "President's 1988 Platform."

March 14	Precinct Meetings for Counties Under 80,000
March 14	County Conventions
April 25	District Conventions
May 29-30	State Convention in Atlanta

POLITICAL OVERVIEW1990Governor:

Zell Miller (d)	53%
Johnny Isakson (R)	45%
Libertarian	2%

Miller, the Lt. Governor since 1974, outspent Isakson, the House Republican leader, nearly 2-1. In heavy television advertising, Miller promised a lottery for education, a sales tax exemption on food, and boot camps for first-time criminals. Miller's campaign manager was James Carville, now the consultant for Bill Clinton. Isakson relied on a local campaign manager.

Miller has promised not to run for re-election in 1994. Isakson is expected to seek the nomination once again. Isakson is a State Co-Chair for Bush-Quayle.

Lt. Governor

Pierre Howard (D)	63%
Matt Towery (R)	35%

Towery, a Cobb County lawyer, and was a first-time candidate. He now chairs Congressman Newt Gingrich re-election campaign and is a State Co-Chair for Bush-Quayle. Pierre Howard is expected to run for Governor in 1994.

Insurance Commissioner

Billy Lovett (R)	49%
Tim Ryles (D)	51%

Lovett, who served on the Georgia Public Service Commissioner and switched parties in 1985, did the best among Republican candidates in 1990. Some Republican leaders are trying to recruit Lovett for the 1992 Labor Commissioner race. Lovett is a State Co-Chair for Bush-Quayle.

Agriculture Commissioner

Tommy Irving (D)	64%
Dr. Raymond Young (R)	34%

Raymond Young has endorsed Pat Buchanan.

1992Constitutional Offices:

Only Labor Commissioner comes up in 1992, due to the resignation of Joe Tanner. Governor Miller appointed former state senator Al Scott to the Labor Commissioner's post. Scott, who lost the Democratic Primary for Public Service Commissioner in 1990, is the first black to hold a statewide office. Scott is highly vulnerable especially as he will be forced to run during a presidential year.

The two Republican candidates mentioned for Labor Commissioner are Billy Lovett, GOP nominee for Insurance Commissioner in 1990, and John F. Collins, a perennial candidate who is supporting Pat Buchanan for President.

Georgia General Assembly:

Redistricting has created a large number of opportunities for Republicans. The delegation of 46 is expected to swell to as many as 75 seats due to redistricting.

U.S. Senate

Candidates for the U.S. Senate race against Democrat Wyche Fowler:

- o Former Peace Corps Director Paul Coverdell
- o Former U.S. Attorney Bob Barr, now an attorney in private practice
- o Charles Tanksley, a Cobb County attorney
- o Don Chamberlain, a DeKalb County inventor and businessman

Fowler is extremely vulnerable but has a 1.6 million dollar war chest.

U.S. Congress1st District:

Democratic incumbent Lindsey Thomas has announced his retirement to take a position on the Atlanta Olympic Committee. Possible GOP candidates include:

- o Former U.S. Senator Mack Mattingly
- o State Representative Jack Kingston
- o State Representative Willou Smith
- o W. B. Jolly, businessman

2nd District:

Democratic incumbent Charles Hatcher is expected to seek re-election. Although there are no serious GOP candidates for this seat the U.S. Justice Department has demanded that the 2nd District have a higher minority influence.

3rd District:

Democratic incumbent Richard Ray is seeking re-election to the 3rd District despite being drawn out of the district by the General Assembly. He has moved into the district, but will face primary opposition from David Worley, the attorney that narrowly lost to Newt Gingrich in 1990. The new 3rd district is made up of 55% of Newt Gingrich's old 6th District. GOP candidates are:

- o Dr. Paul Broun, the 1990 GOP nominee
- o State Senator Mac Collins

4th District:

Democratic Incumbent Ben Jones is considering not seeking re-election (or running in a the majority black 11th Congressional District). Jones won election to Congress in 1988 by defeating Republican Pat Swindall whose campaign had been hamstrung by a perjury indictment. GOP candidates this year are:

- o Former State Representative John Linder, the 1990 GOP nominee
- o State Representative Emory Morsberger
- o Former DeKalb County GOP Chairman Ray Miller
- o Senate Minority Leader Tom Phillips
- o Former Rockdale County Commissioner Richard Robinson, the retired CEO of Snapper Lawnmower.

5th District:

Democratic Incumbent John Lewis is expected to seek re-election. The 5th is a solid Democratic seat and no serious opposition has emerged.

6th District:

The 6th District is a newly created Republican District. Congressman Newt Gingrich has moved into this district and is seeking election. State Representative Herman Clark will be opposing him in the primary.

7th District:

Democratic incumbent Buddy Darden is expected to seek re-election. The 7th district has been redistricted into a more Democratic district. Republican Candidate Al Beverly ran against Darden in 1990 and is running against him again in 1992.

8th District:

Democratic incumbent Roy Rowland is expected to seek re-election. There are no announced GOP candidates.

9th District:

Democratic incumbent Ed Jenkins has announced his retirement. In 1990, Republican nominee Joe Hoffman came surprisingly close to unseating Jenkins with 44% of the vote. A number of Republicans are considering a race in light of Jenkin's recent announcement. This seat is an excellent opportunity for the GOP with Bush taking 71% of the vote here in 1988.

10th District:

Democratic incumbent Doug Barnard has announced that he will not seek re-election. The redistricting process had made this district much more Republican. Announced GOP candidates are:

- o State Senator Frank Albert
- o Former Director of the ASCS Ralph Hudgens, the 1988 GOP nominee in the 2nd District
- o Tom Simpson, a mobile home executive
- o Mark Meyers, a realtor and the 1988 GOP nominee

11th District:

This is the newly created black majority district and has no incumbent. Potential GOP candidates are:

- o Rev. Otis Smith, a former Democratic candidate for the Public Service Commission
- o Retired Colonial Bernie Fontaine

Presidential Race

The Bush/Quayle effort is headed by Chairman Fred Cooper. Mr. Cooper is a former Georgia Republican Party Chairman and Bush's Chairman from 1988. The Bush-Quayle Steering Committee includes the entire leadership of the Republican Party including Alec Poitevint, Mack Mattingly, Billy Lovett, Johnny Isakson, Pat Robertson's brother Willis, Matt Towery and Savannah Mayor Susan Weiner.

Pat Buchanan's Georgia efforts are being headed by Jack Thrift. Thrift ran Hal Suit's losing 1970 campaign for Governor. Buchanan's Southeast Regional Director is Brant Frost (who headed Pat Robertson's Georgia campaign in 1988). Thrift and Frost are relying on the old Robertson network with limited success. There has been a noted increase in activity since the New Hampshire Primary. Buchanan has a number of trips planned to Georgia.

 "Miami is the only place in the United States that's going to escape major recessions, and the reason—you really have to be honest about it—goes back to two things: the drug cash flow that comes in and impacts the whole community. And number two, the increased centralization of trade, commerce, and banking in Miami toward the Caribbean and Central and South America."

Maurice Ferre, Miami mayor
 Joel Garreau
The Nine Nations of North America
 1981

 "Miami Beach is where neon goes to die," was Lenny Bruce's terse assessment of America's ivory coast."

Barbara Gordon
Saturday Review
 May 20, 1972

 "The materialistic capital of the world."
 Norman Mailer
Miami and the Siege of Chicago
 1968

 "... A street of nightmarish hotels, each more feverishly grotesque than the last."

James Morris
As I Saw the USA
 1956

 "Miami has now become the capital of Latin America."

Jaime Roldos, president of Ecuador
 Speech at Miami Trade Fair
 1979

 "Miami Beach has gone from being the fun and sun capital of the world to the slum and bum capital."
 Local politician
 Quoted by William Safire
New York Times
 Oct. 25, 1981

 "In Miami, the wonder city, pride of south Florida, where some of its citizens dream a new culture is to be born, we have this extraordinary situation, extraordinary even for the South. A curfew regulation: No Negroes except those needed as night bell boys, porters and the like by hotels, allowed out of the colored section of the city after nine p.m."

Clara G. Stillman
These United States
 1924

 "Prior to their [Cuban exiles'] appearance on the scene, Miami tended to be essentially a rather indolent pasture town for retired elderly people from the North, and a winter resort.... The [competitive] pressure came from the Cubans, hungry for work, resilient, imaginative and, in a great many cases, equipped with considerable skills and experience in a variety of fields. What they did, then, was to energize the whole city."

Tad Szulc
Esquire
 February, 1974

 "It even makes one feel more kindly toward Southern California."

Edmund Wilson
 "Miami"
 1949

 [Miami Beach]: "What draws people down to this vacuum? How do they amuse themselves here?"

Edmund Wilson
 "Miami"
 1949

 [Miami]: "Acres of nougat-like shops, mountain ranges of vanilla ice-cream hotels."

Edmund Wilson
 "Miami"
 1949

Other Cities and Regions

Key West:

"... its persistent air of slightly piratical independence."

James Morris
As I Saw the USA
 1956

 "If the continent were water and the water land, Key West is where all the sweetness and bitterness, all the honey and sour acids of our complicated American lives would drain. The southernmost point in the United States. Land's end. Old glory and present decay."

Richard Rhodes
Playboy
 January, 1972

Marsh country:

"Here the Indians who refused the indignity of being removed en masse to Oklahoma built their villages

and planted their squash and bananas, confident that this insidious marsh country of the red-bug and the moccasin would be theirs by default because it was the one section of Florida the white man could not endure. The only other inhabitants of these impenetrable mangrove swamps were squatters, outcasts, moonshiners who lived in shacks raised on stilts over the shallow Florida Bay flats at a now vanished community well-named Snake Bite, or in lawless little bands on the islands of Whitewater Bay."

Budd Schulberg
 "Florida"
American Panorama
 1947

Palm Beach:

"For the boarders, verily, were the great indicated show, as I had gathered in advance, at *Palm Beach*; it had been promised one, on all sides, that there, as nowhere else, in America, one would find Vanity Fair in full blast...."

Henry James
The American Scene
 1907

Pensacola:

[Pensacola Harbor in 1870s]: "Vessels, before loading with cargo, discharged their ballast, which was hauled and dumped along the shore, and 60 acres of land were created in a few years. Thus Pensacola's reclaimed shoreline is made up of red granite from Sweden, blue stone from Italy, broken tile from France, and dredgings from the River Thames and Scheldes of The Netherlands."

The Federal Writers Project of the WPA
Florida, American Guide Series
 1939

St. Augustine:

"A part of St. Augustine lingers as the Southeast's most tangible relic of the Spaniards' bid for power."

Harnett T. Kane
Gone Are the Days
 1960

West Palm Beach:

"God rode out the ocean,
 Chained the lightning to his wheel;
 Stepped on land at West Palm Beach,
 And the wicked hearts did yield."

Spiritual
 Quoted by Alistair Cooke
One Man's America
 1952

GEORGIA



Capital: Atlanta

Entered the union (with rank): Jan. 4, 1788 (4)

State motto: Wisdom, justice, moderation

State flower: Cherokee rose

State bird: Brown thrasher

State song: "Georgia on My Mind"

State tree: Live oak

Nicknames: Empire State of the South, Peach State
 Origin of state name: After George II of England

Georgia looks like everyone's image of the rural South: the red soil, the kudzu vine climbing over every unprotected surface, the winding country roads and small bridges over slow-moving streams, the little towns barely one block long. Atlanta, Georgia's capital, by contrast, is the perfect picture of the future of the South—the prosperous Sunbelt. An auto-centered city of plazas, highways, clean glass skyscrapers, revitalized city rowhouses and immigrants from the north and west, Atlanta looks like success, with considerable reason.

Founded as an English debtors' colony by Gen. James Oglethorpe in 1733, Georgia went on to become one of the Confederacy's stalwarts during the Civil War. It probably suffered greater damage from that war than any other state; Sherman's army cut a violent swath across the state from Atlanta to the sea, burning and pillaging as it went. Reconstruction also hit Georgia hard, and the state's economy remained flat until the middle of this century.

Today, Georgia's relative lack of development has turned into a plus. Industries have moved south in droves to utilize the large sources of natural materials, the relaxed laws concerning pollution and unions and the available space. Georgia, the largest state east of the Mississippi, benefited from all these factors and has become a new home for dozens of corporations. The new prosperity is slowly changing the face of Georgia, but the old southern ways still persist outside the big cities. Georgia ranks first in gallons of moonshine whiskey seized by the feds.

THE STATE

"My mother was a whippoorwill pert,
My father, he was lazy,
But I'm Hell broke loose in a new store shirt
To fiddle all Georgia crazy."

Stephen Vincent Benet
John Brown's Body
1925

"God has not put any limit on what we can do in Georgia."

Jimmy Carter, governor
Speech
1971

"Georgia, Georgia, the whole day through
Just an old sweet song keeps
Georgia On My Mind.
I said Georgia, Georgia, a song of you
Comes as sweet and clear
As moonlight through the pines"

Stuart Gorrell
Georgia On My Mind
1930

"Bring the good old bugle, boys, we'll sing an-
other song
Sing it with a spirit that will start the world along
Sing it as we used to sing it—fifty thousand strong,
While we were marching through Georgia."
Traditional Song
Marching Through Georgia
1865

THE LANDSCAPE

"Oh, Georgia . . . Georgia . . . the careless yield!
The watermelons ripe in the field!
The mist in the bottoms that tastes of fever
And the yellow river rolling forever!"

Stephen Vincent Benet
John Brown's Body
1928

"Georgia is beautiful. High on the crests of the Great
Smoky Mountains some Almighty hand shook out
this wide and silken shawl—shook it and swung it
200 glistening miles from the Savannah to the Chat-
tahoochee, 400 miles from the Appalachians to the
southern sea. Red, white, and black is the soil and it
rolls by six great rivers and ten wide cities and a

thousand towns, thick-throated, straggling, low,
busy, and sleepy."

W. E. B. DuBois
These United States
1924

"Georgia is beautiful. Yet on its beauty rests some-
thing disturbing and strange. Physically this is a
certain emptiness and monotony, a slumberous,
vague dilapidation, a repetition, an unrestraint. Point
by point one could pick a poignant beauty—one
golden river, one rolling hill, one forest of oaks and
pines, one Bull Street. But there is curious and
meaningless repetition until the beauty palls or fails
of understanding. And on this physical strangeness,
unsatisfaction, drops a spiritual gloom. A certain
brooding lies on the land—there is something furtive,
uncanny—at times almost a horror."

W. E. B. DuBois
These United States
1924

[The Okefenokee]: "I don't know of any place where
human beings coexist so happily with God's other
creatures."

Charles Kuralt
Dateline America
1979

WAY OF LIFE

[On his refusal to join the white citizens council]: "I
think they finally looked on me as an anachronistic
citizen who had come back and had been misled in
the Navy, and they would just bear with me until I
had gotten reacclimated to South Georgia ways."

Jimmy Carter
Quoted in *Atlanta*
December, 1974

"When I was growing up on a farm in Georgia . . . an
invisible wall of racial segregation stood between me
and my black playmates. It seemed then as if that
wall between us would exist forever. But it did not
stand forever. It crumbled and fell. And though the
rubble has not yet been completely removed, it no
longer separates us from one another, blighting the
lives of those on both sides of it."

President Jimmy Carter
Speech to Indian Parliament, New Delhi
Jan. 16, 1978

"A journey through Georgia leaves little to record.
... I traveled with three attorneys, two store keepers,

a cotton planter and a slave dealer. My notions of the
sort of conversation prevalent in Newgate may not be
very accurate, but I much doubt whether it would be
found to indicate such utter debasement, both of
thought and principle, as that to which I was con-
demned to listen."

Thomas Hamilton
Men and Manners in America
1843 edition

"There are two Georgias, and many Souths. You told
him right. People in the cotton South had slaves and
didn't learn how to work. Ever since they have been
complaining about things and figuring life's been
hard because their granddaddies lost a war."

Quoted by Ralph McGill
The South and the Southerner
1963

"There is a state [Georgia] with more than half the
area of Italy and more population than either Den-
mark or Norway, and yet in 30 years' time it has not
produced a single idea."

H. L. Mencken
"The Sahara of the Bozart"
Prejudices: Second Series
1920

"The Leo Frank affair [a lynching] was no isolated
phenomenon. It fitted into its frame very snugly. It
was a natural expression of Georgian notions of truth
and justice."

H. L. Mencken
"The Sahara of the Bozart"
Prejudices: Second Series
1920

"There the liberated lower order of whites have
borrowed the worst commercial boulderism of the
Yankee and superimposed it upon a culture that, at
bottom, is but little removed from savagery. Georgia
is at once the home of the cotton-mill sweater, of the
Methodist parson turned Savonarola and of the
lynching bee."

H. L. Mencken
"The Sahara of the Bozart"
Prejudices: Second Series
1920

HISTORY AND POLITICS

"... the merchants of Georgia demanding at least
two millions of acres of land from the Indians, as a

discharge of their debts, due, and of long standing:
the Creeks, on the other hand, being a powerful and
proud spirited people, their young warriors were
unwilling to submit to so large a demand, and their
conduct evidently betrayed a disposition to dispute
the ground by force of arms, and they could not at
first be brought to listen to reason and amicable
terms; however, at length, the cool and deliberate
counsels of the ancient venerable chiefs, enforced by
liberal presents of suitable goods, were too powerful
inducements for them any longer to resist, and finally
prevailed."

William Bartram
Travels of William Bartram
1791

"They have lynched 500 Negroes in 40 years; they
have killed unnumbered white men. There must be
living and breathing in Georgia today at least 10,000
men who have taken human life, and ten times that
number who have connived at it. Let us look this
human thing squarely in the face without flinching.
Georgia has wrought deeds so awful that they can
scarcely be told."

W. E. B. DuBois
These United States
1924

"Georgia bribes its white labor by giving it public
badges of superiority. The Jim Crow legislation was
not to brand the Negro as inferior and to separate the
races, but rather to flatter white labor to accept public
testimony of its superiority instead of higher wages
and social legislation."

W. E. B. DuBois
These United States
1924

"By agreeing to vote on one issue, the Negro, the
normal split of the white vote on other questions or
the development of a popular movement against
intrenched privilege is virtually forestalled. Thus in
Georgia, democratic government and real political
life have disappeared. . . . Anything that would di-
vide white folk in opinion or action is taboo and only
personal feuds survive as the issues of political
campaigns."

W. E. B. DuBois
These United States
1924

"It is usual for the stranger in Georgia to think of race prejudice and race hatred as being the great, the central, the unalterable fact and to go off into general consideration as to race differences and the eternal likes and dislikes of mankind. But that line leads one astray. The central thing is not race hatred in Georgia; it is successful industry and commercial investment in race hatred for the purpose of profit."

W. E. B. DuBois
These United States
1924

"Georgia receives large accessions of population in the off-scourings of other slave states. The restraints of law are little felt, and it is the only state in the Union in which I heard it publicly asserted that justice is not purely administered."

Thomas Hamilton
Men and Manners in America
1843 edition

"You [the citizen who opposes public education] are a dead weight on Georgia. You are one of the reasons why its property is not now worth five times what it is. You are one of the reasons why the products of its soil are not five times as great as they are, for such schools as I mean would make most farmers highly successful farmers. . . . You are one of the reasons why Georgia is not one of the greatest manufacturing states in the Union, for such schools as I mean would turn thousands of the best-trained hands and minds to the making of beautiful and useful things."

Walter Hines Page
Speech at Georgia Normal School in Athens
1901

"Until we can repopulate Georgia, it is useless for us to occupy it; but the utter destruction of its roads, houses and people will cripple their military resources. I can make this march, and make Georgia howl."

General William T. Sherman
Telegram to General Grant
1864

[An English traveler compares the prosperity of Illinois to Georgia's stagnation]: "The great immigration is the secret of the progress of Illinois; but what is the secret of the immigration? Both states are fertile; in both nature holds many inducements; the climate in Georgia is finer, the country is more salubrious. Why, then, is she left behind in the race of development and prosperity? I can see no reason, except that ever-recurring one—slavery. The hardy pioneer, himself a laborer, will not put himself in

competition with brute labor, nor seek his fortune where labour is dishonourable. When southern statesmen count up the gains of slavery, let them not forget to count its cost."

James Sterling
Letters
1857

[Beginning in the 1940s, Georgia's white establishment encouraged the exodus of blacks, whose labor was less and less needed.]: "The cruellest thing was the driving of the Negroes out, to end forever the perverted but human bond [between whites and blacks] and disappoint forever that hope some of the Negroes had always had—as unfounded and majestic as the will of people without food or warmth not only to keep alive but send the children to school—that wistful faith that some day the whites would be all right."

Pat Watters
The South and the Nation
1969

"Blacks knew they had to turn to politics to survive. Voting was understood very early in Georgia as a life and death issue."

Andrew Young
Quoted by Jack Bass and Walter De Vries
The Transformation of Southern Politics
1976, 1977

CITIES, TOWNS AND REGIONS

Atlanta

"There is no adequate word to describe Atlanta's physical and economic growth during the 60s. You could use 'tremendous' or 'fantastic' or 'incredible,' and you would be correct, but you would still be understating the situation. In that short span of 10 years Atlanta grew as much as it had in all its previous history, moving from being a somewhat sluggish regional distribution center to a position as one of the dozen or so truly 'national cities' in the United States. In 1959 we were known for Coca-Cola, Georgia Tech, dogwoods, the Atlanta Crackers, and easy southern living; by 1969 we were known for gleaming skyscrapers, expressways, the Atlanta Braves and—the price you have to pay—traffic jams."

Ivan Allen, Jr. (former Atlanta mayor)
and Paul Hemphill
Mayor: Notes on the Sixties
1971

"Despite its reputation as a progressive, prosperous city, by 1960 you could see that Atlanta was starting to tread water. . . . We could talk all we wanted to about being progressive, but we were still being pulled down by a moldy state legislature and suspender-snapping politicians who continued to be elected through an unfair county-unit voting system whereby a tiny county in southeast Georgia could have almost as much to say about Atlanta's welfare—its share of state funds—as Atlanta itself. We could talk all we wanted to about being a 'City Too Busy to Hate,' but Atlanta was still detested and held back by one of the most racially spiteful states in America."

Ivan Allen, Jr. (former Atlanta mayor)
and Paul Hemphill
Mayor: Notes on the Sixties
1971

"We are big, with every promise of growing bigger. And there are those who say that this very bigness carries in it the seeds of civic destruction through indifference, through inadequate city services, through growing poverty for some—contrasted with greater prosperity for most—and through poverty's by-products of crime and decay. But I am not ready to give up Atlanta to those who say that all cities are sick and cannot recover. I cannot speak for all American cities, but I say that Atlanta did not spend the past hundred years rebuilding from the ashes to fall prey now to corrosion, corruption and community discord. . . ."

Ivan Allen, mayor of Atlanta
State of the City Address
1966

"So Sherman goes from Atlanta to the sea
Through the red-earth heart of the land, through
the pine-smoke haze
Of the warm, last months of the year."

Stephen Vincent Benet
John Brown's Body
1928

"Sometimes I believe that Georgia has never recovered from the memory of Sherman's devastating march. Only in Atlanta do I feel a total recovery. . . ."

Pearl S. Buck
America
1971

"Atlanta is pressing forward, grasping the future, shaping something strong and good, yet acknowledging and taking pride in its heritage."

Carolyn Carter
Fodor's South
1979

"Atlanta is supposed to rank fairly high among southern cities in its attitude toward Negroes, but it out-ghettos anything I ever saw in a European ghetto, even Warsaw. What I looked at was caste and untouchability—half the time I blinked remembering that this was not India."

John Gunther
Inside USA
1947

[At Atlanta airport with Martin Luther King Jr.]: "One stately old white man walked up to Martin and said, 'By God, I don't like all you're doing, but as a fellow Georgian I'm proud of you.'"

Louis E. Lomax
The South Today
1965

"The new Atlanta, sprung from the ashes of the old, is a hideous, nondescript city combining the evil, ugly traits of both north and south."

Henry Miller
The Air-Conditioned Nightmare
1945

"In 200 years Atlanta . . . will only be remembered for glass elevators, stark concrete, and conventions . . . another center for the fast-buck franchise."

A letter to the *Atlanta Constitution*
Quoted in *National Geographic*
August 1978

"Back in the sixties, we [Atlanta] were known as the 'Cinderella City' The word was that you could build anything in Atlanta, even build it backward, and it would succeed. Well, we overbuilt, way beyond the point of need."

John Portman, architect
Quoted in *National Geographic*
August, 1978

"The city was adapting itself, with remarkable rapidity, to the new order of things. 'Sherman, his mark' was still written too plainly to be soon effaced, in gaping windows and roofless houses, heaps of ruins on the principal corners and traces of unsparing destruction everywhere. The burnt district of Rich-

mond was hardly more thoroughly destroyed than the central part of Atlanta; yet, with all the advantages of proximity to the north, abundant capital, and an influx of business and money from above the Potomac, Richmond was not half so far rebuilt as Atlanta. . . . These people were taking lessons from Chicago, and deserved to have, as they then seemed likely to have, the foremost of the interior cities of the Gulf states.

Whitelaw Reid
After the War; a Southern Tour
1866

"I have spent years among the Black Feet, and have been pretty much over the world, but I never saw such demoralized faces [as in Atlanta]. The war has destroyed their moral character. There isn't one man in a score here I would trust with my carpet-bag."

A visiting geologist
Quoted by Whitelaw Reid
After the War; a Southern Tour
1866

"The traces of the bad passions and disregard of moral obligations which the war has taught, are written almost as plainly on the faces as are Sherman's marks on the houses of Atlanta. . . . Passing about the dark, crooked streets of Atlanta after night, unaccompanied and unarmed, was worse than attempting a similar exploration of the Five Points, in New York, 10 years ago. Murders were of frequent occurrence; and so common a thing as garroting attracted very little attention."

Whitelaw Reid
After the War; a Southern Tour
1866

"Atlanta is an upstart. A lusty country lass has come late to town, with lace on her parasol and red clay on her petticoats. Wise, now, in the ways of the world; a rich girl, a sophisticated lady wheeling and dealing and playing with the world's great and near great, who come courting in endless streams. But a hoyden, for all that."

Anne Rivers Siddons
Go Straight on Peachtree
1978

"Perhaps, after all is said and done, it took Margaret Mitchell to sum us [Atlantans] up best. In her beloved *Gone with the Wind*, she has an exasperated Mammy accuse a balky Scarlett O'Hara of being 'a

mule dressed up in hoss harness.' She put her finger on the city for good and all."

Anne Rivers Siddons
Go Straight on Peachtree
1978

"General Sherman's efficient army demolition squads destroyed 90 percent of Atlanta in 1864, just before he began his historic march to the sea. The city rose from its ashes to become the state's great capital city—the South's largest industrial, financial, and educational center. The visitor in the capital city of the Peach State finds that today it is less the nostalgic city of *Gone With the Wind* than the cultural and economic heart of the Southeast."

Texas Touring Atlas
1965

"[In Atlanta.] . . . Sunday is the Lord's day, and in the South he still has clout—or enough, at least, so that most folks won't cross him in public. . . .

This explains why the cocktail lounge in the Atlanta airport is not open on Sunday night . . . not even in Atlanta, which the local chamber of commerce describes as the Enlightened Commercial Capital of the 'New South.' Atlanta is an alarmingly liberal city, by Southern standards—known for its 'progressive' politicians, nonviolent race relations, and a tax structure aggressively favorable to New Business. It is also known for moonshine whiskey, a bad biker/doper community, and a booming new porno-film industry.

Fallen pompom girls and ex-cheerleaders from Auburn, 'Bama, and even Ole Miss come to Atlanta to 'get into show business,' and those who take the wrong fork wind up . . . in front of hand-held cameras. . . . Connoisseurs of porno-films say you can tell at a glance which ones were made in Atlanta, because of the beautiful girls. There is nowhere else in America, they say, where a [pornographic]-flick producer can hire last year's Sweetheart of Sigma Chi to take on 12 Georgia-style Hell's Angels for \$220 & lunch."

Hunter S. Thompson
Fear and Loathing On the Campaign Trail '72
1974

Savannah

"Savannah slept among baskets of azaleas."
Simone de Beauvoir
America Day by Day
1953

" . . . in the spring, when the yellow forsythia gives way to the blue wisteria, which gives way to the dogwood, dazzling white. Then the citizens [of Savannah] feel the urge to inhale May while strolling the cobblestones of the river front, which is crowded with shops and ships, now as ever; or to drive out to Desposito's across the Thunderbolt Bridge for a helping of hot, sweet, pink miraculous shrimp, ordered by the pound, boiled in their shells and served in a steaming pile."

Charles Kuralt
Signature
1981

"Savannah is a living tomb about which there still clings a sensual aura as in old Corinth."

Henry Miller
The Air-Conditioned Nightmare
1945

[On the founding of Savannah]: "Went myself to view the Savannah River. I fixed upon a healthy situation about ten miles from the sea. The river here forms a half-moon, along the south side of which the banks are about 40 foot high, and on the top flat . . . upon the riverside in the center of this plain I have laid out the town."

James Oglethorpe, founder of Savannah
Quoted in *American Heritage*
December, 1970

"I beg to present you as a Christmas gift, the city of Savannah with 150 guns and plenty of ammunition; and also about 25,000 bales of cotton."

General William Sherman
Dispatch to President Lincoln
1864

"Savannah: The name begins with a whisper and ends with a sigh, inciting dreams of a never-never South, of belles and balls, soft accents and gentle courtesy, magnolias and Spanish moss, and all the rest. If all that ever existed, it doesn't any more; not anywhere, not in Savannah."

Anthony Wolff
American Heritage
1970

"To relieve the wants of poor people, and to protect his Majesty's subjects in South Carolina, a colony should be settled . . . on the southern frontiers of Carolina."

Royal Charter granted to Savannah, 1732

Other Cities, Towns and Places

Albany:

"Albany [during civil rights march] was down to demanding that the federal government move in all its majesty against jaywalkers."

Murray Kempton
New York Post
Aug. 3, 1962

The Chattahoochee River:

"Son, don't be fooled by her beauty. She looks pretty and she is. She babbles like gossip and giggles like a girl. If you didn't care for beauty, looking at her way up here, you might be callin' her a piddlin' river. But, son, she ain't. I've seen her come out of the mountains like a wild stallion with logs in his mane. I've seen her take gristmills and grind them up in their own stones. I've seen her tear up bridges and twist steel until it looked bands for hogheads."

Ralph McGill
The South and the Southerner
1963

The Prestile River:

"It is a dead stream. It couldn't be any deader. You could grow trout better on the main street of Augusta than you could up here."

Frank Graham Jr.
American Heritage
Feb., 1970

Rome:

"The town is known, among other things, for the nearby Berry schools and college, a fabulous educational empire created out of nothing, except an iron will and vision, by Miss Martha Berry. The students are chosen almost entirely from the rural South and do not pay to attend; but they all contribute by working (in the field of agriculture, mostly), and thus gain experience along with book learning—an educational system widely admired for many reasons."

Calder Willingham
American Panorama
1947

Valdosta:

"Despite the occasional new sight, Valdosta, like most American cities and towns, is old and tired and falling down. . . . Apathy plagues the town. The peo-

THE WHITE HOUSE

Office of the Press Secretary
(Savannah, Georgia)

For Immediate Release

March 1, 1992

REMARKS BY THE PRESIDENT
AT BUSH-QUAYLE '92 WELCOME

Savannah Riverfront
Savannah, Georgia

1:20 P.M. EST

THE PRESIDENT: Thank you very much, Mayor. And may I be bold enough to say I think Savannah has a first-class new Mayor, and I'm glad to have her here at my side today. (Applause.) And thank you all for this warm welcome. It's great to see so many friends: standing next to me over here is one of the great governors across our country, Governor Carroll Campbell of South Carolina. And I am very much indebted to him for his support. (Applause.) Alec Pointenvant is the chairman of the party here, doing a first-class job. Fred Cooper is our statewide chairman for Bush-Quayle. And, of course, Newt Gingrich doing a superb job for this state and for our country in Washington, D.C. (Applause.)

May I thank the band over there from Bradwell, and thank them for their -- (applause.) And somewhere out here is Videlia, right over there -- (applause.) And may I single out all the veterans of Desert Storm here today, and to every one of you who have come down to the Riverfront to show your support. (Applause.)

I'm glad to see all this activity. You'll notice I brought along my newest mode of transportation -- "Riverboat One" right back here. (Laughter.)

Well, we're here today because we believe on big issues -- and we believe that we're on the right side of these big issues, on the issues that shape the world -- and on the values that are close to home. I'm talking about jobs. I am talking about family I am talking about world peace, for ourselves and for all of our kids. Jobs, family, and world peace. (Applause.)

And I believe all the people of Savannah and all the people of this great state believe that parents, not the government, ought to make the decisions that matter in life. Parents, not government, should choose the children's schools. (Applause.) And when it comes to child care, parents, not the government, should choose who cares for the children. (Applause.) And I also think on this Sunday -- and my views will never change on this -- I believe there is a place for voluntary prayer in our children's classrooms. (Applause.)

And I think, on this gorgeous family day, on this beautiful Sunday here in Savannah, I think we should put it this way: America is first as long as we put the family first. (Applause.)

Let me just say a word about the number one issue facing our country today: it's the economy, it's jobs. And that's what's keeping people up late at night, worrying about how they're going to

pay the bills and put food on the table and care for their kids, and still manage to put away something for their own retirement.

We've got to get this nation's economy moving. That's why, in that State of the Union address I gave, I laid out a two-part plan to spark economic recovery -- to create jobs: a seven-point short-term plan to stimulate the economy as early as this spring -- and then a longer-term plan to keep America growing tomorrow and into the next century.

And because I know Congress tends to drag its feet I set a deadline to help them along the way. But regrettably, the liberals that control the Congress had other ideas. Instead of passing my plan, they pushed through one of their own. Here's what's in it: a tiny tax cut -- 25 cents a day for every person -- but in exchange for \$100 billion in taxes. If you feel the way I do, tell the Congress, keep the change -- and keep your hands off the taxpayers' wallets. (Applause.)

If the liberal Democrats decided to make that two-bit tax cut permanent, they'd have to jack up the tax rate for every American making more than \$35,000 a year. You heard that right -- \$35,000. Now, go tell that to some school teacher that's working her or his heart out for our kids. That is not fair, and I am not going to let it happen. (Applause.) They're going to tax the middle class for the same reason Willie Sutton robbed banks -- because that's where the money is. And I'm not going to let them do that to you, the taxpayers of Savannah. (Applause.) But, listen: you saw that bill the other day, so let me make it very clear -- with one of our great leaders standing next to me -- if that tax-and-spend plan reaches my desk, I am going to send it right back. I will veto it fast -- it will make your head spin. (Applause.)

They want to raise the taxes -- and I want get this country back to work.

And there's one critical part of our economic future that I want to talk to you about today, and that's really the kind of legacy we leave these young ones, our children. The world our kids call home will be far different than the world that we grew up in. The competition now comes from around the world, not just down the street.

In that new world, there's a new economic reality: If we want to succeed economically at home, we've got to lead economically abroad. (Applause.) And if this nation needed any proof of that I just said, it's right here in Savannah. Statewide, Georgia's export business is booming: nearly \$14 billion in 1991 for manufactured exports alone. Look around the Riverfront. More and more ships pass in and out of this harbor, saluting The Waving Girl. Today and every day this bustling hub of international trade puts jobs in your communities, money in your pockets, and dinner on your tables. Nearly 13 million tons of goods -- billions of dollars in international trade -- flow through your wonderful port. And in the port of Savannah alone, all that trade traffic adds up to 58,000 jobs for Georgia.

The world is at Savannah's doorstep. We've got to keep the door open -- and I'm confident that we will. And that's why I've fought every day of my administration to open foreign markets and to guard against the siren's call of isolation and protection. Georgians are reaching out; they are not pulling back. (Applause.) Give you a little detail that I think is good for the rest of the country. Right here, we're creating additional opportunities for U.S. exports -- companies like Savannah Foods, and Fort Howard Paper and Union Camp -- the V.P. is with us -- Sid Nutting is with us here today. And their people are working hard to compete -- and we're behind them all the way.

But the opponents are not about to let fact intrude on fantasy. They are peddling protectionism -- they are peddling a retreat from economic reality. Now, you cut through all the patriotic posturing -- all the tough talk about fighting back by closing out foreign goods, and look closely: that is not the American flag they're waving, it is the white flag of surrender. And that is not the America that you and I know. (Applause.) We don't cut and run in this country -- we compete. Never in this nation's long history have we turned our back challenge -- and we are not about to start right now.

So I put my faith in the American worker, and I say: Level the playing field, and the American worker will outthink, outproduce, outperform anyone, anywhere, anytime. (Applause.) And let me add this: America is in it to win.

Think back one year -- one year ago today -- to the calm after Desert Storm. Ask any one of the proud sons and daughters of Georgia who became a liberator of Kuwait, and they'll tell you: Military strength doesn't mean a thing without moral support right here at home.

Georgia did its part -- and more. This port handled over 200,000 tons of cargo for Desert Storm. Nearly 10,000 sons and daughters of Georgia were called up through the Reserves and the National Guard -- and thousands more answered the call from Fort Stewart or from Hunter Army Airfield.

And I'll never forget my visit to Fort Stewart during those difficult days. (Applause.) The wives and the parents that I talked to -- people with their loved one in harm's way, many of them gone for months. Their quiet courage said it all: Never would this country tuck tail and let aggression stand. America would do what was right and good and just -- and America would prevail.

There were those who did not support us then -- and there are those who second-guess us now. But not the good people of Georgia. In those difficult days, when our kids laid it all on the line, Georgia never wavered. Georgia kept its faith in freedom. Georgia said with me: Aggression will not stand. And I say thank you to the people of this great state. (Applause.)

And now we're locked in a political struggle, and I'm going to try to keep it above the fray. I've got to continue to be the President of this great country -- honored to be that President. And I've been trying to keep things on a positive plane. But let me just say this to you: From next Tuesday through the first Tuesday in November, we're going to take our message all across this country. And my view is, if you want to send a message to Washington, send this President back for four more years -- and send more good Georgia Republicans to the Congress. (Applause.)

People know that we're in a battle for the future: it's about jobs, it's about family, it's about world peace -- and about the kind of legacy we're going to leave our kids.

And so let some opponents sign the retreat -- run from the new realities, seek refuge in a world of protectionism, or high taxes, or even bigger government. That's not the future we want for our kids. And we believe in our country. And we believe we will move forward with open markets, and low taxes, and less government -- all focused on creating and preserving jobs. So we need your support.

Let me just close today with a few words from the heart. Barbara and I are blessed -- blessed to serve this great nation of ours at a moment in history when so many of the old fears have been

driven away. When so many new hopes stand within our reach. Old fears. When I see these young kids, I think we're fortunate that they go to bed now worrying less about a nuclear holocaust than happened five or 10 years ago. We are blessed that we have brought peace to this world. (Applause.) And because we've stood strong, we've beaten back aggression.

But since the day I took the oath of office, I've made it my duty to work for what's right for America. I go back -- I guess we all do -- to what our families say -- I go back to what my mother says: Try your hardest, do your best. Well, let me tell you something: I'm not done yet. I say to the good people of Georgia: together we are going to make a great new beginning. I'm going to take this message to the United States Congress for change -- change that Congress and give the values that you believe in a real chance come November. (Applause.)

Thank you for this very warm welcome back. And may God bless the people of Georgia and the people of the United States of America. Let us count our blessings on this gorgeous day. Thank you and God bless you all. (Applause.)

END

1:34 P.M. EST

To Michelle
Date 26 Feb Time 3:50

WHILE YOU WERE OUT

M. John Deaver
of Georgia Port?
Phone 912-964-3855
Area Code Number Extension

TELEPHONED	☒	PLEASE CALL	☒
CALLED TO SEE YOU	☐	WILL CALL AGAIN	☐
WANTS TO SEE YOU	☐	URGENT	☐
RETURNED YOUR CALL ☐			

Message _____

Operator Fay



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