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Record Group/Collection: George H.W. Bush Presidential Records
Collection/Office of Origin: Speechwriting, White House Office of
Series: Speech File Backup Files
Subseries: Chron File, 1989-1993

OA/ID Number: 13823
Folder ID Number: 13823-003

Folder Title:
Hispanic Business Leaders 7/27/92 [OA 7577]

Stack:	Row:	Section:	Shelf:	Position:
G	26	22	6	6

THE WHITE HOUSE
WASHINGTON

July 27, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: STEVE PROVOST *DPH for SP*
FROM: JOSEPH P. DUGGAN *JPD*
SUBJECT: PROPOSED REMARKS FOR HISPANIC BUSINESS LEADERS

I. SUMMARY

On Tuesday, July 28, at 9:30 a.m., you will address approximately 250 Hispanic business leaders in the Rose Garden.

II. DISCUSSION

Your remarks (approximately 9 minutes / cards), highlight the Administration's growth package still awaiting action in Congress, and they outline the benefits of NAFTA to small businesses.

(Duggan/Walters/Nix)
July 27, 1992
Draft Four
HB

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
 THE ROSE GARDEN
 THE WHITE HOUSE
 TUESDAY, JULY 28, 1992
 9:30 A.M.

[Acknowledgments] Welcome to the White House. Jesus
[Chavarria, editor and publisher of Hispanic Business], thanks
for your leadership in bringing together so many dynamic women
and men from Hispanic-owned businesses. You enliven this
country, you're keeping America great -- each one of you. \\

We're together today because we believe in the future -- and
we know how to get there. Our future depends on freedom.
Freedom works. Freedom is right. \\

The economy is growing -- Hispanic-owned businesses are in
the vanguard of this growth, in the forefront of creating good
new jobs for Americans. We need to grow faster, and we know
what's holding us back. Let me sum it up in a single sentence:
Government is too big -- and it spends too much. \\

An old guard of tax-and-spend politicians has controlled
Congress for most of the past 40 years. Already this year, I've
given Congress a choice between economic growth and big
government. Congress took sides with big government.

Here's what happened: In January, I proposed a common-
sense, comprehensive plan to get this economy moving faster,
right now. The plan includes tax incentives to encourage
businesses to hire new workers and breaks for young families who
want to buy a first home. Half a million jobs would have been

created, if . . . if Congress had acted right away.

But they didn't. Instead, Congress passed a package of new government spending and new taxes. A package they knew I'd veto.

So I sent their plan back. I'm still waiting. . . almost 200 days later. This economic recovery plan is being held hostage, and the ransom note reads: "wait till after the election."

The party that controls the Congress is holding jobs and free enterprise hostage to their hopes that they can elect a tax-and-spend partisan of their very own to the White House. The Democrats' candidate for President wants to raise taxes on American business. He pushes the old "class warfare" line about squeezing more from the "rich." What he doesn't say is that more than half of those affected by his proposed hike in individual tax rates are family farmers . . . small business men and women . . . maybe people like yourselves. \ All told, my opponent wants to saddle American businesses with more than \$100 billion in new taxes and federal mandates.

I understand you're going up to Capitol Hill later in the day. I'd ask you to take a message up there with you: Tell your members of Congress my plan will speed up growth now. Tell them they'll have a price to pay if they continue to hold our economy hostage to election year politics. Tell them to approve my growth initiatives -- without delay. \ Tell them to release this economy, \ approve my jobs program, and put America back to work . . . now. \

You and I are together today because we also share a vision for the long term: We want to build a solid foundation for America's future in the world economy. And one of the most exciting developments in our nation's history is coming now to fruition. I'm talking about the North American Free Trade Agreement. Our negotiators reported solid progress from the meetings in Mexico City last weekend. They'll meet again [date and place]. We're very close to completing an agreement that will mean more jobs / more growth / more opportunity for American workers.

Everyone wins through open trade with Mexico and Canada. Open trade will make each of us better neighbors and closer friends. Open trade will offer new opportunities for people to invent and produce and take new goods and services to market.

Look at the numbers: During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled. More than 600,000 American workers now owe their jobs to trade with Mexico. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year, and it's estimated we'll achieve a surplus of more than \$8 billion this year. The new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. The leadership of Hispanic business men and women was crucial in winning our fast-track effort last year. This new round of the battle will make fast-track seem easy by comparison. Yesterday the head of the protectionist wing of the Congress, the House Majority Leader, gave his latest signals of opposition to an agreement he hasn't even seen. And meanwhile my opponent in this race for the White House pays lip service to open trade -- but when it comes to a real decision, it seems he's put his proxy in the pockets of the big unions, the ideological interest groups, and the protectionist faction in Congress. \\\

We've consulted closely with Congress and with business leaders every step of the way in these negotiations. And when we wrap up the North American Free Trade Agreement, it will be a good deal for American workers and consumers and businesses. It will be overwhelmingly in our interest to approve this agreement.

America faces a choice this year between starkly different philosophies. The old guard on Capitol Hill and their standard-bearers in the Presidential race believe that more taxes and more government spending can create jobs and prosperity. They put their cozy relationships with the big unions and the special interest groups in the way of our vision of open new markets for American goods and services. Fundamentally, they don't trust the American people with their earnings, with their property, with their plans and dreams for the future. They're pessimists -- and their policies are designed to make their pessimism a self-

fulfilling prophecy.

Well, don't let the pessimists faze you. Don't let political smoke and mirrors obscure your vision of the prize that's ahead for our kids and grandchildren. Our future is as bright as it has ever been.

For my part, I'm leading the campaign to elect a new Congress. I'm determined to break the logjam of the old politics. Next year, with a radically different Congress -- a Congress that's ready to act -- we'll work to restore government that lives within limits. \ Government that respects people's labor and property. \ Government that has faith in our ability to compete in foreign markets. \ Government that trusts the American people. \

Thank you for joining me here today. Thanks for all that Hispanic businessmen and women are doing to build a solid foundation for our future. May God bless all of you.

#

THE WHITE HOUSE

WASHINGTON

July 27, 1992

MEDIA ADVISORY

FOR YOUR INFORMATION ONLY, NOT FOR PUBLICATION OR BROADCAST

**EVENT: CEREMONY RECOGNIZING THE NATION'S TOP
HISPANIC-OWNED BUSINESSES**

**DATE AND TIME: TUESDAY,, JULY 28, 1992
9:30 A.M.**

LOCATION (tent.): ROSE GARDEN

COVERAGE (tent.): OPEN

**PRESS AVAILABILITY IN THE STAKE-OUT AREA FOLLOWING THE EVENT:
9:45 A.M.**

In a Rose Garden ceremony, President Bush will honor the leaders of the Nation's top Hispanic-owned businesses as recognized by Hispanic Business Magazine.

Below is a list of the leaders who will be in attendance at tomorrow's ceremony. Also listed is the name and location of the business.

**HISPANIC BUSINESS ATTENDEES
As Recognized by Hispanic Business Magazine**

Yvonne R. Lucero
Lucero Computer Products
Idaho Falls, ID

David M. Rodrigues
Titan Rubber & Supply Co.
San Jose, CA

Robert A. Martinez
Ankmar Door Inc.
Denver, CO

Maria Elena Torano
META Inc.
Miami, FL

Pedro Justo Saez
Saez Refrigeration Inc.
Miami, FL

Salvador Alaniz Sr.
Alaniz & Sons Inc.
Mt. Pleasant, IA

Paul R. Dickinson
H-R Industries Inc.
Richardson, TX

Leonard J. Pelletiere
Best Meridian Insurance Co.
Coral Gables, FL

Moses E. Cordova
Cordova Bolt Inc.
Buena Park, CA

Carlos Burtin
Burtin Corporation
Santa Ana, CA

Phillip Ramos Jr.
Philatron International Inc.
Santa Fe Spring, CA

E.H. Sapper
Sapper Construction Co.
San Diego, CA

Linda F. Murphy-Barrera
Project Advisers Corp.
Miami, FL

Agustin F. Otero
S. Volkswagen Subaru & Olds
Waldorf, MD

Francisco J. Salas
CSR Construction Corp.
Nutley, NJ

Manuel E. Menendez
Deneba Systems
Miami, FL

Jorge Guilloff
North American Trade Corp.
Houston, TX

Guillermo J. Venegas Sr.
Vanegas Enterprises Inc.
Louisville, KY

Alberto E. Solares
Solares Florida Corp.
Miami, FL

Frank E. Rivera Sr.
Advanced Data Concepts Inc.
Portland, OR

Alex Meruelo
La Pizza Loca Inc.
Buena Park, CA

Carlos M. Frum
Northbrook Computers Inc.
Northbrook, IL

Gary H. Cortes
Hoffman-Cortes Contracting Co.
Kansas City, MO

Dr. Leon Presser
Softool Corporation
Goleta, CA

George Cruzado
Technical Telephone Systems
Staten Island, NY

Angel F. Jimenez
McLean Cargo Specialists
Humble, TX

Jack Valor
Valor Financial Group
Miami, FL

Ernest E. Ortega
Home Educ. Livelihood
Prog. Inc.
Albuquerque, NM

Cosme J. Salzar
Tube America Inc.
Houston, TX

Roberto E. Espat
Roses Southwest Papers
Albuquerque, NM

Fred Burgos
Fred Burgos Construction Co.
Montgomery, AL

Rafael Puga
Beagle Products Inc.
Miami, FL

Ervin E. Torrez
Computer Resource Management
Herndon, VA

Rudolf J. Lozano
Bonanza Tire Sales Inc.
Houston, TX

Carlos M. Baranano
Injectronics Inc.
Clinton, MA

Robert Ontiveros
Bi-State Holdings Inc.
Milan, IL

J.C. Viramontes
Economy Laundries Inc.
El Paso, TX

Dennis E. Nixon
International Bancshares Corp.
Laredo, TX

Frank Galeana
Van Dyke Dodge Inc.
Warren, MI

Francisco J. Collazo
Colsa Corporation
Huntsville, AL

Enrique Gomez Palacio
Mexalloy International Inc.
Mobile, AL

Ed L. Romero
Advanced Sciences Inc.
Albuquerque, NM

Guido Adler
Suram Trading Corp.
Coral Gables, FL

Alberto M. Rodriguez
Alrod International Inc.
Burlingame, CA

Carlos M. de Cespedes
Pharmed Group
Miami, FL

Gabriel E. Aguirre
Sani Serv
Indianapolis, IN

Manuel Capo
El Dorado Furniture Corp.
Miami, FL

Dario O. Marquez Jr.
MVM Inc.
Falls Church, VA

Hector G. De Lara Jr.
De Lara Travel Consultants

Juan A Gutierrez
Northeast Commonwealth Inc.
Lakewood, NJ

Irma Elder
Troy Ford
Troy, MI

Anthony A. Batarse Jr.
Lloyd A. Wise Inc.
Oakland, CA

Henry J. Aguirre
Mexican Industries in MI.
Detroit, MI

Antonio M. Sierra
Business Men's Insurance
Miami, FL

Teresa Rodriguez
T.R. Companies
Houston, TX

E. John Gregory
J.T. Slocomb Co.
S Glastonbury, CT

John Soto
Magnet Industrial Group
Milford, CT

N.R. Innerbichler
TAMSCO
Calverton, MD

Harry F. Risso
Popular Ford Sales Inc.
Brooklyn, NY

Ramiro Guzman
Dickshire Distributing
El Paso, TX

Carlos Planas
Tamiami Automotive Group
Miami, FL

Humberto A. Pujals
Gov't Micro Resources

Coral Gables, FL

Raul O. Martinez
King Taco Restaurants Inc.
Los Angeles, CA

Oscar M. Ancira Sr.
O.R.A. Corporation
San Diego, CA

Tulio Rodriguez
Electropolis Corporation
Miami, FL

R.J. Gonzalez
Gonzalez Design Engineering
Madison Heights, MI

Ramon A. Alvarez
Systems, Requirements & Serv
Arlington, VA

George Feldenkreis
Carfel Inc.
Miami, FL

Raul Alarcon Jr.
Spanish Broadcasting System
New York, NY

Armando C. Chapelli Jr.
Washington Consulting Group
Washington, D.C.

Teresa McBride
McBride & Associates Inc.
Albuquerque, NM

Anthony J. Borrell Jr.
Borrell Inc.
Tampa, FL

Roderick A. Suarez
Dixie Numerics Inc.
Lake City, GA

Nancy E. Archuleta
Mevatec Corporation
Huntsville, AL

Chantilly, VA

Napoleon Barragan
Dial-A-Mattress
Long Island City, NY

Hilario F. Candela
Spillis Candela & Partners
Coral Gables, FL

George Feldenkreis
Supreme Int'l Corp.
Miami, FL

Facundo Bravo
UniBoring Company Inc.
Livonia, MI

Martin Alvarez
Sun Eagle Corp.
Chandler, AZ

Benjamin Acevedo
Cal-State Lumber Sales Inc.
San Ysidro, CA

A. R. Sanchez Jr.
Sanchez-O'Brien Oil & Gas
Laredo, TX

Manuel de Torres
Metro Litho Inc.
Moonachie, NJ

Miguel A. Hernandez Jr.
Hernandez Engineering Inc.
Houston, TX

Edward R. Fernandez
Sherikon Inc.
Chantilly, VA

Juan Carlos Monzon
MCC Marble Ceramic Center
Miami, FL

Joseph M. Aragon
ProServe Corp.
Denver, CO

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CONTACT MEG OFFIT, OFFICE OF MEDIA AFFAIRS, (202) 456-7150.



7-28-92

Facsimile Cover Sheet

OFFICE OF THE U.S. TRADE REPRESENTATIVE
Executive Office of The President
Washington, D. C.

TO: Ed WaltersAGENCY: White HouseFAX NUMBER: 456-6218

FROM: PATRICIA D. NORMAN, DIRECTOR
FOREIGN MEDIA RELATIONS
U.S. TRADE REPRESENTATIVE
600 17TH STREET N.W. - ROOM 101
WASHINGTON D.C., 20506
TEL.: (202) 395-3232
FAX.: (202) 395-7226

MESSAGE:

① As promised, this is the document
left at USTR by demonstrators April 6,
1992.

② I've asked my colleagues about anti-
NAFTA ads, and have not come up
with anything yet. But I'll give you
a definite answer tomorrow

NUMBER OF PAGES

14

April 6, 1992

**TOO HIGH A PRICE FOR FREE TRADE:
CITIZENS' ANALYSIS OF THE DALLAS DRAFT OF NAFTA**

The negotiations toward establishing a North American Free Trade Agreement between the United States, Mexico, and Canada are headed in a direction which looks perilous for workers, family farmers, consumers, and the environment, said representatives of national citizens' coalitions and constituency groups. Citizens' groups obtained a preliminary draft of the proposed trade agreement last week (reflecting the negotiators' areas of agreement up through the Dallas meetings that ended February 21st) and have now completed an initial review.

Both in terms of its underlying philosophy and the concrete details, the draft agreement is completely unacceptable in its current form, representatives of MODTLE (Mobilization on Development, Trade, Labor, and the Environment), the Fair Trade Campaign, and Citizen Trade Watch declared. "Unless this agreement is rewritten from the bottom up, from the preamble to the annexes, it has virtually no chance of garnering support from major constituency groups, including family farmers, environmentalists, the religious community, labor, and consumer advocacy groups," said Thea Lee, an economist at the Economic Policy Institute. "And the Canadian and Mexican citizens' groups like it no better. They have expressed serious concerns about the agreement's potential impact on agriculture, financial services, and land transportation in their countries as well. This free trade agreement is a non-starter in all three countries."

ON THE ENVIRONMENT:

It is clear from the Dallas draft that the Bush, Salinas, and Mulroney Administrations have placed economic growth above all other concerns. The resulting trade rules rely solely upon "trickle down" benefits, anticipating that the subsequent increases in economic wealth will result in greater attention to environmental, health, and safety concerns. Experience has proven this is not so. The current ecological disaster on the U.S./Mexico border is a painful reminder that economic growth alone does not automatically result in a cleaner environment. The few attempts NAFTA makes to protect natural resources are insufficient.

ON AGRICULTURE:

The agricultural provisions of the bracketed NAFTA text work against sustainable rural development and economically and environmentally sustainable agriculture. Among NAFTA's goals is "...raising efficiency through an increase in the scale of

production." The text provides many opportunities for increased corporate concentration in agriculture through the elimination of import restrictions, lowered food safety standards, subsidies for exports, and domestic support programs that are not targeted to family farmers.

ON POTENTIAL JOB LOSS:

The Dallas draft is overly concerned with the rights of investors to move freely among the three countries, while it neglects to protect workers and communities from bearing the entire burden of these shifts. This agreement, as it currently stands, will cost the U.S. hundreds of thousands of manufacturing jobs, as U.S. companies move south to take advantage of ultra-low wages and relatively lax environmental standards in Mexico.

"The only labor rights protected in this draft are those of investment bankers," charged Thes Lee of the Economic Policy Institute. "The draft leaves unchanged the immigration rights of workers, but liberalizes immigration rights for professionals and investors. The draft liberalizes trade in agriculture and manufactured goods, but actually reduces trade in goods that violate intellectual property regulations, like pirated software or sound recordings." [Intellectual Property, articles 2206, 2207] "It seems that it's all right to restrict trade when the goal is to protect profits, but not to protect wages," Lee said.

ON NAFTA'S RELATIONSHIP TO GATT:

Since the release of the Dunkel Text of the Uruguay Round of the General Agreement on Tariffs and Trade negotiations, environmental organizations have expressed their fears over the implications of the proposed trade rules. Leading environmental organizations have opposed the text as written, including Sierra Club, Friends of the Earth, Greenpeace, and the National Resources Defense Council. NAFTA embraces the trade rules of Uruguay. There are more than 15 references to GATT in the NAFTA draft which indicates NAFTA's willingness to conform to unacceptable GATT rules.

Note: The following sections represent detailed analyses of the Dallas draft, organized according to subject matter. The authors and contact persons are noted at the beginning of each section.

DETAILED COMMENTS ON THE DRAFT

ENVIRONMENTAL IMPACT

Contact: John Audley, Sierra Club
202-675-6276

Early in the negotiations for Fast Track re-authorization, President Bush and his staff made it clear that environmental issues would not be part of the trade negotiations. Rather, environmental problems should be addressed in the context of independent multi-national agreements (National Journal, 3/9/91; pgs 585-586). As a result, the NAFTA draft has no environmental chapter, nor a commitment to environmental issues. Despite Administrative claims that these issues are independent, multi-national integration goes beyond financial relationships to include both the social and ecological natures of our three countries. By addressing these issues separately, the resulting trade policy either does not recognize its own impact on the environment, or cannot address the problems which can be seen.

Without an environmental dimension, the draft NAFTA will seriously retard environmental progress. NAFTA fails to address the importance of balancing tri-national action to protect the environment and unilateral action to provide environmental leadership and overcome insufficient global enforcement mechanisms.

We believe that the unwillingness of the three Administrations to link trade and environmental issues through comprehensive multilateral agreements is jeopardizing a unique opportunity to forge new, environmentally sustainable trade rules. Instead, the present draft forces environmentalists to oppose this trade agreement, unless fundamental steps are taken to de-couple it from GATT. The downward harmonization resulting from the required changes in domestic policy will put all of us at greater risk from ecological degradation.

Unless the negotiators of the North American Free Trade Agreement begin to address the broad implications of trade, the United States, Canada and Mexico will miss a unique opportunity to forge truly comprehensive relationships to promote sustainable development. Trade policy is an intricate element of develop-

ment; it is however not the only element of development, and NAFTA reliance upon "environmental trickle down" policy has resulted in a number of concerns for environmentalists:

o NAFTA VIEWS ENVIRONMENTAL REGULATIONS AS "TRADE EXCEPTIONS" WHICH MUST BE JUSTIFIED

NAFTA begins with the assumption that all trade is good, and that exceptions to expanded trade must convince all three countries that the regulation is legitimate. Environmental regulations must first pass the test of international standards. In the absence of a generally accepted international agreement, environmental regulations must not prevail in the face of available scientific evidence, must prove themselves to be the least trade restrictive, and must ultimately be tested against the objective of NAFTA: to have none, or at most minimal negative impact on trade.

o NAFTA REDUCES HEALTH AND SAFETY STANDARDS

The criteria established for acceptable restrictions to trade will ultimately reduce health and safety standards to the lowest common denominator. In addition, countries are asked to accept different standards as "equivalent" to their own, and allow products which have been exposed to pesticides or use unsustainable production practices into domestic markets for public consumption.

When trade rules use harmonization as their primary tool to eliminate trade barriers, they promote attempts by Contracting Parties to reduce the higher standards of potential trading partners. This is especially true when, as in the case of the U.S. and Mexico, the more powerful partner has a reputation for arbitrary actions for which the less powerful country has been until now helpless to overcome¹.

¹This is precisely the area of contention with Mexico over the Marine Mammal Protection Act. Mexicans view the application of the maximum kill-ratio as an arbitrary act by the U.S. which ultimately blocks access to U.S. markets. First, the ceiling for kills is not based upon any scientific evidence, but rather a political compromise made during the negotiation of the Act. Second, Mexican tuna fleets do not know whether they have satisfied the requirements of MMPA until after the harvest is over. And finally, Mexico feels it is helpless to overcome the action of the U.S. alone, because it is unable to impose countervailing sanctions on U.S. products, either because they cannot afford to risk retaliation, or because they are now signatories to the GATT, which (at this point) does not allow for cross-product sanctions.

The real solution to harmonization lies in viewing the highest standard as the floor, not the ceiling, then developing trade policy which promotes upward harmonization. This is possible only when technology transfer and financial assistance are made conditions of trade, not just an option which parties may choose to employ at their discretion. If the technology is accompanied with adequate adjustment periods, the countries with the lowest standards could quickly move up the technology curve and compete at the higher standard. This, unfortunately, is not the case with NAFTA, as reflected in the bracketed language offered by Mexico in the Agriculture section.

Besides automobiles,² Mexico offers Canada and the U.S. a tremendous array of agricultural products. However, Mexico employs older technologies to fertilize and protect its crops. Mexico still uses DDT, and in many parts of the country, uses untreated feces as fertilizer. Much of the reasoning for these practices is economic; changing to new technologies or using different fertilizing techniques would be more expensive, and Mexico currently lacks the resources to implement more modern agricultural methods. At the same time, Mexico's cultural values accept higher levels of risk in exchange for what are perceived to be benefits. Mexicans consume their own agricultural products using these methods. Therefore, when access is blocked to markets outside Mexico, markets that potentially hold the economic keys to a better life, health and safety restrictions are seen as unwarranted. And, in the absence of a commitment to assist them move up the technology curve, Mexicans see no alternative but to attack the standards they view as unfair.

More than the other two countries, the bracketed text in this draft suggests that Mexico wishes to rely on international agreements and agencies to determine acceptable levels of health and safety risk. Mexico also is seeking greater restrictions on the ability of sub-national governments to restrict market access (see Article 1203 and 1603 in the first section of the draft). Mexico's suggestions are focused on the "greatest feasible elimination of barriers to trade and subsidies" (AG, Article 510, para. 2), and have requested that, as of the date of entry into force of NAFTA, the U.S. will immediately eliminate import duties on an undisclosed number of fruits and vegetables (AG, Section C,

²The automobile and energy sections were not a part of the first draft. Their absence supports Ambassador Carla Hills contention that these two issues are still in the idea formulation stage, and not yet close enough to acceptance to be turned into a single text to be negotiated by the Parties.

Tariffs, para 3³). Mexico's language on acceptable levels of agricultural grades and standards represents a strong desire for standard compatibility (AG, Article 505, Grades and Standards, para 2). In addition, Articles 506 and 507 request specific commitments to eliminate S&P access barriers and other technical barriers to agricultural exchange.

o NAFTA RESTRICTS THE RIGHTS OF STATE AND LOCAL GOVERNMENTS

By establishing more than four different supra-national committees, NAFTA removes the rights of sub-federal governments to serve the interests of their constituents. It creates an administrative process which has little or no public participation and a dispute resolution process that only addresses commercial interests. States are prohibited from purchasing products and services from local suppliers, and from taking any steps which would put them at odds with the objectives established by NAFTA.

Many of our most widely accepted environmental regulations began with the action of a single state, which enacted standards higher than those used by the other states and often exceeded the scientific evidence available at the time. California fuel emission standards paved the way for higher emission standards for all cars; their push for zero pollution-producing cars may also be precursor to new and tougher national environmental standards. In a federal system of government, sub-national entities often act as the "incubator" for new policies, which are subsequently implemented at the national level following an adequate review and evaluation period⁴.

A balance must be sought, therefore, between the desire for multilateral agreements and national sovereignty while we look forward to a time when environmental values are as important as economic gains. That day has not yet arrived, but it appears that the drafters of this NAFTA assume it has.

³The fruits and vegetables have not yet been determined, or were not a part of the draft available. They are described in annex FV1)

⁴Morton Grodzins, "The Federal System", in Nivola and Rosenblum, ed. Classic Readings in American Politics, (New York: St. Martins Press, 1989).

NAFTA'S IMPACT ON AGRICULTURE**Contacts:**

Karen Lehman, Institute for Agriculture and Trade Policy
612-379-5980

Kathy Ozer, National Family Farm Coalition
202-737-2215

Trade and agriculture policy are social policy. They determine where and how people will live, the way land is held and worked, and the number and sizes of enterprises that contribute to food production and processing. Trade and agriculture policy can contribute to a regenerative strategy for rural community development, but they can also undermine it.

The text attempts to accomplish the objectives of the Uruguay Round of the GATT negotiations in relation to agriculture, whether or not the GATT is ultimately approved. This text threatens the Meat Import Act and Section 22 for the U.S., the continuation of supply management for eggs, poultry, dairy and wheat in Canada, and remaining protection for Mexico's most important domestic crop, corn, through the elimination of import restrictions. It supports tariffication of domestic support programs. It affirms the decoupling of financial support to farmers from production, thus establishing farmers as the next population to be defined as welfare recipients. And it proposes a new definition of export dumping based on the price of acquisition. This will make the current GATT definition, unfortunately unenforced, which defines export dumping as sales at prices below the cost of production, even more difficult to enforce and defend.

Furthermore, the draft fails to address the disparities between the three countries' economies and forms of agriculture. As a developing country with a radically different agricultural context from that of the U.S. and Canada, Mexico requires some special adjustment assistance for its farmers if they are to survive in these rapidly integrating economies. Such programs could include supporting Mexican farmers to establish and strengthen local markets for their products, managing supply through import restrictions on products of national importance, providing technical assistance to improve food safety, improving transportation for remote communities, and so on. Such strategies should form part of an overall plan to regenerate the Mexican countryside following three decades of decapitalization and decay in the productive infrastructure.

Instead, Mexico's proposals for preferential treatment are not targeted to Mexican farmers, but instead will provide tremendous subsidies and special incentives for transnational agribusiness. Far from stemming migration and strengthening rural commu-

nities, Mexico's domestic agricultural reforms coupled with these trade provisions will accelerate land concentration and consequent migration to urban areas, especially the United States. Only once in the draft are Mexico's lowest income family farmers targeted for assistance. All other exemptions and support programs proposed by Mexico could benefit anyone operating on Mexican soil.

Specifically, transnational corporations -- whether based in Japan, Europe, or the United States -- could benefit from the immediate elimination of tariffs on some fruits and vegetables, subsidies for international and domestic transportation of export products, subsidies for upgrading and processing, investment subsidies generally available for agriculture, and a noncounter-vailable domestic support level for exports at 30% product value whereas the U.S. and Canada would be limited to 5%. In addition, Mexico is seeking various forms of leniency in the structure and application of sanitary/phytosanitary requirements including longer time-frames for entering compliance. Thus family farmers in the U.S. and Canada, faced with the erosion of their supply management and domestic support programs, would have to compete with transnational agribusinesses masquerading as disadvantaged Mexican farmers requiring development assistance.

ON DEVELOPMENT, DEMOCRACY, AND SOVEREIGNTY**Contacts:**

Karen Hansen-Kuhn, Development Group for Alternative Policies
202-898-1566

Lori Wallach, Public Citizen
202-547-7392

If implemented in its current form, this agreement would preempt the ability of citizens to determine appropriate standards and levels of protection in such areas as the environment, consumer product safety and labor rights through their local and national governments. According to the draft language on market access, provinces or states would have to provide "treatment no less favourable than the most favourable treatment accorded by any such province or state" to any like goods. This rule means a state cannot create incentives or rewards for particular economic or social policies within its own territory. NAFTA thus goes beyond the non-discrimination rules required under the Commerce Clause of the U.S. Constitution.

A second issue limiting state sovereignty involves the definition of a "like product." According to the NAFTA draft, this definition relates only to product specifications and not the process under which products are manufactured or produced. Thus, should the draft remain unchanged, it would preclude any government from enacting laws that would prohibit the importation of goods produced under conditions unacceptable to its government and citizenry, such as tuna caught by methods that kill large numbers of dolphins. This, in turn, would place local producers in a less competitive position and thus put downward pressure on local standards and regulations.

Another threat to democratic process contained in the NAFTA draft is the empowerment of supranational commissions to judge laws and decide if such democratically achieved laws can be maintained under the rules set out in NAFTA. Theoretically, such panels are only empowered to judge whether such laws discriminate against foreign producers. However, NAFTA defines discrimination in such a way as to encompass numerous environmental, consumer, labor rights, human rights, and other social laws. Thus, NAFTA would allow Mexico or Canada to challenge U.S. food standards as unfair trade practices. The NAFTA dispute resolution process could ultimately declare that such laws must be eliminated.

Furthermore, NAFTA, as constituted in the draft, would deny each country and its people their "Right to Development," as affirmed by the United Nations' 1986 resolution. The three governments have failed to agree to recognize in the document that differences exist among the levels of development of the

their countries, much less to acknowledge the right of Mexico, as the least developed, to protect key sectors and industries. While the document indicates that the United States is seeking protection in areas of national security, such as certain weapons systems, there is no indication that similar treatment for other areas of national priority, such as energy and food security, as well as infant industries, is intended.

Finally, the dispute settlement provisions in the Dallas text of NAFTA violate basic democratic principles. The process is secretive and relies upon national officials and trade experts to determine acceptable exceptions to trade. The NAFTA draft would allow disputants to take their cases to GATT for dispute resolution despite the fact that GATT rules are non-transparent and allow for automatic implementation of panel decisions and application of sanctions for non-compliance. Citizens have little or no access to either the process itself, or to serve as litigants in potential disputes. Not only do the dispute settlement proceedings take place in private, but their results may be made known only to the parties filing complaints.

The preamble of the draft text of the Agreement lists as goals of a NAFTA enhanced productivity, full employment and a steady improvement in living standards in the three countries. These goals are not reflected, however, in the body of the draft Agreement. Nor are the recommendations of citizens' groups and legislators concerned that a NAFTA will, in fact, benefit only a small, privileged minority in each country. To the contrary, the text emphasizes the importance of lowering barriers to commercial activity and to building on the U.S.-Canada Free Trade Agreement, despite the fact that that agreement, by so lowering barriers, has caused the loss of hundreds of thousands of Canadian jobs and is now a key factor in the political discord in Canada.

This draft of the NAFTA contains many brackets around issues and language on which full agreement had not yet been reached. The negotiators claim that they have made significant progress since the draft was written. We therefore call on the negotiators to democratize the drafting of this Agreement by sharing with the public and our legislators the current draft of the NAFTA so that the peoples of all three countries can intelligently inform the preparation of a document that will have a profound impact on the future of all of us.

CORPORATE RESPONSIBILITY/INVESTMENT RULES**Contacts:**

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The investment section of the draft, although heavily bracketed, lays out the framework for the further liberalization of investment rules for corporations of the three nations. The basic principal that is enunciated is that a corporation from one of the three countries should be able to operate freely and without discrimination in the other two countries. This includes freeing rules on ownership of companies, management, repatriation of profits (the draft includes only a brief and very vague list of reasons why a country could restrict investments).

While this liberalization framework sounds nice in theory, it can be highly destructive of communities, worker rights, environmental standards and the general well-being of people unless it is accompanied by the following provisions:

Protection of basic rights:

In accordance with United Nations' principles, the people of each nation also have the right to preserve local efforts at achieving viable communities, sustainable and subsistence agriculture, and food self-reliance and food security for all citizens. For a variety of cultural, economic and social reasons, the peoples of one area should maintain the right to reject corporate incursions that are destructive of their communities and cultures. We also recognize that indigenous peoples in all three countries have the right to manage and sustain their own resources and to shape their own economic destiny.

Protections against dislocations:

Further liberalization of investment rules is an invitation for firms based in Canada and United States to continue to threaten workers with relocation south of the border unless workers agree to wage and benefits cutbacks. Already the big three auto makers have announced job cutbacks in Canada and the United States and expansion plans in Mexico. The President of Ford Mexico estimates that Mexico's output of cars will rise from one million to two million by the year 2000 in the absence of a NAFTA and to three million with a NAFTA. The current draft treaty creates a framework that is ideal for the bottom line of large U.S. companies but one that is highly destructive of community well-being.

Provision for termination of agreement:

In the event that any one of the three nations chooses to terminate NAFTA, the United States is proposing that the provisions contained in the investment chapter continue to remain in force for an additional ten years [Investment chapter, p. 1]. This would effectively lock all three governments into any liberalization of investment laws that NAFTA would require, protecting the value of foreign investment, even in the case of a dramatic change in government in any of the countries. This proposal by the United States reveals clearly that the purpose of this agreement is to protect the profits of investors, at the expense of decision-making power by elected governments.

Safeguards:

The U.S. has bargained away key powers for workers and trade unions in the course of these negotiations. In the January draft of the text, which is labelled the Georgetown composite, the U.S. had put forth a position which allowed workers, either as a group or in a certified trade union, to have "standing" to file a safeguard petition or complaint, in addition to firms and trade associations. (Under Section 201 of current U.S. trade law, workers also have this right.) Safeguard petitions are filed in the event that imports surge into a country after the signing of the agreement. These petitions allow the injured country to restrict trade temporarily under certain conditions. One month after the Georgetown text was completed, the U.S. negotiators had apparently dropped the language that allowed workers as well as firms to bring safeguard cases. This demonstrates that the U.S. strategy is to bargain away workers' rights early on in the negotiating process. It indicates that pro-labor positions are on the table only to serve as bargaining chips, and not as a genuine strategy.

Rules of origin:

A key area of conflict is clearly the chapter on "rules of origin," which attempts to define which goods are eligible for the benefits of the free trade area. All three countries would agree that a car produced in Japan and exported to Mexico, for example, should not be able to cross the U.S. border duty-free and exempt from quotas which would normally apply to a Japanese export into the United States. What about a car produced in Mexico completely from Japanese parts, though? The bracketed sections of this chapter show that Canada and Mexico are pushing for weaker versions of the rules of origin, while the United States wants strong rules in this area. This difference arises because Mexico and Canada are interested in attracting foreign direct investment, in part at least to produce goods for export to the United States. The United States, on the other hand, wants to limit the advantages of the agreement to corporations based in the three North American countries. As of the Dallas draft, none of the countries had yet agreed on what percentage of a good would need to be produced in North America for the good to qualify for reduced tariffs and quotas.

Mobility of People:

The negotiators of the agreement have always claimed that a NAFTA will only address the flow of goods, services, and investment among the three countries. USTR Carla Hills stated flatly at the outset of the negotiations that immigration was "off the table." Yet the draft text suggests a different agenda with respect to the flow of people across borders. One entire chapter is devoted to "Temporary Entry of Business Persons," wherein the rights of business people to move between the countries, especially those "seeking to carry on substantial trade," are spelled out in detail. However, nowhere in the text are the labor rights of millions of immigrant workers even mentioned.

DRAFT

KEY POINTS ON NAFTA: PRE-AGREEMENT IN FINAL

THE NORTH AMERICAN FREE TRADE AGREEMENT (NAFTA) BUILDS ON THE PRESIDENT'S POLICY OF GENERATING GROWTH AND GOOD JOBS THROUGH TRADE

- o Since the Bush Administration took office, the U.S. has regained its position as the world's No. 1 exporter, with \$422 billion in exports supporting 7.2 million jobs in 1991.
- Export-related jobs pay 17% more than the average US job.

THE NAFTA WILL CREATE ONE OF THE WORLD'S LARGEST FREE TRADE ZONES

- o The NAFTA will link the US to our first and third largest trading partners, Canada and Mexico.
- o Booming US exports of goods and services to Mexico already support 600,000 jobs at home, chiefly in manufacturing:
 - Exports to Mexico have almost tripled since 1987, to an est'd \$44 bn (est'd \$8-9 bn surplus) in 1992. Moreover, 85% of US exports to Mexico are manufactured goods.
- o U.S. exports to Canada were \$85 bn in 1991; the 1988 U.S.-Canada Free Trade Agreement has paid off, and so will NAFTA.

NAFTA will increase U.S. exports to Mexico and Canada by:

- o **Eliminating tariffs** on industrial and agricultural goods made or grown chiefly in the US, Mexico, and Canada. Mexico's tariffs are currently two-and-a-half times higher than ours;
- o **Opening Mexico's \$146 billion services market** for U.S. telecommunications companies, banks, insurance firms, law and accounting firms, and transport companies. NAFTA will also improve access to Canada's \$285 billion services market;
- o **Lifting restrictions on companies (investment) in Mexico**, thus freeing manufacturers to import components from US firms; and
- o **Removing other trade barriers**, such as Mexico's barriers to US agricultural exports of corn, livestock, oilseeds, etc.

NAFTA WILL ASSURE A SMOOTH TRANSITION FOR SENSITIVE INDUSTRIES BY:

- o Giving sensitive sectors time to adjust to full competition by gradually phasing out tariffs and by providing a safeguard against injurious import surges; and through
- o Tough rules of origin to prevent non-NAFTA countries shipping products through Canada or Mexico to take advantage of NAFTA.
- o The Administration is also working with the Congress to create an effective, adequately funded worker adjustment program.

DRAFT

NAFTA WILL ENHANCE ENVIRONMENTAL PROTECTION

- o In NAFTA, we seek language that will promote sustainable development and will encourage parties to respect and enhance the enforcement of environmental laws and regulations.
- o We seek environmental provisions that would:
 - Safeguard existing U.S. health, safety, and environmental standards, and permit NAFTA parties to deny entry to goods not meeting those standards;
 - Permit NAFTA parties to restrict trade in endangered species and to take other steps pursuant to international environmental accords; and
 - Rules allowing states and cities in NAFTA countries to enact tougher standards to address specific concerns.
- o Environmental Ministers have already been cooperating in advance of NAFTA, for instance in developing the Border Plan for the Environment. Mexico has pledged \$460 million over three years and we have committed \$241 million in FY 1993 to clean the border's rivers, ground water, air, and solid waste.

NAFTA-LED GROWTH WILL HELP IMPROVE THE ENVIRONMENT, REDUCE EMIGRATION, AND UPGRADE BORDER INFRASTRUCTURE

- o NAFTA-led growth in Mexico will create more resources for environmental protection. Studies show that as a nation's GDP grows, so do its pollution abatement efforts.
- o NAFTA-led growth will diminish pressure to emigrate to the US by creating new jobs and higher wages for Mexicans at home.
- o NAFTA has focussed attention on critical infrastructure needs at the border; the US and Mexico are building bridges, improving crossing points, and upgrading border facilities.

THE ADMINISTRATION WILL WORK CLOSELY WITH CONGRESS TO IMPLEMENT NAFTA SO THAT THE AMERICAN PEOPLE CAN BENEFIT AS SOON AS POSSIBLE

- o The NAFTA will be considered under "Fast Track" voting procedures, which means Congress must vote 'yes' or 'no' and may not add amendments.
- o It is possible for the President to sign the NAFTA this year. However, given the Congressional calendar, it is unlikely that Congress will vote on the NAFTA until early- to mid-1993.

USTR DRAFT 7-21-92

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Calmaquip Engineering Corporation
Miami, Florida

"We feel that with the lifting of trade restrictions, Mexico is becoming a lucrative market for our products and services. We are now pursuing Mexican market opportunities extensively. We see a significant growth potential in both the short and long term for the Mexican market. Our other markets don't show the same prospects for stable growth that we see in Mexico."

Jorge Portela
Vice President of Operations

Calmaquip Engineering Corporation, a minority-owned firm in Miami, Florida, specializes in airport, health care, and institutional facility projects. Calmaquip provides a unique combination of engineering know-how, equipment procurement, installation, service, and financing expertise to clients abroad. Seventy employees in the U.S. are supported by ten branch offices in Mexico, the Caribbean, South America, Europe, and the Middle East.

Calmaquip has worked extensively with the Export Import Bank of the United States (EXIMBANK) over the past thirty years in Mexico. Jorge Portela, Vice President of Operations, says that with the help of Eximbank and other commercial bank aid, Calmaquip has built the majority of the air traffic control communication facilities in Mexico.

In 1981 Calmaquip opened a branch office in Mexico City to serve the market better and expand sales. Portela estimates that sales to Mexico have exceeded \$12 million over the past eight years. Ninety-five percent of the equipment Calmaquip sold to Mexico over that same period was of U.S. origin.

The bulk of Calmaquip's past sales to Mexico have been to the airport facilities industry. Presently, Calmaquip is seeking new projects in the Mexican health care sector.

* * *

Modern Construction Inc.
Laredo, Texas

"Our business is successful because Mexican customers are realizing that it's cheaper to build the buildings in the U.S. and transport them to Mexico than to try to build the building in Mexico."

Ruben Garcia
President

Modern Construction, a Texas-based general contractor with \$10 million in annual sales, currently exports about \$500 thousand worth of prefabricated buildings to Mexico. Given their past success in the Mexican market, the Hispanic-owned company expects sales to increase ten-fold within the next two years. The buildings are supplied by a company in Lafayette, Louisiana.

**Textile Machines Imports Exports Co.
Roebuck, South Carolina**

"The advantage of doing business in Mexico is it is very close. It's a lot simpler geographically in terms of shipments and visiting clients."

**Victor Lebron
President and Owner**

Victor LeBron, President of Textile Machines Imports Exports Company has been exporting textile machinery to Mexico for 18 years. The minority-owned company employs 20 people who rebuild textile machinery for export. LeBron sells to other Latin America countries and in Asia, but Mexico represents his largest export market accounting for 20 percent of his \$4 million in annual sales.

LeBron intends to aggressively increase sales to Mexico over the next year. Well known in the Mexican textile manufacturing industry, he is planning on spending more time in his closest export market.

* * *

**Cal-State Lumber Sales, Inc.
San Ysidro, California**

"Mexico has allowed us to remain competitive. Because of supplier contracts with two Mexican firms in Tijuana, sales have increased by 700 percent and U.S. employment by 30 percent. Everything we purchase, from lumber to equipment, is U.S.-made. We buy lumber from several mills; our purchases have helped the mills keep U.S. workers on the job."

**Mary Alice Acevedo
Director of International Relations**

Based in San Ysidro, California, Cal-State Lumber Sales, the largest Hispanic-owned business in the state, has increased total sales of wood products from \$14 million in 1989 to \$138 million in 1991. More than \$84 million of 1991 sales were to Mexico. The 90-person company is a broker of wood products to Mexico and a broker of finished molding and millwork products from Mexico to the United States and Canada. Total sales are estimated at \$190 million in 1992, of which \$110 million are projected to be sales in Mexico.

Cal-State purchases processed lumber (i.e., plywood, particle board) from suppliers in Northern California, Oregon, Washington, and Arizona. The unfinished lumber products are sent to Tijuana and turned into finished wood products that Cal-State buys back and sells throughout the United States and Canada.

3-G Electric Supply, Inc.
Laredo, Texas

"I always had trouble picking up prestigious product lines, but now with Mexico, I'm able to sell those lines out of Laredo instead of referring my customers to larger distributors. The Mexican market makes me better able to compete with larger distributors."

Adolfo Gutierrez
President and CEO

Laredo-based 3-G Electric Supply, Inc. is an electrical supplies and systems distributor and installer with annual sales of \$3.5 million. Ninety percent of the products 3-G distributes are manufactured in the U.S. The minority-owned company's labor force has grown from two to fourteen as a result of the growth in commerce with Mexico. The added sales volume resulting from the company's Mexican success has attracted more prestigious suppliers and allowed 3-G to expand its product line.

* * *

E & G Food Company
Miami, Florida

"We are looking for a more diversified customer base and expanded operations in Mexico. We see new opportunities to significantly increase our business relationships there."

Carlos V. Perez
Export Manager

E & G Food Company sold \$70 million of fresh and frozen food through its import/export and nationwide distribution channels last year. The Hispanic-owned company employs 95 people and exports to Mexico, Latin America, and the Caribbean.

Carlos V. Perez, Export Manager at E & G, decided to enter the Mexican market just three years ago. Today, Mexico represents 10 percent of E & G's total export sales. Since their initial contact in 1989, E & G's exports to Mexico have grown by 15 percent. Perez says that strong export growth created three new jobs at E & G last year.

JEFA International, Inc.
Plano, Texas

"The Mexican market offers endless opportunities, not only in higher technology areas such as ours, but in many others as well."

Dan Fernandez
Director, Latin American Marketing

Texas-based JEFA International is a Native American-owned radio telecommunications service provider with annual sales of \$8.5 million. In addition to providing equipment for the telecommunications industry, the company provides a full range of engineering and technical services.

JEFA recently won a multi-million dollar, multi-year contract with Teléfonos de México's Telcel cellular company to engineer and install the cellular microwave interconnect system for several Mexican cities. The agreement will allow JEFA to increase the number of its U.S. employees by 10 people in 1992 and an additional 12 people in 1993.

* * *

RJM International
Los Angeles, California

"The linkages between the United States and Mexico that already exist demonstrate the kind of benefits both countries can realize through greater commerce. I have seen it first-hand."

David Estrello
Managing Director

RJM International is a Hispanic-owned international management and environmental consulting firm based in Los Angeles. The firm provides services to U.S. companies doing business in Mexico, as well as to Mexican companies doing business in the United States. David Estrello, Managing Director at RJM, is projecting \$500,000 in revenue from Mexican businesses for 1992. RJM International's services include arranging joint ventures and strategic alliances, market research, taxation planning, capital development, financial management, and strategic planning. The company is a division of RJ Miranda & Company, an accounting and consulting firm. RJM International has offices in Los Angeles and Orange County, California, Washington D.C., and Mexico City.

**Dantzler Lumber and Export Co.
Miami Lakes, Florida**

"We expect sales into Mexico to increase by 10 percent or more in the upcoming year. My last sales trip to Mexico City was a great success."

**Joe Sala
Export Sales Manager**

Dantzler sold over \$300,000 worth of yellow pine lumber and plywood in Mexico during 1991, the company's first year in the market. Dantzler, a minority-owned lumber company, employs 40 people with annual sales of \$30 million. Export sales manager, Joe Sala, views Mexico as the top export market for Dantzler's Alabama, Georgia, and Louisiana grown softwoods. Sala has taken a direct sales approach by traveling to Guadalajara, Mexico City, and Merida this year. Common language and culture have enabled Sala to penetrate the market on his own and bypass distributors.

* * *

**International Microtronics Corp.
Tuscon, Arizona**

"NAFTA is potentially beneficial for all countries involved. The positive lessons from European integration show the benefits of free trade."

**Dr. Otto Fest
Chief Executive Officer**

International Microtronics Corporation (IMC) is a minority-owned manufacturer of process control instrumentation. Chief Executive Officer, Dr. Otto Fest, credits Mexico with 11 percent of IMC's \$2.5 million in sales during 1991. Dr. Fest's 18 person company has been exporting process controls to Mexico for three years. IMC currently manufactures all its products in Tuscon, Arizona, and Dr. Fest is interested in setting up a maquiladora operation to expand production capacity.

M.J. Carrillo Company, Inc.
Laredo, Texas

"We help make the process of importing and exporting go smoother. Mexico holds great opportunities for companies like ours, as well as those wishing to export their products."

J.J. "Oscar" Carrillo
President

Established in Laredo in 1944, M.J. Carrillo Company is a family-owned customs brokerage house with annual revenues of \$1.8 million. Hispanic President, J.J. Carrillo, generates 100 percent of his revenue from Mexican business. Increased trade with Mexico has prompted the company to add eight employees to its workforce over the last few years. The company expects to grow by 30 percent in the near future.

* * *

Mentra Labs Inc.
Miami, Florida

"Mexico has advantages over our other export markets.... closeness, stability in the economy, strong identification with our products and industry, and a clear understanding of the latest technologies. Mexico is more up to date than other Latin American countries."

Juan A. Ortiz
Director of Marketing for Latin America

Mentra Labs is a minority-owned export management company for medical, laboratory, and hospital supplies. Mentra Lab's six person staff exports to Mexico, Latin America, the Caribbean, and the Middle East. Juan A. Ortiz, Mentra's Director of Marketing for Latin America, decided to enter the Mexican market two years ago. Mexico accounted for 15 percent of Mentra Lab's \$2.6 million in export sales during 1991. Ortiz says that the market for health care equipment in Mexico is highly competitive but offers excellent opportunities for growth.

Proin Inc.
Los Angeles, California

"Mexico is one of our key areas... being bilingual helps."

Jim Ruiz
Vice President

Proin Inc. is a Los Angeles, California manufacturer's representative for American-made food processing and packaging machinery. The Hispanic-owned company employs four people and currently exports to Mexico, Latin America, the Caribbean and the Philippines. Last year, sixty percent of Proin's \$1 million in sales came from exports to Mexico. Jim Ruiz, Vice President at Proin, has been able to leverage his knowledge of Hispanic language and culture to capitalize on market opportunities in Mexico and Latin America.

Proin's specialty is vegetable oil extraction machinery. Ruiz says that with sales to the U.S. vegetable oil industry in decline, Proin has been able to maintain sales growth by cultivating the market in Mexico. Ruiz also expects continued growth from after sales service in Mexico.

* * *

El Centro Electronics Company, Inc.
McAllen, Texas

"We would never have been able to expand or thrive without our Mexican customers. In the future we're hoping to increase sales to Mexico by 20 percent per year."

Armando G. Ybarra
Partner

El Centro Electronics is a McAllen, Texas-based audio and video equipment distributor and exporter with \$800,000 in sales to Mexico. The minority-owned company began in 1987 with two employees and has since hired five new people, due largely to its success in exporting to Mexico. Eighty percent of El Centro's \$1 million in annual revenues come from Mexican customers.

Chula Lumber Corporation
National City, California

"I believe 100% in a North American Free Trade Agreement. It will help open up the market and unlock tremendous opportunities there."

Trino Gonzalez
President and Owner

Chula Lumber Corporation's Hispanic President, Trino Gonzalez, has been exporting to Mexico since 1964. His seven person company sold nearly \$2 million worth of American grown lumber, plywood and construction supplies to Mexico last year. Chula relies on Mexico for 95 percent of annual sales revenue. Gonzalez predicts that sales of lumber and construction supplies will increase by 25 percent in Mexico next year. Gonzalez credits his 28 years of success in Mexico to the long term stability of the market.

* * *

Cavazos Wholesale Company, Inc.
Laredo, Texas

"Our workforce has doubled since 1987, and half of that growth is a direct result of our sales to Mexico".

Laura Cavazos Zepeda
Company Spokesperson

Cavazos Wholesale Company of Laredo distributes fruits, vegetables, candy and related products to the U.S. and Mexican market. Current sales for the minority-owned company are \$8.5 million, with 50 percent of revenues coming from sales in Mexico. All of the products Cavazos' distributes are made in the United States.

In 1987, the company had 20 employees, but has since added 20 more to keep up with the growth of sales in the U.S. and Mexico. Almost all of Cavazos' employees speak Spanish, which has helped the company eliminate the need for middlemen in its dealings with the Mexican market.

BORDERING ON THE FUTURE: CONTINENTAL FREE TRADE

By: Robert B. Zoellick¹

Some have asked whether the North American Free Trade Agreement, particularly our negotiation of a free trade agreement with Mexico, is motivated by foreign or by economic policy interests. My answer is yes and yes.

Economic policy is and must become an increasingly critical component of the United States' foreign policy strategy. That is why this free trade agreement is so important: It is a rare strategic opportunity to secure, strengthen, and develop our continental base economically and politically in a way that will promote America's foreign policy agenda, our economic strength and leadership, and U.S. global influence.

The North American FTA would increase sales opportunities for U.S. firms, improve their operating efficiency, increase real income in the U.S., create jobs, and spur growth in all three nations. Our neighbors' growth multiplies benefits for the United States. For each dollar of growth in Mexico, 14 cents is spent on U.S. goods. As Mexico grows more, it will import more. Seventy cents of each Mexican import dollar is spent on goods from the United States. This is an important point: Trade is not a "you win, I lose" proposition. By generating growth, trade multiplies the purchasing power of our trading partners.

Of course, Mexico's economy is relatively small compared to that of the United States. Its GDP, approximately \$280 billion, is about the same as Illinois. Because Mexico's economy is only about 1/20th the size of the U.S. economy and its exports only amount to about 6 percent of U.S. imports, the scare stories of mass dislocations from reducing barriers simply are not credible.

Moreover, the factual record since 1986, when Mexico began a major opening of its economy, tells a very encouraging story. U.S. exports to Mexico have increased from \$12.4 to \$33.3 billion, making Mexico our third largest export market. Of this total, U.S. manufacturing exports increased from \$10.4 to \$26.7 billion, almost twice the rate of our overall growth in manufacturing exports during this period. Consumer goods exports tripled from \$1 to \$3 billion. Agricultural exports jumped from \$1.1 to \$2.8 billion, making Mexico our third largest customer in 1991. Exports of autos and auto parts more than doubled. Exports of telecommunications equipment doubled. In fact, we now have surpluses in steel and textiles.

¹ Robert Zoellick is Counselor of the Department of State. This piece is excerpted from his April 11, 1991 statement before the Senate Foreign Relations Committee. Data have been updated as of July 22, 1992.

Our bilateral trade deficit shifted from \$4.9 billion in 1986 to a \$2.7 billion surplus in 1991 that is projected to approach \$9 billion by year end. Our exports to Mexico may reach \$44 billion in 1992, placing our exports to the Mexican market at almost the same level as these to Japan.

NAFTA will create good jobs at good wages. Independent studies suggest it could create between 64,000 and 240,000 new U.S. jobs. Because our trade-weighted tariff for Mexican goods is only about 3-4 percent (45 percent of Mexico's goods already come in duty free), we can use NAFTA to slash Mexico's higher barriers and lock in the new market openings. And it's useful to note for the record that past dire warnings about losses from reducing U.S. barriers turned out flat wrong: for example, after the Caribbean Basin Initiative opened our markets, we turned a \$200 million deficit with these nations in 1986 into a \$6.1 billion surplus in 1991. Jobs don't flee to places just because wages are lower. If they did, I imagine Haiti -- which has the benefit of duty-free entry into the U.S. under CBI for many products -- would be the manufacturing center of the world.

The economic integration spurred by the FTA should make U.S. firms more competitive globally. Japanese firms have grown stronger by sourcing components in Asia. EC firms are doing the same with inputs from Southern Europe. Integrated operations that produce or assemble parts in Mexico can help our higher-wage workers in the same way. We even could expect a bonus because Mexican workers will buy more from us. It would be extremely short-sighted to permit lower value-added jobs to shift to locations that strengthen export machines in Japan and Europe.

And we should be mindful of the boon to U.S. exporters that would come from U.S. firms shifting their production in Asia closer to our backyard: U.S. subsidiaries in Mexico buy 46 percent of their components from the United States, while U.S. subsidiaries in Asia buy just 14 percent of their imports from the United States.

Worker readjustment can be addressed through a long transition period, safeguard provisions, and the program under the 1988 Economic Dislocation and Worker Adjustment Assistance Act. EDWAA, funded at \$540 million in 1992, will have served approximately 750,000-800,000 workers in its first three years, achieving a placement rate of about 66 percent.

If we send a signal to the Mexican people that we intend to reject their historic opening to North America -- if we say trade agreements with the U.S. are fine for Israel, Canada, and multilaterally, but not for Latins -- I could see Mexico's return to autarky and protectionism.

In 1933, FDR charted a new course with Mexico through his Good Neighbor Policy. About 30 years later, another new President, JFK, called for an Alliance for Progress with Latin America. Now, another 30 year later, we have the opportunity to sustain and invigorate that vision. This generation, on both sides of the border, could integrate North America in a way that will build a foundation for stronger cooperation on diverse issues: economics, environment, energy, labor narcotics, education, and immigration -- to name a few already on our common agenda.

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FACT CHECK COPY

(Duggan/Nix) Walters
July 23, 1992
Draft One
HB

PRESIDENTIAL REMARKS:

HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

David
Telle
Grove's
Space
From
Hispanic
Business
Mag.

[Acknowledgments] Welcome to the White House. Jesus
[Chavarria, editor and publisher of Hispanic Business], thanks for
your leadership in bringing together so many dynamic women and
men from Hispanic-owned businesses. You enliven this country,
you're keeping America great -- each one of you. \\

Your dreams and your hard work animate every kind of
industry all across this country. There's Irma Elder from
Michigan whose thriving business is -- what else -- selling cars.
There's Frank Flores from the printing industry in New York. And
Benjamin Acebedo, with a lumber company in California. And
executives from the largest minority-owned bank in the United
States -- the Sanchez family's IBC in Laredo, Texas.

Pg 38-39
HBC

HBC
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HBC
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We're together today because we believe in the future -- and
we know how to get there. Our future depends on freedom.
Freedom works. Freedom is right. \\

All around the world, dictatorships are giving way to
democracy. Command-and-control economies are falling on the ash
heap. As never before in the history of the world, people are
free to think and to speak -- free to live and work and worship
as they wish. They're choosing new governments that respect
people's freedom to buy and to sell and to create. \\

In the Western Hemisphere, freedom's tide has never been

Shirley
checking
Shirley
Rick
Mendoza
CHANGE

higher. If I may make a prediction, that tide will soon drown Latin America's last dictatorship -- the Castro regime. And on the crest of that tide will rise a new democracy in Cuba. \\

Here at home, we're renewing the freedoms that foster new thinking and create new jobs. I'm overhauling the entire system of federal government regulation. This year alone, I've directed an unprecedented cutback of controls and red tape that have no place in a free society. [details with impact on jobs and consumers]

I'm fighting to halt the epidemic of lawsuits -- a hidden tax on your business. It's time we sued each other less and helped each other more. \\

I'm fighting the old politics of tax and spend. I'm battling to spur new investment and job creation by cutting the tax on capital gains. \\

When I sent my legal reform bill to Capitol Hill, our opponents said no. They and their friends in the trial lawyers' lobby circled the wagons, closed ranks, and hung tough to protect the status quo. \\

When I asked for tax breaks for young homeowners, when I asked for the capital gains cut we need so urgently -- our opponents passed a bill to raise your taxes by a hundred billion dollars. This time, I said no -- I cast my veto. \\

Next year we'll see a change. Next year we'll have a dramatically different Congress. Next year, I am confident, we'll break the logjam of the old politics. We'll win legal

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David
Taylor

reform and tax relief. We'll restore government that lives within limits. \ Government that respects people's labor and property. \ Government that trusts the American people. \

One the most exciting developments in our nation's history is coming to fruition right now -- the North American Free Trade Agreement. [report latest status of NAFTA]

Everyone wins through open trade with Mexico and Canada. Open trade will make each of us better neighbors and closer friends. Open trade will offer tremendous new opportunities for people to invent and produce and take new goods and services to market. [export examples]

Open trade will fuel the growth of jobs in the United States of America. During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled. That has meant the creation of ^{more than} 300,000 new jobs. We enjoy a robust trade surplus with Mexico -- ^{\$2.1} \$1.6 billion last year. And the new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. Don't count on candor from our opponents. Some politicians pay lip service to open trade -- but when it's time for a real decision, they put their proxies in the pockets of the big unions

Chief Economist
David
Walters
USTR
3583
Flaine
Down
USTR
XB583

Nick
Grady

and the ideological interest groups. \\\

And I scarcely need to tell this audience about this ugliness we've heard. I don't like to think this kind of thing still happens in America, but we've heard it. We've heard the whispering campaign that doesn't even pretend to address economics. It's the old appeal to prejudice. \\\ As long as I'm President, we'll never turn back the clock. I'll oppose intolerance and nativism in any form. \\\

In the next century, our kids -- and indeed, some of you younger entrepreneurs -- will help make commonplace things that now exist only in dreams: faster travel, cultural progress, cures for diseases. The dream of open trade and strong, respectful ties between the workers \ the business people \ and the families \ of Mexico, Canada and the United States is so near it's almost palpable. Let's resolve together, today, to make that dream real -- to make it a solid foundation for our future. Thank you, and may God bless all the people of the Americas.

#

Mendoza:

one CEO profiled is

Alex Mervelo

[MER - E L - o]

Pizza Loca Buena Park
L.A. county
714-670-0934

Cal State lumber sales

Benjamin Acebado

Acebado

+ Mary Alice ↑

Strong NAFTA supporter

San Isidro

Otay Mesa 619-661-6599

in Texas

Int'l Bank of Commerce

4 or 6 people

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and Mr. Galin is there

IBC largest

minority-owned

bank in the U.S.

right on the border in
Laredo

Troy Ford Troy, Mich

Irma Elder - w 4

tremendous growth There

Chief Justice
of Fla. Sup. Ct.
Rosemary Barkett
is
Irma Elder's
sister
she'll be there
too

313-585-4000

in N.Y.

Frank Flores
Marsden Reproductions
a judge in Hispanic
entrepreneur of the year

212-725-9220

Florida

1st Hispanic. His company

*Best Meridian

Antonio Sierra
Chair

305-445-1110

Jesus Charavria

10th annual
listing

in May 1991

Bush + Shiree on
the mag. cover

circ. 150,000 monthly

THE WHITE HOUSE
WASHINGTON

DATE:

5-28

FROM THE PRESIDENT

TO:

Speechwriters

Some good NAFTA

facts here

OK



THE SECRETARY OF THE TREASURY
WASHINGTON

May 27, 1992

MEMORANDUM TO THE PRESIDENT

FROM: Nicholas F. Brady *NFB*

As mentioned in the PCG meeting this morning, I think your speeches ought to include examples of how NAFTA and an open trading system works in addition to expressing determination to complete the NAFTA agreements. This would give specificity and give people a better understanding of what you are driving at. I am sure your own speech writers can come up with plenty of good examples but here are some that I have been using:

➔ "U. S. exports to Mexico have almost tripled since 1986, creating 300,000 American jobs."

"In 1991 U. S. export growth to Mexico outpaced import growth by 5 to 1, providing a \$1.6 billion trade surplus."

"The new jobs are not occurring only in the obvious growth regions of the country. We would expect the border states of California and Texas to be among the chief exporters to Mexico, and they are. But who would guess that our top ten exporters to Mexico today would include Michigan, Illinois, New York, Pennsylvania and Florida? They do."

"U. S. exports to Latin America and the Caribbean have doubled since 1986. They now amount to almost \$63 billion annually and have created over 600,000 U. S. jobs."

"Over the last five years, export expansion has accounted for over one-third of GDP growth, and for every 2 1/2 percent growth in GDP, we create almost 2 million new jobs per year."

(Duggan/Walters)
July 23, 1992
Draft One
HB

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

[Acknowledgments] Welcome to the White House and to the
Rose Garden.

You know my position on creating new jobs and giving new
benefits to our consumers through open trade with Mexico and
Canada.

Don't count on candor from the opponents ~~of open trade~~.
Some politicians pay lip service to open trade ~~and then~~ -- when
it's time for a real decision, ~~they~~ they put their proxies in the
pockets of the big unions and the ideological interest groups.

And I don't need to tell this audience about the really ugly
side of the ~~campaign against better relations~~ ^{ties} with Mexico ~~and our~~ ^{on a highway}
~~other southern neighbors~~. It's the whispering campaign that
doesn't even pretend to make a point about economics. It's the
old appeal to ~~nativism, to~~ prejudice. \\ As long as I'm
President, ~~you can be sure~~ I'll fight any attempt to turn back
the clock. I'll fight ~~any attempt to revive~~ ~~nativism and~~
~~prejudice~~. \\
build.

Leaders like you helped us win a tough round of political
fighting last year for this free trade agreement.

(Duggan/Walters)
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Week Ending Friday, January 27, 1989

Inaugural Address January 20, 1989

Mr. Chief Justice, Mr. President, Vice President Quayle, Senator Mitchell, Speaker Wright, Senator Dole, Congressman Michel, and fellow citizens, neighbors and friends:

There is a man here who has earned a lasting place in our hearts and in our history. President Reagan, on behalf of our nation, I thank you for the wonderful things that you have done for America.

I've just repeated word for word the oath taken by George Washington 200 years ago, and the Bible on which I placed my hand is the Bible on which he placed his. It is right that the memory of Washington be with us today not only because this is our Bicentennial Inauguration but because Washington remains the Father of our Country. And he would, I think, be gladdened by this day; for today is the concrete expression of a stunning fact: our continuity these 200 years since our government began.

We meet on democracy's front porch. A good place to talk as neighbors and as friends. For this is a day when our nation is made whole, when our differences, for a moment, are suspended. And my first act as President is a prayer. I ask you to bow your heads.

Heavenly Father, we bow our heads and thank You for Your love. Accept our thanks for the peace that yields this day and the shared faith that makes its continuance likely. Make us strong to do Your work, willing to heed and hear Your will, and write on our hearts these words: "Use power to help people." For we are given power not to advance our own purposes, nor to make a great show in the world, nor a name. There is but one just use of power, and it is to serve people. Help us remember, Lord. Amen.

I come before you and assume the Presidency at a moment rich with promise. We live in a peaceful, prosperous time, but we can make it better. For a new breeze is

blowing, and a world refreshed by freedom seems reborn. For in man's heart, if not in fact, the day of the dictator is over. The totalitarian era is passing, its old ideas blown away like leaves from an ancient, lifeless tree. A new breeze is blowing, and a nation refreshed by freedom stands ready to push on. There is new ground to be broken and new action to be taken. There are times when the future seems thick as a fog; you sit and wait, hoping the mists will lift and reveal the right path. But this is a time when the future seems a door you can walk right through into a room called tomorrow.

Great nations of the world are moving toward democracy through the door to freedom. Men and women of the world move toward free markets through the door to prosperity. The people of the world agitate for free expression and free thought through the door to the moral and intellectual satisfactions that only liberty allows.

We know what works: Freedom works. We know what's right: Freedom is right. We know how to secure a more just and prosperous life for man on Earth: through free markets, free speech, free elections, and the exercise of free will unhampered by the state.

For the first time in this century, for the first time in perhaps all history, man does not have to invent a system by which to live. We don't have to talk late into the night about which form of government is better. We don't have to wrest justice from the kings. We only have to summon it from within ourselves. We must act on what we know. I take as my guide the hope of a saint: In crucial things, unity; in important things, diversity; in all things, generosity.

America today is a proud, free nation, decent and civil, a place we cannot help but love. We know in our hearts, not loudly and proudly but as a simple fact, that this country has meaning beyond what we see, and that our strength is a force for good. But have we changed as a nation even in

our time? Are we enthralled with material things, less appreciative of the nobility of work and sacrifice?

My friends, we are not the sum of our possessions. They are not the measure of our lives. In our hearts we know what matters. We cannot hope only to leave our children a bigger car, a bigger bank account. We must hope to give them a sense of what it means to be a loyal friend; a loving parent; a citizen who leaves his home, his neighborhood and town better than he found it. And what do we want the men and women who work with us to say when we're no longer there? That we were more driven to succeed than anyone around us? Or that we stopped to ask if a sick child had gotten better and stayed a moment there to trade a word of friendship?

No President, no government can teach us to remember what is best in what we are. But if the man you have chosen to lead this government can help make a difference; if he can celebrate the quieter, deeper successes that are made not of gold and silk but of better hearts and finer souls; if he can do these things, then he must.

America is never wholly herself unless she is engaged in high moral principle. We as a people have such a purpose today. It is to make kinder the face of the Nation and gentler the face of the world. My friends, we have work to do. There are the homeless, lost and roaming. There are the children who have nothing, no love and no normalcy. There are those who cannot free themselves of enslavement to whatever addiction—drugs, welfare, the demoralization that rules the slums. There is crime to be conquered, the rough crime of the streets. There are young women to be helped who are about to become mothers of children they can't care for and might not love. They need our care, our guidance, and our education, though we bless them for choosing life.

The old solution, the old way, was to think that public money alone could end these problems. But we have learned that that is not so. And in any case, our funds are low. We have a deficit to bring down. We have more will than wallet, but will is what we need. We will make the hard choices, looking at what we have and perhaps allocating it differently, making our

decisions based on honest need and prudent safety. And then we will do the wisest thing of all: We will turn to the only resource we have that in times of need always grows: the goodness and the courage of the American people.

And I am speaking of a new engagement in the lives of others, a new activism, hands-on and involved, that gets the job done. We must bring in the generations, harnessing the unused talent of the elderly and the unfocused energy of the young. For not only leadership is passed from generation to generation but so is stewardship. And the generation born after the Second World War has come of age.

I have spoken of a thousand points of light, of all the community organizations that are spread like stars throughout the Nation, doing good. We will work hand in hand, encouraging, sometimes leading, sometimes being led, rewarding. We will work on this in the White House, in the Cabinet agencies. I will go to the people and the programs that are the brighter points of light, and I'll ask every member of my government to become involved. The old ideas are new again because they're not old, they are timeless: duty, sacrifice, commitment, and a patriotism that finds its expression in taking part and pitching in.

We need a new engagement, too, between the Executive and the Congress. The challenges before us will be thrashed out with the House and the Senate. And we must bring the Federal budget into balance. And we must ensure that America stands before the world united, strong, at peace and fiscally sound. But of course things may be difficult. We need to compromise; we've had dissension. We need harmony; we've had a chorus of discordant voices.

For Congress, too, has changed in our time. There has grown a certain divisiveness. We have seen the hard looks and heard the statements in which not each other's ideas are challenged but each other's motives. And our great parties have too often been far apart and untrusting of each other. It's been this way since Vietnam. That war cleaves us still. But, friends, that war began in earnest a quarter of a century ago, and surely the statue of limitation has been reached. This is a fact: The

final lesson of Vietnam can long af memory. A new bold bipartisanship

To my friends—friends—in the loyal mean loyal, I put out my hand to putting out my hand. Leader. For this is of the offered hand clocks, and I don't fathers were young ences ended at the don't wish to turn mothers were young the Congress and the ble of working budget on which t us negotiate soon let us produce. Th action. They didn't. They ask us to rise san. "In crucial this friends, is crucial.

To the world, to ment and a rene strong to protect hand is a reluctan and can be used are today America their will in forei who are unaccount shown here and v Good will begets be a spiral that end

Great nations li their word. When America means it agreement or a v We will always candor is a compl good and has its alliances and frien strong, ever stro new closeness wi sistent both with progress. One mig tionship in part hope and streng hope is good, an lance.

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final lesson of Vietnam is that no great nation can long afford to be sundered by a memory. A new breeze is blowing, and the old bipartisanship must be made new again.

To my friends—and, yes, I do mean friends—in the loyal opposition—and, yes, I mean loyal, I put out my hand. I am putting out my hand to you, Mr. Speaker. I am putting out my hand to you, Mr. Majority Leader. For this is the thing: This is the age of the offered hand. And we can't turn back clocks, and I don't want to. But when our fathers were young, Mr. Speaker, our differences ended at the water's edge. And we don't wish to turn back time, but when our mothers were young, Mr. Majority Leader, the Congress and the Executive were capable of working together to produce a budget on which this nation could live. Let us negotiate soon and hard. But in the end, let us produce. The American people await action. They didn't send us here to bicker. They ask us to rise above the merely partisan. "In crucial things, unity"—and this, my friends, is crucial.

To the world, too, we offer new engagement and a renewed vow: We will stay strong to protect the peace. The offered hand is a reluctant fist, once made, strong and can be used with great effect. There are today Americans who are held against their will in foreign lands and Americans who are unaccounted for. Assistance can be shown here and will be long remembered. Good will begets good will. Good faith can be a spiral that endlessly moves on.

Great nations like great men must keep their word. When America says something, America means it, whether a treaty or an agreement or a vow made on marble steps. We will always try to speak clearly, for candor is a compliment; but subtlety, too, is good and has its place. While keeping our alliances and friendships around the world strong, ever strong, we will continue the new closeness with the Soviet Union, consistent both with our security and with progress. One might say that our new relationship in part reflects the triumph of hope and strength over experience. But hope is good, and so is strength and vigilance.

Here today are tens of thousands of our citizens who feel the understandable satisfaction of those who have taken part in de-

mocracy and seen their hopes fulfilled. But my thoughts have been turning the past few days to those who would be watching at home, to an older fellow who will throw a salute by himself when the flag goes by and the woman who will tell her sons the words of the battle hymns. I don't mean this to be sentimental. I mean that on days like this we remember that we are all part of a continuum, inescapably connected by the ties that bind.

Our children are watching in schools throughout our great land. And to them I say, Thank you for watching democracy's big day. For democracy belongs to us all, and freedom is like a beautiful kite that can go higher and higher with the breeze. And to all I say, No matter what your circumstances or where you are, you are part of this day, you are part of the life of our great nation.

A President is neither prince nor pope, and I don't seek a window on men's souls. In fact, I yearn for a greater tolerance, and easy-goingness about each other's attitudes and way of life.

There are few clear areas in which we as a society must rise up united and express our intolerance. The most obvious now is drugs. And when that first cocaine was smuggled in on a ship, it may as well have been a deadly bacteria, so much has it hurt the body, the soul of our country. And there is much to be done and to be said, but take my word for it: This scourge will stop.

And so, there is much to do. And tomorrow the work begins. And I do not mistrust the future. I do not fear what is ahead. For our problems are large, but our heart is larger. Our challenges are great, but our will is greater. And if our flaws are endless, God's love is truly boundless.

Some see leadership as high drama and the sound of trumpets calling, and sometimes it is that. But I see history as a book with many pages, and each day we fill a page with acts of hopefulness and meaning. The new breeze blows, a page turns, the story unfolds. And so, today a chapter begins, a small and stately story of unity, diversity, and generosity—shared, and written, together.

Jan. 20 / Administration of George Bush, 1989

Thank you. God bless you. And God bless the United States of America.

Note: The President spoke at 12:05 p.m. from a platform erected at the West Front of the Capitol. Immediately before the address, the oath of office was administered by Chief Justice William H. Rehnquist. The address was broadcast live on radio and television.

Proclamation 5936—National Day of Prayer and Thanksgiving, 1989

January 20, 1989

By the President of the United States of America

A Proclamation

On this Bicentennial of the Presidency of the United States of America, it is fitting to recall our first President, George Washington, who believed in our country's divine destiny. He said, "No people can be bound to acknowledge and adore the invisible hand, which conducts the affairs of men, more than the people of the United States."

As we celebrate this American Bicentennial Presidential Inaugural, we celebrate America's brotherhood—our common ideals, our common kinship, our national unity. We celebrate America as "one nation under God."

As I assume the office of President, I am humbled before God and seek His counsel and favor on our land, and join with our first President who said, "... it would be peculiarly improper to omit in this first official act, my fervent supplications to that Almighty Being who rules over the universe... that his benediction may consecrate to the liberties and happiness of the people of the United States, a government instituted by themselves for these essential purposes."

Now, Therefore, I, George Bush, President of the United States of America, by the authority vested in me by the Constitution and laws of the United States, do hereby proclaim January 22, 1989, a National Day of Prayer and Thanksgiving and call upon the citizens of our great Nation to

gather together on this day in homes and places of worship to pray in thanksgiving for our blessings of peace, freedom, prosperity, and Independence. Let all Americans kneel humbly before our Heavenly Father in search of His counsel and for His divine guidance and wisdom upon the leaders of the United States of America.

In Witness Whereof, I have hereunto set my hand this twentieth day of January, in the year of our Lord nineteen hundred and eighty-nine, and of the Independence of the United States of America the two hundred and thirteenth.

George H.W. Bush

[Filed with the Office of the Federal Register, 12:07 p.m., January 23, 1989]

Remarks to Visitors of the White House

January 21, 1989

The President. Good morning, everybody. Thank you. Thank you all very much. Let me just say that I know some of you have been up all night long. And so, what we want to do is not delay this but take whoever is first. And I gather that's been sorted out by whoever got first in line into the—

Visitors. No!

The President. Not quite?

Visitors. No!

The President. Okay, so there's some injustice out there. *[Laughter]*

Visitor. We love you, George. I love you.

The President. No, but this is the people's house, and it just seemed appropriate on this first day that we welcome as many as we can. I have a little hiatus in the middle because I do have to go over to this building. I'm sure most of you recognize that as the West Wing, and then the office you see in the corner is the President's Oval Office. And I have to go sign one or two things and at least start to work over there, and then I will come back. Barbara will be here—some of our kids inside. But we just wanted to wish you well and welcome you to the people's house.

Thank you all very much. We'll scoot on in.

Note: The President the Executive Entrance

Question-and-Answer Reporters

January 21, 1989

The President. C
[Helen Thomas, Unit]

First Day of the Pres

Q. How are you? President?

The President. It in now, after the glad the inauguration. It's mother here, the le great joy to have o last night. One got sick about 6 a.m. this morning. I'm looking good. Ate you'd call a rapid recovery.

Q. Which one was

The President. Elli "Thousand Points of across in the comm exciting over there the family all there We have a luncheon

Mrs. Bush. Oh, re

The President. Yes

Mrs. Bush. Oh, my

Q. Are you responsible for 2

Mrs. Bush. No. [L

Q. What are you

Mrs. Bush. What c

Q. What are your

Mrs. Bush. Oh, I t ing day of my life so derful. Everything h thing is so beautiful.

The President. Tt me not to brag abo my knees when I You're looking at her

*file to
President*

(Duggan/Nix)
July 23, 1992
Draft One
HB

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

[Acknowledgments] Welcome to the White House and to the Rose Garden. Jesus [Chavarria, editor/publisher of Hispanic Business], thank you for your leadership in bringing together so many dynamic women and men who are making Hispanic-owned businesses in the United States grow so rapidly.)

*appt house line
here?*

Your dreams and your hard work animate every kind of industry all across this country. There's Irma Elder from Michigan whose thriving business is -- what else -- selling cars. There's Frank Flores from the printing industry in New York. And Benjamin Acebedo, with a lumber company in California. And executives from the largest minority-owned bank in the United States -- the Sanchez family's IBC of Laredo, Texas.

We're together today because we believe in the future -- and we know how to get there. Our future depends on freedom. Freedom works. Freedom is right.

All around the world, dictatorships are giving way to democracy. Command-and-control economies are *on junk heap...* going by the wayside. As never before in the history of the world, people are *- to live work + worship as they wish* free to think and to speak. They're choosing new governments that respect people's freedom to buy and to sell and to create.

In the Western Hemisphere, freedom's tide has never been higher. In fact, if I may make a prediction, that tide will soon

drown the ~~last dictatorship in~~ Latin America ^{last dictatorship} -- the Castro regime. And on the crest of that tide will rise a new democracy in Cuba. \\\

Here at home, we're renewing the freedoms that foster new thinking and create new jobs. I'm overhauling the entire system of federal government regulation. This year alone, I've directed an unprecedented cutback of controls and red tape that have no place in a free society. [details with impact on jobs and consumers]

I'm fighting to halt the epidemic of lawsuits. It's time we ^{A H100% tax on your business} sued each other less and helped each other more. \\\

I'm fighting the old politics of tax and spend. I'm battling to spur new investment and job creation by cutting the tax on capital gains. \\\

When I sent my legal reform bill to Capitol Hill, our opponents said no. They and their friends in the trial lawyers' lobby ^{circled the wagons - closed ranks} labored to protect the status quo.

When I asked for tax breaks for young homeowners, when I asked for the capital gains cut we need so urgently -- our opponents passed a bill to raise your taxes by a hundred billion dollars. ^{This time?} ~~And to this~~ I said no -- I cast my veto. \\\

Next year we'll see a change. Next year we'll have a dramatically different Congress. Next year, I am confident, we'll break the logjam of the old politics. We'll win victories for legal reform and tax relief. \\\ ^{Victories for America...}

One the most exciting developments in our nation's history

is coming to fruition right now -- the North American Free Trade Agreement. Two weeks ago in San Diego I told President Salinas we'd reached the top of the ninth inning in our free trade talks. Now we're in the bottom of the ninth. [update if need be]

This image sounds like 2 outs, bottom of 9th inning. bat at bat.

Everyone wins through open trade with Mexico and Canada.

Open trade will make each of us better neighbors and closer friends. Open trade will offer tremendous new opportunities for people to invent and produce and take new goods and services to market. *expect examples?*

Open trade will fuel the growth of jobs in the United States of America. During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled. That has meant the creation of 300,000 new jobs. We enjoy a robust trade surplus with Mexico -- \$1.6 billion last year. And the new jobs created by trade with Mexico are to be found not only in the border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress *- not if but when -* I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. Don't count on candor from our opponents. Some politicians pay lip service to open trade -- but when it's time for a real decision, they put their proxies in the pockets of the big unions and the ideological interest groups.

And I scarcely need to tell this audience about the ugly

Don't like to think

side ^{to me} of the opposition. It's the whispering campaign that doesn't even pretend to address economics. It's the old appeal to prejudice. \\ As long as I'm President, we'll never turn back the clock. I'll oppose ^{intolerance} ~~nativism~~ in any form. \\

In the next century, our kids -- and indeed, some of you younger entrepreneurs -- will help make commonplace things that now exist only in dreams: faster travel, cultural progress, cures for diseases. The dream of open trade and strong, respectful ties between the workers and the businessmen and the families of Mexico, Canada and the United States is so near it's almost palpable. Let's resolve together, today, to make that dream real -- to make it a solid foundation for our future. Thank you, and may God bless all the people of the Americas.

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THE WHITE HOUSE

Office of the Press Secretary
(Chicago, Illinois)

For Immediate Release

September 20, 1991

REMARKS BY THE PRESIDENT
AT THE 12TH ANNUAL NATIONAL CONVENTION OF THE
UNITED STATES HISPANIC CHAMBER OF COMMERCE

Hyatt Regency Hotel
Chicago, Illinois

1:45 P.M. CDT

THE PRESIDENT: Thank you very much. And I really want to thank you for that warm reception here. First, may I salute two Secretaries of my Cabinet -- Secretary Lujan, who many of you have known over the years is with us today; and also Secretary Sam Skinner, who just came in with us from California, a son of Chicago in a sense and doing a great job as Secretary of Transportation.

May I also thank the Governor of the state, Jim Edgar; and the Mayor of this great city, Mayor Daley, for greeting me at the airport here and welcoming us to Illinois and Chicago. And this is, as I view it, certainly not a partisan gathering, and I think their both showing up together, side-by-side, was a manifestation of that. (Laughter and applause.)

But may I thank Jose, Jose Nino, who just introduced me, your very able president; Gabe Aguirre, the outgoing chairman. And thank you all, ladies and gentlemen, for, once again, that very warm welcome. Let me congratulate my fellow Texan, Delia Reyes, your newly elected chair. And warmest greetings to the many dignitaries that are here.

I'm here a little later than originally scheduled. Would you believe we experienced a slight flight delay? (Laughter.) I know it happens all the time. We had to circle the city while Michael Jordan practiced takeoffs and landings out here. (Laughter.) And there's a second reason, too -- if I may be candid. I know you've just heard Jack Kemp speak -- and I thought you'd want to catch your breath for a little bit. (Laughter.)

If you're still feeling winded, it's my fault. It goes back to our first Cabinet meeting and I asked Jack, "Can't you generate -- can't you work up a little more enthusiasm?" And you saw it today. But he's doing a great job for us as Secretary of Housing and Urban Development. His concept, our concept, of tenant management and home ownership offers really hope to millions. But then, Jack -- and all our administration -- believe in the greatest and most visionary of American ideals, the ideal of real equality -- ensuring that people can go as far as their abilities and their hard work will take them.

Five centuries ago, men crossed the great ocean and brought Hispanic America into being. Ever since then, we have called the combination of European and American peoples on these vast lands not a new territory, not a new colony, not a new settlement. We've called it a New World.

Hispanic America arose out of risk and romance. Several forces fed its growth: transoceanic trade, the movement and mingling of peoples, the grand enterprise of discovery and development. On

MORE

But these reforms -- it's not a one-way street -- these reforms have helped Mexico -- a classic win-win situation, if you will. Fidel Velazquez Sanchez, the head of the Mexican Labor Confederation, recognizes that increased trade will create new jobs, indeed, new industries, in Mexico, and he strongly supports the trade agreement.

What's good for Hispanic America will be good for the United States. And with open trade, by the year 2000, United States firms will be doing a robust business with dynamic economy of 100 million Mexican consumers.

The prospects seem equally exciting south of Mexico, true. We've heard a lot about the Mexican free trade agreement. We've heard about the negotiations. They are our friendly neighbors on the border and we ought to -- parenthetically, I might say, we should never just take those friends for granted, whether it be to our north or to our south. We are blessed by peaceful borders. But we're already advancing creative plans now to reduce debt, boost investment and increase trade. We've now signed framework trade liberalization agreements involving 28 countries in the hemisphere. So it's not just Mexico. But we need your help.

Congress still has failed to give us debt reduction authority and funding, and to give us the ability to contribute to the Multilateral Investment Fund. This would help stimulate investment and build stable democracies within our hemisphere. So please, speak out in support of the Enterprise for the Americas Initiative. And join me in urging Congress to pass the legislation to put it into full effect. Enterprise for the Americas is not a slogan. It will strengthen democracy and freedom in those friendly countries south of the Rio Grande, and it will be good for American exports, and that means it will be good for American jobs.

Our efforts to expand U.S. exports will get another boost when my friend, Jose Martinez, becomes Director of the United States Trade and Development Program.

And, of course, one more event will demonstrate to one and all that we really have entered into a new era of freedom and opportunity. I'm speaking of Cuba's becoming free and democratic. (Applause.)

Today we hear the creaking and crumbling of that Castro dictatorship. And the day is coming, I'm absolutely convinced of this, sooner than Castro dares to believe, when the people of Cuba will reclaim their destiny and rejoin the Western Hemisphere's family of free nations. (Applause.)

And if we want to make our hemisphere a neighborhood of peoples, we must do more than lift economic and political barriers. Our administration also has promoted educational and cultural exchanges between our country and our neighbors in the hemisphere. As in commerce, the natural leaders in this enterprise will be Hispanic Americans.

You see, something more than mere geography unites us. Common cultural roots enable us all to seek a shared destiny for our hemisphere, for ourselves.

And I want to thank the Hispanic Chamber of Commerce for its endorsement of our America 2000 Education Strategy. I am grateful for your initiatives to teach economics and entrepreneurship to our kids, beginning in the kindergarten. And now, if only someone could do the same for economists, I think we'd be in pretty good shape around here. (Laughter and applause.)

America 2000, like our economic proposals, begins with an article of faith: We believe that parents care about their children, care about education, and can help find schools that will help their children reach their potential. So we want to expand parental choice so that parents will have as much choice in the crucial matter of education as they now have when they wish to purchase peanut butter.

And if we want to make the most of ourselves, we must invite competition and show just how well we can do.

America 2000 will enable Hispanic communities to draw upon their natural strengths and values. And it will enable parents, teachers and, yes, church and business leaders to help reinvent American education.

To further this goal, I have announced the membership of the President's Advisory Commission on Educational Excellence for Hispanic Americans. Chicago's own Andres Bande, CEO of Ameritech International, will chair the panel, and its work will play a major role in unleashing the America 2000 revolution in education.

I understand Andres is here today, and I'd like him to stand up -- right there. Thank you for undertaking this. (Applause.) This is important work he's about to be engaged in. And I know, on his behalf, I'd like to solicit your ideas and your full cooperation.

Let me close with a few comments on a concept we talked about earlier -- development. It's a term of art, of course, in international economics. We tend to use "developing country" as a sort of fuzzy euphemism for "poverty" -- for a nation short on material or financial wealth.

But when we use the term "development" in this way, we forget its deeper meaning. Isn't the United States -- must it not be -- still "developing"? For all our present wealth, can we afford to become static or stagnant? And if we're not giving our children a moral and intellectual inheritance as good as our parents gave us, are we a "developed" society?

I think again of the explorers on our continent five centuries ago. Some were wise, some were foolish. And we remember the effort wasted in trying to find the imaginary Seven Cities of Gold. And those adventurers were not just looking in the wrong place, they were searching for the wrong treasure. The treasure was, and is, in men and women, in "human resources", in mind and muscle and soul. And these, not unearned bonanzas, build civilizations.

Our work never ends. That's the key to life's excitement. In these hopeful times, as we tear down economic barriers and liberate ourselves from ideological confines, we must continue supplying our own sons and our own daughters with the values -- the fundamentals -- of a good society. Together, I know that we shall.

You know, the longer I'm in the White House and privileged to serve as President of the United States, and the more Barbara and I discuss these enormous problems that Mayor Daley confronts in his excellent way every day, or Jim Edgar, the Governor of this state, confronts in his very effective way as Governor -- the more we contemplate those problems and the more I look at this great country of ours that I'm privileged to lead at this point in history -- and I must say it's a very exciting point -- the more Barbara and I conclude that family is absolutely essential to our success. We have got to stay involved -- (applause) -- we have got to stay fundamentally involved. And when I speak to this group, it's almost like preaching to the choir because I think if you exemplify one of the prime values and principles that this group and, indeed, Hispanic American culture all across our country exemplifies, is love of

family and its faith and its conviction about our great country, the freest and fairest on the face of the Earth. (Applause.)

So thank you very much for letting me come by and visit this highly successful convention. And let me tell you that it's a great joy to be back with you again. And may God bless our great country. Thank you very very much. (Applause.)

END

2:05 P.M. CDT

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NAFTA and Hispanics

The NAFTA will bring exciting opportunities for U.S. Hispanic businesses. Mexico's dynamic growth and rapidly growing population offer unprecedented demand for goods and services that Hispanic-American businesses are uniquely able to supply.

- The majority of Mexican enterprises are small and medium-sized, by U.S. standards, and are eager to work with innovative U.S. firms the same size. The opportunities for matching Hispanic business expertise with entrepreneurs south of the border have only begun to be tapped.

U.S. Government Activities

- **U.S.-Mexico Minority Business Development Missions:** First U.S. government-led Minority Business Development Mission to Mexico on February 23-25, 1991. Eleven minority-owned companies participated in the mission led by the International Trade Administration and the Minority Business Development Agency. A second mission is planned for November 1992.
- **Seminars and Conferences:** Six conferences in 1992 across the U.S. for Minority businesses to bring the nuts-and-bolts of doing business in Mexico to the minority and small business community. Conferences have been held in New York, Miami, San Jose and Los Angeles, and are scheduled for Chicago and San Antonio.
- **Matching Hispanic/minority-owned firms with environmental needs in Mexico through U.S.-Mexico Environmental Business Committee technical assistance programs.**
- **U.S. Government "Matchmaker" to introduce small U.S. minority businesses to Mexican commercial partners scheduled for early 1993.**
- **Joint ITA/MBDA projects to increase direct linkages (trade and joint ventures) between U.S. Hispanic and minority firms and Mexican businesses.**

Mexican Outreach

- **Mexican Council for Hispanic Business, created by President Salinas in April 91 in recognition of the importance of strengthening commercial and cultural linkages between Mexican citizens and descendants of Mexicans in the U.S.. The Council provides Hispanic entrepreneurs preferential and swift access to the Mexican business structure by coordinating the different Mexican organizations that promote business with the U.S. Hispanic community. There are Mexican Communities Abroad liaisons at Mexican consulates throughout the United States that are contact points for these programs.**
- **The Mexican government has hosted fourteen regional Hispanic trade missions from across the U.S. throughout the first half of 1992. Missions have gone from Texas, Arizona, New Mexico, Florida, California, the Midwest, and the nationwide**

memberships of the Hispanic Alliance for Free Trade, the National Council of La Raza, the Hispanic National Bar and the Mexican American Women's National Association (MANA) among others. These events are scheduled to continue monthly through the end of this year.

- Five conferences on business opportunities in Mexico for U.S. Hispanics have been sponsored by SECOFI and local co-sponsors in Denver, Houston, Miami, San Francisco and Sacramento. Two more are scheduled for the second half of 1992.

Hispanic Organizations and Free Trade

- The following Hispanic organizations have recognized the opportunities for Hispanics through increased trade with Mexico and have participated in NAFTA outreach. Those in bold-face have specifically endorsed a NAFTA:

National

- American G.I. Forum (Hispanic Veterans)
- The U.S. Hispanic Chamber of Commerce
- The Hispanic Alliance for Free Trade
- Latin American Management Association (LAMA)
- National Council of La Raza
- National Image (ref. Luis de la Calle, FTA Office)
- Society of Hispanic Professional Engineers
- National Association of Latino Elected and Appointed Officials (NALEO)
- National Hispanic Business Group
- Mexican American Legal Defense Fund (MALDEF)
- Hispanic American Construction Industry Association
- Hispanic Alliance for Career Enhancement

Regional

- Arizona Hispanic Chamber of Commerce
- The California Hispanic Chambers of Commerce
- Federacion de Comerciantes Y Profesionales de NY
- Gulf Coast International Hispanic Chamber of Commerce (Louisiana)
- Hispanic American Chamber of Commerce (Passaic, New Jersey)
- Hispanic Business Association of Ohio
- Hispanic Chamber of Commerce of Wisconsin
- Inland Hispanic Chamber of Commerce (California)
- Latin Chamber of Commerce of Nevada, Inc.
- Latin Chamber of Commerce of Illinois
- Latin Chamber of Commerce of Nevada
- Long Island Hispanic Chamber of Commerce
- Louisiana Hispanic Chamber of Commerce
- Mexican American Chamber of Commerce of Illinois, Inc.
- Michigan Hispanic Chamber of Commerce

Midwest Effort for Free Trade
New York State Federation of Hispanic Chambers of Commerce
Northwest Indiana Hispanic Coordinating Council
Pennsylvania Hispanic Chamber of Commerce
Statewide Hispanic Chamber of Commerce of New Jersey
Texas Association of Mexican Chambers of Commerce (TAMACC)
United States-Mexican Chamber of Commerce (Northeast)

Local

Abilene Hispanic Chamber of Commerce
Albuquerque Hispano Chamber of Commerce
Atlanta Hispanic Chamber of Commerce
Bergen County Hispanic Chamber of Commerce (New Jersey)
Camara de Comercio Hispana de Amarillo
Camara de Comercio Latina de Elizabeth (New Jersey)
Camara de Comercio Latina de la Bahia de Tampa
Cen-Tex Hispanic Chamber of Commerce
Centro Unido de Detallista de Puerto Rico
Cermak Road Chamber of Commerce & Industry (Chicago)
Chicago Cuban-American Chamber of Commerce
Chicago Puerto Rican Chamber of Commerce
Cincinnati Commission on Spanish Speaking Affairs
Cleveland Hispanic Business Association
Coastal Bend Hispanic Chamber of Commerce (Texas)
Comerciantes Organizados Mexico-Americanos (COMA) (Lubbock)
Corpus Christi Hispanic Chamber of Commerce
Dallas Hispanic Chamber of Commerce
Detroit Hispanic Business Alliance
El Paso Hispanic Chamber of Commerce
Forth Worth Hispanic Chamber of Commerce
Greater Fort Wayne Hispanic Chamber of Commerce
Greater Milwaukee Avenue Chamber of Commerce (Chicago)
Greater Washington Ibero-American Chamber of Commerce
Hialeah Latin Chamber of Commerce and Industries
Hispanic Chamber of Commerce of Greater Baytown (Texas)
Hispanic Chamber of Commerce of Modesto
Hispanic Chamber of Commerce of Santa Clara County
Hispanic Chamber of Commerce of Stanislaus (California)
Hispanic Chamber of Commerce of Travis County (Austin)
Houston Hispanic Chamber of Commerce
Houston InterAmerican Chamber of Commerce
Indianapolis Hispanic Chamber of Commerce
Interamerican Businessman Association (Miami)
Latin American Chamber of Commerce of Central Jersey
Latin American Chamber of Commerce of USA (CAMACOL) (Miami)
Latin Business Association (Los Angeles)
Little Village Chamber of Commerce (Chicago)

Midwest Effort for Free Trade
 New York State Federation of Hispanic Chambers of Commerce
 Northwest Indiana Hispanic Coordinating Council
 Pennsylvania Hispanic Chamber of Commerce
 Statewide Hispanic Chamber of Commerce of New Jersey
 Texas Association of Mexican Chambers of Commerce (TAMACC)
 United States-Mexican Chamber of Commerce (Northeast)

Local

Abilene Hispanic Chamber of Commerce
 Albuquerque Hispano Chamber of Commerce
 Atlanta Hispanic Chamber of Commerce
 Bergen County Hispanic Chamber of Commerce (New Jersey)
 Camara de Comercio Hispana de Amarillo
 Camara de Comercio Latina de Elizabeth (New Jersey)
 Camara de Comercio Latina de la Bahia de Tampa
 Cen-Tex Hispanic Chamber of Commerce
 Centro Unido de Detallista de Puerto Rico
 Cermak Road Chamber of Commerce & Industry (Chicago)
 Chicago Cuban-American Chamber of Commerce
 Chicago Puerto Rican Chamber of Commerce
 Cincinnati Commission on Spanish Speaking Affairs
 Cleveland Hispanic Business Association
 Coastal Bend Hispanic Chamber of Commerce (Texas)
 Comerciantes Organizados Mexico-Americanos (COMA) (Lubbock)
 Corpus Christi Hispanic Chamber of Commerce
 Dallas Hispanic Chamber of Commerce
 Detroit Hispanic Business Alliance
 El Paso Hispanic Chamber of Commerce
 Fort Worth Hispanic Chamber of Commerce
 Greater Fort Wayne Hispanic Chamber of Commerce
 Greater Milwaukee Avenue Chamber of Commerce (Chicago)
 Greater Washington Ibero-American Chamber of Commerce
 Hialeah Latin Chamber of Commerce and Industries
 Hispanic Chamber of Commerce of Greater Baytown (Texas)
 Hispanic Chamber of Commerce of Modesto
 Hispanic Chamber of Commerce of Santa Clara County
 Hispanic Chamber of Commerce of Stanislaus (California)
 Hispanic Chamber of Commerce of Travis County (Austin)
 Houston Hispanic Chamber of Commerce
 Houston InterAmerican Chamber of Commerce
 Indianspolls Hispanic Chamber of Commerce
 Interamerican Businessman Association (Miami)
 Latin American Chamber of Commerce of Central Jersey
 Latin American Chamber of Commerce of USA (CAMACOL) (Miami)
 Latin Business Association (Los Angeles)
 Little Village Chamber of Commerce (Chicago)

- Long Island Hispanic Chamber of Commerce
- Mexican American Bar Association of Los Angeles
- Midland Hispanic Chamber of Commerce
- Miami Hispanic Chamber of Commerce (CAMACOL)
- Milwaukee Hispanic Chamber of Commerce
- Milwaukee Hispanic Coalition
- Morris County Hispanic-American Chamber of Commerce
- Nicaraguan Bankers and Business Association
- North Pulaski Chamber of Commerce (Chicago)
- Odessa Mexican-American Chamber of Commerce
- Philadelphia Hispanic Chamber of Commerce
- San Antonio Hispanic Chamber of Commerce
- San Diego County Hispanic Chamber of Commerce
- San Marcos Hispanic Chamber of Commerce
- St. Louis Hispanic Chamber of Commerce
- Stockton Mexican American Chamber of Commerce (California)
- Tucson Metropolitan Chamber of Commerce
- Valley Hispanic Chamber of Harlingen (Texas)
- Victoria Mexican American Chamber of Commerce
- Westchester Hispanic Chamber of Commerce

July 22, 1992
Drafted by DOC

Laura Buss
Office of Mexico
International Trade Administration
(202) 377-0300

July 20, 1992

MEMORANDUM TO JOSEPH P. DUGGAN

FROM: ED WALTERS 

SUBJECT: HISPANIC BUSINESS LEADERS

Jeff Vogt in Public Liaison had some very general guidance on the Hispanic Business Leaders event. He suggested broad mention of competitiveness issues, especially the importance of NAFTA in keeping an edge over foreign competition.

Other notables: encouraging entrepreneurs, risk taking, the importance of small businesses and job creation, tax incentives, deficit reduction, workforce preparation and education, regulatory reform, etc. Same old business fare.

He also pointed out that reg. reform has saved this nation \$15-20 billion dollars if you count government and private sector savings.

I will check out some of the President's recent remarks to business leaders for some good language as well.

July 16, 1992

MEMORANDUM TO JOE DUGGAN

FROM: ED WALTERS 

SUBJECT: HISPANIC BUSINESS LEADERS

I just met with Shiree Sanchez in Public Liaison about the Hispanic Business Leaders event July 28. She identified some contact people and some winning issues that we should tap into.

In particular, she suggested that NAFTA is a popular initiative in the Hispanic community because it expands markets and breaks down language barriers with consumers. Also reg. reform and capital gains tax cuts are good issues. She said that Jeff Vogt would be able to offer guidance on the business side of this.

Some important contacts:

- Rick Mendoza, Senior Editor of Hispanic Business Magazine (805-682-5843),
- Tony Villamil of Commerce (377-8181),
- Josh Smith of the Council for Minority Business Development (523-0030),
- Joe Lira, Director of the Minority Business Development Association in Commerce (377-5061).

I have attached a copy of Hispanic Business magazine (which points out that the top 500 Hispanic businesses experienced 10.1 percent growth in this "recession") and a propaganda pack from the Minority Business Development Agency.

July 13, 1992

MEMORANDUM FOR JOE DUGGAN

FROM: ED WALTERS

SUBJECT: HISPANIC BUSINESS LEADERS

Please find attached the President's remarks at the Forum of the Americas event April 23, 1992, as well as an AP wire story the next day comparing the Bush and Clinton appeals to the Hispanic community.

I will find some opposition stuff tomorrow.

**Remarks at the Signing Ceremony
for the Paper Market Access
Agreement With Japan**
April 23, 1992

The President. May I thank Ambassador Kuriyama for being here with us today, Japan's Ambassador to the United States, and also Mike Moskow up here. Everybody knows him, and we're grateful to him for his participation in all of this.

Today does mark a milestone for both the United States and Japan, a ceremony representing another step toward our two countries becoming equal partners in trade. The agreement I sign today is an important, positive development stemming from our January trip to Japan.

And I am pleased that since January, American companies have begun to enjoy a more positive atmosphere for doing business in Japan. The broader commitment which Prime Minister Miyazawa and I made during my visit was the Tokyo Declaration, and an important part that was the Global Partnership Plan of Action, an agreement to strengthen trade between our two countries, all part of our efforts to make the relationship between us a true partnership. This is a very important relationship. And that all will ensure that U.S. firms have the same degree of access to the Japanese market that Japanese firms enjoy in the United States.

The Paper Market Access Agreement will increase opportunities and sales for foreign firms exporting paper products into Japan. And hereafter, the Government of Japan will encourage its paper distributors, converters, printers, and major corporate users to increase imports of competitive foreign paper products. That official encouragement will open the way for America's paper industry to export its products into Japan's \$27 billion market.

Today's action is good for all concerned: good for the Japanese consumer, good for American industry, and good for the American worker. And it is also an important step forward in our large global trading system. As William McKinley said back in 1897, "Good trade ensures good will." And the partnership between the United States of America and Japan ensures that the hallmark

Apr. 23 / Administration of George Bush, 1992

of the new globalization of trade will be world-class quality, competitive pricing, and of course, excellent service.

This alliance also recognizes that inter-active partnerships like this one strengthen each of us and fire up the engine of economic growth. At the same time, it strengthens the relationship between us and makes the world a better, friendlier place for our children and our grandchildren.

So I am delighted to be here. And I welcome all of you from industry and from the diplomatic corridors. And let me just say in conclusion, I view this relationship between the U.S. and Japan as very, very important. And I will do my level-best as President of the United States to keep it on a stable, forward-looking basis. It is essential, and it is in our best interest that it remain strong.

So, Mr. Ambassador, you are entitled to equal time, or should we—why don't you go ahead, and then—

Ambassador Kuriyama. Well, thank you very much, Mr. President.

The President. Thank you for being with us, sir.

[At this point, Ambassador Kuriyama spoke.]

The President. Thank you, sir, very much. Now I will witness, if you all do the signing.

Note: The President spoke at 11:49 a.m. in the Roosevelt Room at the White House. Ambassador Takakazu Kuriyama of Japan and Deputy U.S. Trade Representative Michael H. Moskow signed the agreement.

**Remarks on Presentation of the
White House Commemorative Stamp**
April 23, 1992

Thank you, Mike, very much. And greetings to all of you. May I greet Edward Horgan and Kenneth Hunter, Associate Postmasters General; Mike, thank you, sir, for the introduction and those remarks; old friend, George Haley, here, the Chairman of the Postal Rate Commission.

And welcome to Peerce Farm, or as we call it nowadays, the White House. George Washington selected this site for the Presi-

Administration of George Bush, 1992 / Apr. 23

dent's house more than 200 years ago amid apple orchards owned by a colonial farmer named Peerce. Being a surveyor by trade, Washington knew what he was doing. Abigail Adams, the first lady to live here, wrote, "This is a beautiful spot. And the more I view it, the more I am delighted with it."

It was Thomas Jefferson who suggested a national competition to design the President's house. Washington himself chose the design of the winner, James Hoban, an Irish immigrant then living in Charleston. Hoban's plan won out over grander designs, some of which included vast central courts, rotundas, and—here's an intriguing idea—a draped throne for the President. [Laughter] His design was plainer than the others, more befitting the house of a democratic leader, but it was still stately and dignified, as Washington wanted.

Incidentally, when he won the contest, Hoban began another Capital tradition. He promptly leaked the news to his hometown papers in Charleston. And after many revisions to the original design and after some unfortunate redecorating by British troops in 1814, the President's house assumed the graceful form that we celebrate today.

And 1992 marks the 200th anniversary of this magnificent building. The cornerstone was laid in October of 1792, just a few yards from here, though the stone itself, I'm told by the historians and the custodians, has never been found. You'll notice we're restoring the exterior stone walls of the Residence as part of the anniversary, a celebration that includes commemorative books and museum exhibitions and symposiums. The far side of the house has been stripped down and painted. And I'm told again by the historians that this is the first time that the building has been taken down to its original stone.

The celebration also includes a commemorative postage stamp which is what brings us here this afternoon. And I thank everyone who worked so hard to make this stamp possible, particularly the former Postmaster General Anthony Frank, who authorized it; Jack Ruth, who we just met, who did the superb design. And I hope the stamp serves as a reminder to every American that this place is truly the people's house.

One of the things I enjoy the most is taking our foreign visitors over here when the tours are on. And I'll never forget the reaction when I introduced a monarch to the visiting tourists coming through here. And one of the kids started yelling, "It's a real live king, Dad. It's a real live king." [Laughter] And it was a good experience for the real live king to see how the people consider this properly their house.

One of the great blessings of the Presidency, obviously, is to live within the walls of this house, to roam its hallways, to absorb its history, and to be reminded at every turn of the noble men who have lived here and of their families. But a President can never, obviously, be more than a caretaker or a tenant in this house, for the White House belongs, as it has for 200 years, to every American.

And we are very grateful, Barbara and I both. And we pray that God continues to bless this house as He blesses the United States of America. Thank you all very much for coming. And now, Mike, do the honors.

[At this point the stamp was unveiled.]

That concludes our brief ceremony, but thank you all very much for coming.

Note: The President spoke at 3:30 p.m. in the Rose Garden at the White House. In his remarks, he referred to Acting Postmaster General Michael S. Coughlin.

**Remarks to the Forum of the
Americas**
April 23, 1992

Please be seated. And David, thank you, sir. And thank you for your really vital work in rallying the private sector and congressional support for the North American free trade agreement, for the Enterprise for the Americas Initiative. And let me say to his many friends here that David's personal involvement has been a major factor in the success we've enjoyed so far with both of these significant initiatives. And I also want to pay my respects to another old friend, Ambassador George Landau of the Americas Soci-

ety, and Antonio Del Valle of the Business Council of Latin America, and Tom d'Aquino of the Business Council on National Issues. And I am grateful for all your leadership.

I understand also—and I can't see too well out here with these bright lights—that somewhere out there sits an old friend, a former colleague at the United Nations who went on to greater heights than being an ambassador there, an old friend, Javier de Cuellar, is with us. And I am just delighted that he could be here. And I just wish I could see him. Javier? There he is.

And may I particularly welcome all of our guests from south of the Rio Grande, leaders from both the public and the private sectors. I see several ambassadors here and many others that are in the Government sector but so many from the private sector. And we salute you for your leadership. And let me just say this: Public or private, from the United States, we are glad to be your partners.

And I can't think, really, of a more important moment than now to convene again this Forum on the Americas. Over the last 3 years, we've seen our world literally transformed: the Berlin Wall torn down and Germany peacefully unified; the people of Eastern Europe and the Soviet Union liberated from communism; and South Africa's historic vote to reject apartheid. And we've seen Arab neighbors negotiating for the first time face to face with Israel; and a worldwide coalition under the banner of the United Nations stand up and turn back Iraqi aggression against Kuwait. And there's been a profound change with meaning for every man, woman, and child on the face of the Earth. And we have drastically—and this is one I take great pleasure in having been a small part of—we have drastically reduced the threat of nuclear war.

And just today, the United States took steps to facilitate trade in high technology goods, an initiative made possible by the changed strategic environment and the peaceful rebirth of freedom in the formerly Communist lands. We relaxed trade restrictions on exports that served us well during the cold war era but are no longer necessary in our new world. And our actions today will eliminate requirements for thousands of export licenses, including many that affected

computers, one of our strongest export earners. Trade covered today by today's deregulation amounts to about \$2.5 billion.

Here in our own hemisphere, the Americas have launched an era of far-reaching and hopeful change. We've made history, all of us. We're well on our way to creating something mankind has never seen, a hemisphere wholly free and democratic, with prosperity flowing from open trade.

From Mexico City to Buenos Aires, that vision is becoming a reality. For the first time in many years, more private capital is flowing into the Americas for new investments than is flowing out. In country after country, the hyperinflation that literally devastated the region's economies, particularly its poor, has been halted. In nearly every nation, real growth has returned. A growing number of nations are taking advantage of the Brady Plan, an important initiative of our administration designed to reduce the debt burden of our neighbors and set the stage for the renewal of growth. Barriers to trade and investment are coming down. Go to the financial centers of the world, and you'll get the same message: One of the most exciting regions for investment is Latin America.

Alongside this economic revolution, we have witnessed and played a vital role to shape a political revolution just as powerful. Two years after we initiated Operation Just Cause, Panama has replaced the repression of the Noriega era with freedom and democracy. In El Salvador, after 12 years of civil war, our consistent efforts have brought peace. In Nicaragua, we succeeded in our goal of restoring peace and democracy through free elections. And throughout Central America, civilian presidents hold office, and the principle of consent of the governed is now firmly established. And in South America, Chile and Paraguay have rejoined the community of democracies.

This peaceful revolution throughout the Americas did not happen by accident. It is the work of a new generation of courageous and committed democratic leaders with whom we have worked closely in pursuit of common goals, those leaders supported by this dynamic private sector that is so beautifully represented here tonight.

The new spirit was demonstrated in June of last year, when the OAS General Assembly passed a resolution designed to strengthen the international response to threats to democracy. Consolidating this revolution will not be easy; we understand that. Millions of people in our hemisphere are still mired in poverty and political alienation. Recent events in Haiti, Venezuela, and Peru remind us that democracy is still fragile and faces continued dangers. In all our nations, powerful special interests cling to old ideas and privileges, promote protectionism. They resist expanded trade.

For the diehards, for Castro's totalitarian regime, for those in the hemisphere who would turn the clock back to military dictatorship, for the stubborn holdouts for economic isolation, I want to make one point clear: Hundreds of millions of Latin Americans share a faith in human freedom and opportunity. And I stand with them. And as long as I am President of this great country, the United States will devote its energies to the true and lasting liberation of the people of the Western Hemisphere.

Sharing the democratic spirit makes a difference on every issue we care about. Democracy's rebirth led Argentina and Brazil to join hands to halt the spread of nuclear arms. Democracy energized Brazil to slow deforestation of the Amazon Rain Forest. Democracy gave Argentina the will to stop the Condor ballistic missile program financed by Libya and Iraq. Colombia's democracy is leading the fight against the drug trade and working to restore its economic vitality. The restored democracy in Panama has passed tough new laws to combat money laundering, and it's working to renew its importance as an East-West trade corridor.

Make no mistake: political and economic freedom are linked; they are inseparable. And just as people have a God-given right to choose who will govern them, they also must be free to make their own economic choices. When we lift barriers to economic freedom within and among our countries, we unleash powerful forces of growth and creativity.

Before I leave office I want manufacturers in Cleveland to enjoy virtually the same access to markets in Monterrey as they now

have in Minneapolis. And with new technologies, creators of services in Denver may be able to tap markets in Santiago as readily as those in Chicago. I'll work to assure that Government protection and excessive regulation don't stand in their way. To do this, we'll have to overcome the stunted vision of some special interests. And I am determined that we can and will do exactly that.

I've made it a top priority to conclude a free trade agreement designed to remove all tariffs on trade between the United States, Canada, and Mexico. This agreement will build on our historic free trade agreement with Canada. The success of the agreement with Canada demonstrates how free trade can benefit all concerned.

We cannot achieve this breakthrough by equivocating between the status quo protectionists and the movement for freedom and change. Some suggest that we can hide in a cocoon of protection and pretend still to benefit from the fresh air of competition. Well, if there's ever an audience that understands this, you and I know that is simply wrong-headed. Our economic future must not depend on those who pay lip service to free trade but full service to powerful special interests. We cannot have it both ways.

In our own War for Independence, those who took this kind of stand were known as the "summer soldiers." And they wanted the glory of the revolution without showing the gumption to stand for freedom even in tough times. Our stand is clear; my stand is clear: Open trade is vital to this country, to the United States, and every bit as vital as domestic reforms to renew our system of education, health care, Government, and administration of justice.

A free trade area comprising the United States, Mexico, and Canada would be the largest market in the entire world: 360 million consumers in a \$6 trillion, \$6 trillion economy. Mexico—and I salute its President, it's business people here tonight—Mexico is among the fastest growing national markets for U.S. exports today. And over the last 3 years alone, American merchandise exports to Mexico have increased by two-thirds, two-thirds. Our exports of autos, auto parts, telecommunications equipment to Mexico have doubled. And while members of this audi-

ence may be aware of this, I doubt it is widely known in the United States that two-thirds of all imports into Mexico come from the United States.

It's not just the border States that profit from this growth. During my Presidency, 45 of our 50 States have increased their exports to Mexico. Our top 10 exporters to Mexico today include Michigan, Illinois, New York, Louisiana, Pennsylvania, Florida, and Ohio, as well as Texas, California, and Arizona, those border States.

Trade with Mexico already supports hundreds of thousands of U.S. jobs. And just as an example: Thousands of good jobs in Warren, Ohio, and Rochester, New York, depend on sister plants in Mexico to keep their products competitive. A North American free trade agreement would create thousands more. It would create competitive efficiencies and economies of scale that will help American companies compete in world markets.

Free trade with Canada and Mexico will make all of us winners in economic endeavor, but our relationship goes well beyond trade. We share borders that span the continent. We're linked by centuries-old ties of family and culture. I share a warm friendship with Prime Minister Brian Mulroney of Canada, whom I consult frequently. I count President Carlos Salinas also as a dear friend. And he and I have been promoting the "spirit of Houston" ever since our summit meeting just after both of us were elected in 1988. And both President Salinas and Prime Minister Mulroney are bold and imaginative leaders, and I am committed to working with them to forge enduring friendship among our countries, based on open trade, cooperation, and mutual respect.

Now, you may have heard some suggest that politics will dictate delaying the North American free trade agreement until after the election. Well, let me say this: These voices are not speaking for me. The time of opportunity is now. I have instructed our negotiators to accelerate their work. I believe we can conclude a sound, sensible deal before the election. I want to sign a good agreement as soon as it is ready. And there will be no delay because of American politics.

Now, to other friends here let me say this: The North American free trade agreement is only a beginning. Our Enterprise for the Americas Initiative already has made noteworthy progress to open markets, expand investment flows, reduce official debt, and strengthen the environment throughout the hemisphere.

The Enterprise for the Americas Initiative reflects a revolution in thinking. Through this initiative, the United States is not seeking to impose our ideas on our neighbors. Rather, our program is designed to empower them to succeed with free market economic reforms they've chosen on their own, ideas developed in Latin America for Latin Americans.

The courageous Latin American leaders who are reforming their economies and breaking down barriers to trade and investment need our support. And they are the true liberators of our era. True success will mean opening up statist systems formerly rigged to protect wealthy elites and closed to working people and the poor. Free market reforms will banish burdensome regulations that now prevent the urban poor from starting new businesses or *campesinos* from gaining access to credit and title to their land. Economic reform must also include honest government. Corruption is the enemy of both growth and democracy. New investment will flow only where the rule of law is secure, the courts are fair, and bidding processes are open to all.

To support reformers, to realize the hopeful new vision in Latin America, the United States Congress must meet its responsibility. I asked Congress to take long overdue action, to invest \$310 million in this fiscal year under the Enterprise for the Americas Initiative. With this, we could write off more than \$1 billion in the hemisphere's official debts and generate millions of dollars to preserve the environment. But regrettably, Congress has refused to approve any funds for this purpose. Congress apparently doesn't believe in return on investment, but I do. And our truckers and railroad people do. And our auto and electronics makers do, as do our environmental engineers and many, many more.

I have helped persuade our allies in Europe and Japan to contribute nearly two-thirds of a \$1.5 billion fund to help Latin American reformers. This fund, administered by the Inter-American Development Bank, would help people privatize old state enterprises at the grass roots, with job retraining and small business loans. But Congress has refused to vote a penny for the U.S. share. I will keep on fighting for these vital programs of the Enterprise for the Americas Initiative until Congress demonstrates the vision and fortitude to provide the support they deserve. And if we can invest in the transformation of Eastern Europe and the old Soviet Union, and we must do so, then we can and must invest in the efforts of our closest neighbors on their peaceful road to true liberation and prosperity.

The United States' economic destiny is linked to Latin America's. No army of protectionists can change that. When Latin America suffered its debt crisis of the early eighties, 1980's, we suffered through a corresponding drop in trade. We did. If you don't believe me, ask Caterpillar workers from Illinois or employees from Cessna in Kansas. Ask them if they suffered when our best customers in Latin America were in crisis.

With the rise of democracy and economic reform, U.S. exports to Latin America have surged by nearly one-third in just 2 years, from \$49 billion in 1989 to \$63 billion in 1991. This is a much faster rate of growth than for our exports to Asia or Europe. It points to the fact that a stable, prosperous Latin America is a natural market for United States goods and services. Strengthening our neighbors' economies will result in more exports and more good jobs for people in the United States.

When any of us speak with our friends outside the Western Hemisphere, we need to assure them as clearly as possible there is nothing exclusionary in our vision of open trade and economic integration in our hemisphere. Our aim is simply to lower barriers to economic freedom within and among the nations of the Western Hemisphere, not, I repeat, not to create any barriers between ourselves and the nations of Africa, Europe,

and Asia. All of our aims are consistent with the global policies of GATT. [†]

And I would just like to commend the superb leadership of Arthur Dunkel, GATT's Director General, who spoke to you earlier today. And I want to assure you I urgently want to open up global markets through success with the Uruguay round. We all have a stake, a big stake, in a successful conclusion of the Uruguay round of the GATT.

And if the equivocators and the protectionists and the pleaders for special interests want to debate this, bring them on. I will take the case for increased trade to the people in every corner of the United States of America. And I will make this abundantly clear: Free trade means more exports, more investment, more choices, more jobs for Americans. Our great country is the number one exporter in the world, over \$422 billion last year. Imagine that, \$422 billion. And we intend to pursue trade policies to keep that growth up now and in the future. And we will knock down barriers wherever we find them to open markets, for instance, for our computer software, movies, books, and pharmaceuticals. We will fight hard against protectionism both at home and abroad.

And five centuries ago, a man of courage and vision set sail from Europe searching for new trade routes and opportunities. And he defied the timid counsel of those who said the Earth was flat. Christopher Columbus' voyage to the Americas transformed human history. Columbus was an entrepreneur, and the risk he took 500 years ago continues to pay off abundantly today. And today, we still have to combat the flat-Earth mentality, the mind-set that urges us to barricade our borders against competition, to shut off the free exchange of food and machinery and skills and ideas.

But the future does not belong to the status quo. It is the legacy of people like yourselves, people with far-sighted vision and then a spirit of enterprise. The future awaiting the Americas is a time of rediscovery, a time for empowering the poor through new investment, trade, and growth, a time for cultural renewal. Our efforts and the efforts of millions of citizens of the Americas can achieve new gains for honest, democratic, limited Government. And together, we can

usher in a new order of peace, a new time of prosperity, both animated by personal freedom.

Thank you all very much for what you are doing to strengthen free trade in this hemisphere. And let me say again how grateful I am to David and the other leaders of this wonderful organization for vitalizing and getting that public sector involved in all of these decisions. It is an absolutely essential ingredient if we are going to succeed. And of course, it is mutually beneficial.

Now, I heard you were having broccoli for dinner, so I'm out of here. Many, many thanks. And may God bless all of you.

Note: The President spoke at 8 p.m. at the Sheraton-Washington Hotel. In his remarks, he referred to David Rockefeller, chairman of the Americas Society. A tape was not available for verification of the content of these remarks.

Nomination of Richard Goodwin Capen, Jr., To Be United States Ambassador to Spain
April 23, 1992

The President today announced his intention to nominate Richard Goodwin Capen, Jr., of Florida, to be Ambassador to Spain. He would succeed Joseph Zappala.

Currently Mr. Capen serves as a consultant for Knight-Ridder, Inc. Prior to this, he served as vice chairman and director for Knight-Ridder, Inc., in Miami, FL, 1989-91; as director of Knight-Ridder, Inc., 1987-91; and as chairman and publisher of the Miami Herald, 1983-89. From 1979 to 1982, Mr. Capen served as senior vice president for operations of Knight-Ridder, Inc.

Mr. Capen graduated from Columbia College (B.A., 1956). He was born July 16, 1934, in Hartford, CT. Mr. Capen served in the U.S. Navy, 1956-59. He is married, has three children, and resides in Miami, FL.

Proclamation 6423—National Farm Safety Week, 1992

April 24, 1992

By the President of the United States of America

A Proclamation

The United States is no longer a primarily agrarian society, but we Americans still rely on our farmers and ranchers as heavily as we did more than 200 years ago. By helping to feed and to clothe millions of workers and their families, members of the agricultural industry have enabled this country to achieve the world's highest standards of health and productivity. In today's expanding global economy, which is creating opportunities to market an ever-wider array of agricultural products and by-products, our farmers and ranchers have an increasingly important role to play in promoting our Nation's competitiveness and strength. Because we depend on these enterprising individuals for our daily sustenance and for so much more, it is fitting that we set aside a special week to promote their health and safety.

Thanks in large part to public awareness campaigns such as National Farm Safety Week, we have made notable progress in our efforts to protect the lives and health of America's agricultural workers. According to the National Safety Council, a private, non-profit organization that is dedicated to promoting public safety, the number of work-related deaths among agricultural workers has dropped over the past 10 years from an average of 54 per 100,000 to 42 per 100,000. The Council reports that nonoccupational accidents in rural areas have also decreased.

Despite such encouraging trends, however, far too many farmers and ranchers continue to suffer from injuries and illnesses that could be prevented. Improper and prolonged exposure to chemicals and environmental elements is having a harmful effect on the health of many agricultural workers and thus on their livelihood as well. Serious accidents are often the cruel price of carelessness and haste. The costs in human terms alone—

which are far greater than the billions of dollars in lost productivity and medical expenses—warrant a strengthened commitment to improved safety measures and to healthier life-styles.

The solutions are relatively simple and inexpensive, and they begin with the whole family. For example, farmers and ranchers can reduce their risk of developing dermatitis, lung disease, hearing loss, and other common occupational illnesses by wearing protective gloves, respirators, and ear plugs when the job calls for it. Empty pesticide containers should be disposed of safely, and leftover chemicals should be stored out of the reach of children. In addition to being given clear and consistent examples of prudence and caution—be it at work, on the road, or at play—youngsters should be taught the dangers of playing on or near farm machinery. Children should also be encouraged to recognize health hazards such as dust, noise, toxic fumes, and extreme exposure to the sun, and every member of every farm family should know what to do in the event of an emergency. Only when injury and illness prevention becomes a daily priority for all those who live and work on our Nation's farms and ranches can we reap a full harvest of better health and safety.

Now, Therefore, I, George Bush, President of the United States of America, by virtue of the authority vested in me by the Constitution and laws of the United States, do hereby proclaim the week of September 20 through September 26, 1992, as National Farm Safety Week. I urge all those who live and work on our Nation's farms and ranches to make health and safety an integral part of their daily activities. I call on organizations that serve agricultural workers and their families to sponsor or to support rural health and safety programs, and I encourage all Americans to observe this week with appropriate activities as an expression of our gratitude for the many contributions that men and women in agriculture make to our individual and collective well-being.

In Witness Whereof, I have hereunto set my hand this twenty-fourth day of April, in the year of our Lord nineteen hundred and ninety-two, and of the Independence of the

United States of America the two hundred and sixteenth.

George Bush

[Filed with the Office of the Federal Register, 2:04 p.m., April 24, 1992]

Note: This proclamation will be published in the Federal Register on April 28.

Remarks at the Presentation Ceremony for the National Crime Victims' Rights Awards
April 24, 1992

Please be seated, and welcome. Welcome to the Rose Garden on this beautiful Friday. We're here to commemorate National Crime Victims' Rights Week. I first salute the Attorney General, who is doing a superb job for our country in the whole area of law enforcement, Bill Barr, standing here. May I also single out Director Sessions, the head of the FBI, with us today. Bill, welcome, sir.

And to others, may I just say that the people seated in this garden are representatives of one of this country's strongest traits, compassion. And this compassion is the driving force behind the improvements that are balancing the scales of justice, strengthening the rights of the crime victims. For far too long, the agonizing experiences each victim must endure have been overlooked. The seldom-realized truth is that the crime is just the beginning of a process that will last months, if not years or lifetimes.

The award winners we honor today realize this fact. They've set out to improve, protect, and strengthen the rights of crime victims. As Attorney General Barr will explain shortly, each and every one of them is a hero worthy of saluting in this war on crime. But before the Attorney General begins the presentations, I would like to take this opportunity to reinforce our administration's commitment to the rights of crime victims. This administration, in particular the Department of Justice, has fought hard to make strides on behalf of the victims in the courtroom.

In 1991, we gained a landmark Supreme Court decision for crime victims in the case

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The Associated Press'

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April 24, 1992, Friday, AM cycle

SECTION: Political News

LENGTH: 666 words

HEADLINE: Bush, Clinton Offer Hispanic Group Different Economic Views

BYLINE: By TERENCE HUNT, AP White House Correspondent

KEYWORD: Bush- Clinton

BODY:

Offering starkly opposing views of the economy, President Bush and Democratic challenger Bill Clinton made long-distance appeals Friday for support of Hispanic Americans, a key voting bloc in the presidential race.

In rare back-to-back appearances, Clinton and Bush spoke via satellite hookups to the National Association of Hispanic Journalists, meeting in Albuquerque, N.M. Bush was at the White House; Clinton was in Columbus, Ohio.

"The economic news is a little better," Bush said. "And as that turns around, and I'm confident it will, I think we'll see this country coming together, I think we'll see a return to a little more optimism."

Clinton, however, charged that "the middle class is collapsing, literally reducing in numbers while more people work harder for lower wages. We're not moving in the right direction. We have lost our economic leadership."

The audience of 700 people listened politely to both candidates. There was some hissing and laughter when Bush said Hispanic families epitomize family values, noting that he has three Hispanic American grandchildren. He got the same reaction when he said he would continue to name conservatives to the federal bench.

Traditionally, Hispanic Americans split 2-1 for Democrats, though Republicans hope to make gains, particularly with the growing Hispanic American middle class. "I think the Hispanic community might well determine the outcome of this presidential election," Clinton said.

Clinton seized on Bush's references to family values. At a news conference afterward, he said the president is fond of promoting family values in campaign rhetoric but has done little to help struggling families.

"What I would like to point out is the president has an obligation to go beyond loving his own family and loving the idea of family and recognize what has happened to American families," Clinton said.

The Associated Press, April 24, 1992

He said families with an unemployed breadwinner have "agony at dinner every night - that's a violation of family values." Referring to the 38 million people without health insurance, he said "that does violence to family values."

Clinton's lone rival for the Democratic nomination, Jerry Brown, was invited to speak but never replied to the invitation, said Paula Maes, a convention organizer.

In his remarks, Bush portrayed himself as a statesman, saying that one of his top priorities was to "consolidate the peaceful revolution that's taken place in Latin America over the past decade. ... I am determined to keep working to promote and protect democracy in Latin America."

He pledged anew to fight for a free trade agreement with Mexico, and reiterated his belief that communist-ruled Cuba soon will be freed.

"I expect one day soon, after the inevitable fall of the Castro dictatorship, to be the first president of the United States to visit the free soil of Cuba," Bush said.

On the question of statehood for Puerto Rico, Bush said he supports statehood, but that the matter should be left to the people of Puerto Rico.

Clinton said, "let the people vote ... make their own decision and honor whatever decision they make."

In large measure, Bush and Clinton delivered elements of their standard stump speeches. The president ignored Clinton, but the Democrat repeatedly attacked Bush, particularly on the economy. He said the Reagan-Bush administrations had produced a massive redistribution of wealth to the richest 1 percent of Americans and an explosion of poverty and social problems.

Bush said he looks at every piece of legislation "to see that it does nothing but strengthen the American family. ... We must strengthen the family values."

Clinton said that in his administration, there "won't be just a Hispanic spot in the Cabinet or a black spot in the Cabinet or a female spot in the Cabinet," rather the Cabinet will be "deep and diverse," more so than any other president.

Bush pledged to be "dedicated in rededicating our administration to fair play for our Hispanic American citizens."

FORUM OF THE AMERICAS
SHERATON WASHINGTON HOTEL
WASHINGTON, D.C.
THURSDAY, APRIL 23, 1992
8:00 P.M.

THANK YOU DAVID, AND THANK YOU FOR YOUR VITAL WORK
IN RALLYING PRIVATE SECTOR AND CONGRESSIONAL SUPPORT
FOR THE NORTH AMERICAN FREE TRADE AGREEMENT AND THE
ENTERPRISE FOR THE AMERICAS INITIATIVE. YOUR PERSONAL
INVOLVEMENT HAS BEEN A MAJOR FACTOR IN THE SUCCESS
WE'VE ENJOYED SO FAR WITH BOTH INITIATIVES. I ALSO
WANT TO PAY MY RESPECTS TO GEORGE LANDAU, ANTONIO DEL
VALLE, AND TOM D'AQUINO. \\\

I CAN'T THINK OF A MORE IMPORTANT MOMENT THAN NOW TO CONVENE THIS FORUM ON THE AMERICAS. OVER THE LAST THREE YEARS, WE HAVE SEEN OUR WORLD TRANSFORMED: THE BERLIN WALL TORN DOWN AND GERMANY PEACEFULLY UNIFIED; THE PEOPLE OF EASTERN EUROPE AND THE SOVIET UNION LIBERATED FROM COMMUNISM; AND SOUTH AFRICA'S HISTORIC VOTE TO REJECT APARTHEID. WE HAVE SEEN ARAB NEIGHBORS NEGOTIATING FOR THE FIRST TIME FACE-TO-FACE WITH ISRAEL; AND A WORLDWIDE COALITION, UNDER THE BANNER OF THE UNITED NATIONS, STAND UP, AND TURN BACK, IRAQI AGGRESSION AGAINST KUWAIT. AND THERE'S BEEN A PROFOUND CHANGE WITH MEANING FOR EVERY MAN, WOMAN AND CHILD ON EARTH: WE'VE DRASTICALLY REDUCED THE THREAT OF NUCLEAR WAR. \\\

JUST TODAY, THE UNITED STATES TOOK STEPS TO FACILITATE TRADE IN HIGH TECHNOLOGY GOODS, AN INITIATIVE MADE POSSIBLE BY THE CHANGED STRATEGIC ENVIRONMENT AND THE PEACEFUL REBIRTH OF FREEDOM IN THE FORMERLY COMMUNIST LANDS. WE RELAXED TRADE RESTRICTIONS ON EXPORTS THAT SERVED US WELL DURING THE COLD WAR ERA -- BUT ARE NO LONGER NECESSARY IN OUR NEW WORLD. OUR ACTIONS TODAY WILL ELIMINATE REQUIREMENTS FOR THOUSANDS OF EXPORT LICENSES, INCLUDING MANY THAT AFFECTED COMPUTERS -- ONE OF OUR STRONGEST EXPORT EARNERS. TRADE COVERED BY TODAY'S DEREGULATION AMOUNTS TO ABOUT \$2.5 BILLION DOLLARS.

HERE IN OUR OWN HEMISPHERE, THE AMERICAS HAVE LAUNCHED AN ERA OF FAR-REACHING AND HOPEFUL CHANGE. WE HAVE MADE HISTORY. WE'RE WELL ON OUR WAY TO CREATING SOMETHING MANKIND HAS NEVER SEEN: A HEMISPHERE WHOLLY FREE AND DEMOCRATIC, WITH PROSPERITY FLOWING FROM OPEN TRADE.

FROM MEXICO CITY TO BUENOS AIRES, THAT VISION IS BECOMING A REALITY. FOR THE FIRST TIME IN MANY YEARS, MORE PRIVATE CAPITAL IS FLOWING INTO THE AMERICAS FOR NEW INVESTMENTS THAN IS FLOWING OUT. IN COUNTRY AFTER COUNTRY, THE HYPERINFLATION THAT DEVASTATED THE REGION'S ECONOMIES, PARTICULARLY ITS POOR, HAS BEEN HALTED. IN NEARLY EVERY NATION, REAL GROWTH HAS RETURNED. A GROWING NUMBER OF NATIONS ARE TAKING ADVANTAGE OF THE BRADY PLAN -- AN IMPORTANT INITIATIVE OF MY ADMINISTRATION DESIGNED TO REDUCE THE DEBT BURDEN OF OUR NEIGHBORS AND SET THE STAGE FOR THE RENEWAL OF GROWTH.

BARRIERS TO TRADE AND INVESTMENT ARE COMING DOWN. GO TO THE FINANCIAL CENTERS OF THE WORLD AND YOU WILL GET THE SAME MESSAGE: ONE OF THE MOST EXCITING REGIONS FOR INVESTMENT IS LATIN AMERICA.

ALONGSIDE THIS ECONOMIC REVOLUTION, WE HAVE WITNESSED AND PLAYED A VITAL ROLE TO SHAPE A POLITICAL REVOLUTION JUST AS POWERFUL. TWO YEARS AFTER WE INITIATED OPERATION JUST CAUSE, PANAMA HAS REPLACED THE REPRESSION OF THE NORIEGA ERA WITH FREEDOM AND DEMOCRACY. IN EL SALVADOR, AFTER 12 YEARS OF CIVIL WAR, OUR CONSISTENT EFFORTS HAVE BROUGHT PEACE. IN NICARAGUA, WE SUCCEEDED IN OUR GOAL OF RESTORING PEACE AND DEMOCRACY THROUGH FREE ELECTIONS. THROUGHOUT CENTRAL AMERICA, CIVILIAN PRESIDENTS HOLD OFFICE, AND THE PRINCIPLE OF CONSENT OF THE GOVERNED IS NOW FIRMLY ESTABLISHED. AND IN SOUTH AMERICA, CHILE AND PARAGUAY HAVE REJOINED THE COMMUNITY OF DEMOCRACIES.

THIS PEACEFUL REVOLUTION THROUGHOUT THE AMERICAS DID NOT HAPPEN BY ACCIDENT. IT IS THE WORK OF A NEW GENERATION OF COURAGEOUS AND COMMITTED DEMOCRATIC LEADERS WITH WHOM WE HAVE WORKED CLOSELY IN PURSUIT OF COMMON GOALS. THE NEW SPIRIT WAS DEMONSTRATED IN JUNE OF LAST YEAR, WHEN THE O.A.S. GENERAL ASSEMBLY PASSED A RESOLUTION DESIGNED TO STRENGTHEN THE INTERNATIONAL RESPONSE TO THREATS TO DEMOCRACY.

CONSOLIDATING THIS REVOLUTION WILL NOT BE EASY. MILLIONS OF PEOPLE IN OUR HEMISPHERE ARE STILL MIRED IN POVERTY AND POLITICAL ALIENATION. RECENT EVENTS IN HAITI, VENEZUELA, AND PERU REMIND US THAT DEMOCRACY IS STILL FRAGILE AND FACES CONTINUED DANGERS. IN ALL OUR NATIONS, POWERFUL SPECIAL INTERESTS CLING TO OLD IDEAS AND PRIVILEGES, PROMOTE PROTECTIONISM, AND RESIST EXPANDED TRADE.

FOR THE DIEHARDS -- FOR CASTRO'S TOTALITARIAN REGIME, FOR THOSE IN THE HEMISPHERE WHO WOULD TURN THE CLOCK BACK TO MILITARY DICTATORSHIP, FOR THE STUBBORN HOLDOUTS FOR ECONOMIC ISOLATION -- I WANT TO MAKE ONE POINT CLEAR: HUNDREDS OF MILLIONS OF LATIN AMERICANS SHARE A FAITH IN HUMAN FREEDOM AND OPPORTUNITY. AND I STAND WITH THEM. AS LONG AS I AM PRESIDENT, THE UNITED STATES WILL DEVOTE ITS ENERGIES TO THE TRUE AND LASTING LIBERATION OF THE PEOPLE OF THE WESTERN HEMISPHERE.



SHARING THE DEMOCRATIC SPIRIT MAKES A DIFFERENCE ON EVERY ISSUE WE CARE ABOUT: DEMOCRACY'S REBIRTH LED ARGENTINA AND BRAZIL TO JOIN HANDS TO HALT THE SPREAD OF NUCLEAR ARMS. DEMOCRACY ENERGIZED BRAZIL TO SLOW DEFORESTATION OF THE AMAZON RAINFOREST. DEMOCRACY GAVE ARGENTINA THE WILL TO STOP THE CONDOR BALLISTIC MISSILE PROGRAM FINANCED BY LIBYA AND IRAQ. COLOMBIA'S DEMOCRACY IS LEADING THE FIGHT AGAINST THE DRUG TRADE AND WORKING TO RESTORE ITS ECONOMIC VITALITY. THE RESTORED DEMOCRACY IN PANAMA HAS PASSED TOUGH NEW LAWS TO COMBAT MONEY LAUNDERING, AND IT'S WORKING TO RENEW ITS IMPORTANCE AS AN EAST-WEST TRADE CORRIDOR.

AND MAKE NO MISTAKE: POLITICAL AND ECONOMIC FREEDOM ARE INSEPARABLE. JUST AS PEOPLE HAVE A GOD-GIVEN RIGHT TO CHOOSE WHO WILL GOVERN THEM, THEY ALSO MUST BE FREE TO MAKE THEIR OWN ECONOMIC CHOICES. AND WHEN WE LIFT BARRIERS TO ECONOMIC FREEDOM WITHIN AND AMONG OUR COUNTRIES, WE UNLEASH POWERFUL FORCES OF GROWTH AND CREATIVITY.

BEFORE I LEAVE OFFICE I WANT MANUFACTURERS IN CLEVELAND TO ENJOY VIRTUALLY THE SAME ACCESS TO MARKETS IN MONTERREY AS THEY NOW HAVE IN MINNEAPOLIS. WITH NEW TECHNOLOGIES, CREATORS OF SERVICES IN DENVER MAY BE ABLE TO TAP MARKETS IN SANTIAGO AS READILY AS THOSE IN CHICAGO. AND I'LL WORK TO ASSURE THAT GOVERNMENT PROTECTION AND EXCESSIVE REGULATION DON'T STAND IN THEIR WAY. TO DO THIS, WE'LL HAVE TO OVERCOME THE STUNTED VISION OF THE SPECIAL INTERESTS. AND I AM DETERMINED THAT WE CAN AND WILL DO EXACTLY THAT. \\\

**I'VE MADE IT A TOP PRIORITY TO CONCLUDE A FREE
TRADE AGREEMENT DESIGNED TO REMOVE ALL TARIFFS ON TRADE
BETWEEN THE UNITED STATES, CANADA AND MEXICO. THIS
AGREEMENT WILL BUILD ON OUR HISTORIC FREE TRADE
AGREEMENT WITH CANADA. THE SUCCESS OF THE AGREEMENT
WITH CANADA DEMONSTRATES HOW FREE TRADE CAN BENEFIT ALL
CONCERNED.**

WE CAN'T ACHIEVE THIS BREAKTHROUGH BY EQUIVOCATING BETWEEN THE STATUS QUO PROTECTIONISTS AND THE MOVEMENT FOR FREEDOM AND CHANGE. SOME SUGGEST THAT WE CAN HIDE IN A COCOON OF PROTECTION AND PRETEND STILL TO BENEFIT FROM THE FRESH AIR OF COMPETITION. WELL, YOU AND I KNOW THAT IS SIMPLY WRONG-HEADED. OUR ECONOMIC FUTURE MUST NOT DEPEND ON THOSE WHO PAY LIP SERVICE TO FREE TRADE -- BUT FULL SERVICE TO POWERFUL SPECIAL INTERESTS. WE CAN'T HAVE IT BOTH WAYS. ~~IN~~ IN OUR OWN WAR FOR INDEPENDENCE THOSE WHO TOOK THIS KIND OF STAND WERE KNOWN AS THE "SUMMER SOLDIERS." THEY WANTED THE GLORY OF THE REVOLUTION WITHOUT SHOWING THE GUMPTION TO STAND FOR FREEDOM EVEN IN TOUGH TIMES. MY STAND IS CLEAR: OPEN TRADE IS VITAL TO THE UNITED STATES -- EVERY BIT AS VITAL AS DOMESTIC REFORMS TO RENEW OUR SYSTEMS OF EDUCATION, HEALTH CARE, GOVERNMENT AND ADMINISTRATION OF JUSTICE. \\\

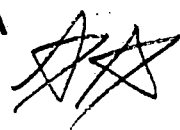
A FREE TRADE AREA COMPRISING THE UNITED STATES, MEXICO AND CANADA WOULD BE THE LARGEST MARKET IN THE WORLD -- 360 MILLION CONSUMERS IN A \$6 TRILLION ECONOMY. MEXICO IS AMONG THE FASTEST GROWING NATIONAL MARKETS FOR U.S. EXPORTS TODAY. OVER THE LAST THREE YEARS ALONE, AMERICAN MERCHANDISE EXPORTS TO MEXICO HAVE INCREASED BY TWO-THIRDS. OUR EXPORTS OF AUTOS, AUTO PARTS, AND TELECOMMUNICATIONS EQUIPMENT TO MEXICO HAVE DOUBLED. AND WHILE MEMBERS OF THIS AUDIENCE MAY BE AWARE OF THIS, I DOUBT IT IS WIDELY KNOWN IN THE UNITED STATES THAT TWO-THIRDS OF ALL IMPORTS INTO MEXICO COME FROM THE UNITED STATES.

IT'S NOT JUST THE BORDER STATES THAT PROFIT FROM THIS GROWTH. DURING MY PRESIDENCY, 45 OF OUR 50 STATES HAVE INCREASED THEIR EXPORTS TO MEXICO. OUR TOP 10 EXPORTERS TO MEXICO TODAY INCLUDE MICHIGAN, ILLINOIS, NEW YORK, LOUISIANA, PENNSYLVANIA, FLORIDA AND OHIO -- AS WELL AS TEXAS, CALIFORNIA AND ARIZONA.

TRADE WITH MEXICO ALREADY SUPPORTS HUNDREDS OF THOUSANDS OF U.S. JOBS. JUST AS AN EXAMPLE: THOUSANDS OF GOOD JOBS IN WARREN, OHIO AND ROCHESTER, NEW YORK DEPEND ON SISTER PLANTS IN MEXICO TO KEEP THEIR PRODUCTS COMPETITIVE. A NORTH AMERICAN FREE TRADE AGREEMENT WOULD CREATE THOUSANDS MORE. IT WOULD CREATE COMPETITIVE EFFICIENCIES AND ECONOMIES OF SCALE THAT WILL HELP AMERICAN COMPANIES COMPETE IN WORLD MARKETS.

FREE TRADE WITH CANADA AND MEXICO WILL MAKE ALL OF US WINNERS IN ECONOMIC ENDEAVOR -- BUT OUR RELATIONSHIP GOES WELL BEYOND TRADE. WE SHARE BORDERS THAT SPAN THE CONTINENT. WE'RE LINKED BY CENTURIES-OLD TIES OF FAMILY AND CULTURE. I SHARE A WARM FRIENDSHIP WITH PRIME MINISTER BRIAN MULRONEY, WHOM I CONSULT FREQUENTLY. I COUNT PRESIDENT CARLOS SALINAS ALSO AS A DEAR FRIEND -- HE AND I HAVE BEEN PROMOTING THE "SPIRIT OF HOUSTON" EVER SINCE OUR SUMMIT MEETING JUST AFTER BOTH OF US WERE ELECTED IN 1988. BOTH PRESIDENT SALINAS AND PRIME MINISTER MULRONEY ARE BOLD AND IMAGINATIVE LEADERS -- AND I AM COMMITTED TO WORKING WITH THEM TO FORGE ENDURING FRIENDSHIP AMONG OUR COUNTRIES, BASED ON OPEN TRADE, COOPERATION AND MUTUAL RESPECT.

NOW, YOU MAY HAVE HEARD SOME SUGGEST THAT POLITICS WILL DICTATE DELAYING THE NORTH AMERICAN FREE TRADE AGREEMENT UNTIL AFTER THE ELECTION. WELL, THOSE VOICES ARE NOT SPEAKING FOR ME. \ \ THE TIME OF OPPORTUNITY IS NOW. I'VE INSTRUCTED OUR NEGOTIATORS TO ACCELERATE THEIR WORK. I BELIEVE WE CAN CONCLUDE A SOUND, SENSIBLE DEAL BEFORE THE ELECTION -- AND I WANT TO SIGN A GOOD AGREEMENT AS SOON AS IT'S READY. \ \



THE NORTH AMERICAN FREE TRADE AGREEMENT IS ONLY A BEGINNING. OUR ENTERPRISE FOR THE AMERICAS INITIATIVE ALREADY HAS MADE NOTEWORTHY PROGRESS TO OPEN MARKETS, EXPAND INVESTMENT FLOWS, REDUCE OFFICIAL DEBT, AND STRENGTHEN THE ENVIRONMENT THROUGHOUT THE HEMISPHERE.

THE ENTERPRISE FOR THE AMERICAS INITIATIVE REFLECTS A REVOLUTION IN THINKING. THROUGH THIS INITIATIVE, THE UNITED STATES IS NOT SEEKING TO IMPOSE OUR IDEAS ON OUR NEIGHBORS. RATHER, OUR PROGRAM IS DESIGNED TO EMPOWER THEM TO SUCCEED WITH FREE MARKET ECONOMIC REFORMS THEY HAVE CHOSEN ON THEIR OWN -- IDEAS DEVELOPED IN LATIN AMERICA FOR LATIN AMERICANS.

THE COURAGEOUS LATIN AMERICAN LEADERS WHO ARE REFORMING THEIR ECONOMIES AND BREAKING DOWN BARRIERS TO TRADE AND INVESTMENT NEED OUR SUPPORT. THEY ARE THE TRUE LIBERATORS OF OUR ERA. TRUE SUCCESS WILL MEAN OPENING UP STATIST SYSTEMS FORMERLY RIGGED TO PROTECT WEALTHY ELITES AND CLOSED TO WORKING PEOPLE AND THE POOR. FREE MARKET REFORMS WILL BANISH BURDENSOME REGULATIONS THAT NOW PREVENT THE URBAN POOR FROM STARTING NEW BUSINESSES OR CAMPESINOS FROM GAINING ACCESS TO CREDIT AND TITLE TO THEIR LAND.

ECONOMIC REFORM MUST ALSO INCLUDE HONEST GOVERNMENT. CORRUPTION IS THE ENEMY OF BOTH GROWTH AND DEMOCRACY. NEW INVESTMENT WILL FLOW ONLY WHERE THE RULE OF LAW IS SECURE, THE COURTS ARE FAIR, AND BIDDING PROCESSES ARE OPEN TO ALL.

TO SUPPORT REFORMERS -- TO REALIZE THE HOPEFUL NEW VISION IN LATIN AMERICA -- THE UNITED STATES CONGRESS MUST MEET ITS RESPONSIBILITY. I ASKED CONGRESS TO TAKE LONG OVERDUE ACTION -- TO INVEST \$310 MILLION IN THIS FISCAL YEAR UNDER THE ENTERPRISE FOR THE AMERICAS INITIATIVE. WITH THIS, WE COULD WRITE OFF MORE THAN \$1 BILLION IN THE HEMISPHERE'S OFFICIAL DEBTS AND GENERATE MILLIONS OF DOLLARS TO PRESERVE THE ENVIRONMENT. BUT CONGRESS HAS REFUSED TO APPROVE ANY FUNDS FOR THIS PURPOSE. CONGRESS APPARENTLY DOESN'T BELIEVE IN "RETURN ON INVESTMENT" -- BUT I DO. AND OUR TRUCKERS AND RAILROAD PEOPLE DO. AND OUR AUTO AND ELECTRONICS MAKERS DO. AS DO OUR ENVIRONMENTAL ENGINEERS, AND MANY, MANY MORE.

I'VE HELPED PERSUADE OUR ALLIES IN EUROPE AND JAPAN TO CONTRIBUTE NEARLY TWO-THIRDS OF A \$1.5 BILLION FUND TO HELP LATIN AMERICAN REFORMERS. THIS FUND, ADMINISTERED BY THE INTER-AMERICAN DEVELOPMENT BANK, WOULD HELP PEOPLE PRIVATIZE OLD STATE ENTERPRISES AT THE GRASS ROOTS -- WITH JOB RETRAINING AND SMALL BUSINESS LOANS. BUT CONGRESS HAS REFUSED TO VOTE A PENNY FOR THE U.S. SHARE.

I'LL KEEP ON FIGHTING FOR THESE VITAL PROGRAMS OF THE ENTERPRISE FOR THE AMERICAS INITIATIVE UNTIL CONGRESS DEMONSTRATES THE VISION AND FORTITUDE TO PROVIDE THE SUPPORT THEY DESERVE. ~~IF~~ [★] WE CAN INVEST IN THE TRANSFORMATION OF EASTERN EUROPE AND THE OLD SOVIET UNION -- AND WE MUST DO SO -- THEN WE CAN AND WE MUST INVEST IN THE EFFORTS OF OUR CLOSEST NEIGHBORS ON THEIR PEACEFUL ROAD TO TRUE LIBERATION AND PROSPERITY.

THE UNITED STATES' ECONOMIC DESTINY IS LINKED TO LATIN AMERICA'S. NO ARMY OF PROTECTIONISTS CAN CHANGE THAT. WHEN LATIN AMERICA SUFFERED ITS DEBT CRISIS OF THE EARLY 1980S, WE SUFFERED THROUGH A CORRESPONDING DROP IN TRADE. IF YOU DON'T BELIEVE ME, ASK CATERPILLER WORKERS FROM ILLINOIS, OR EMPLOYEES FROM CESSNA IN KANSAS. ASK THEM IF THEY SUFFERED WHEN OUR BEST CUSTOMERS IN LATIN AMERICA WERE IN CRISIS.

WITH THE RISE OF DEMOCRACY AND ECONOMIC REFORM, U.S. EXPORTS TO LATIN AMERICA HAVE SURGED BY NEARLY ONE-THIRD IN JUST TWO YEARS -- FROM \$49 BILLION IN 1989 TO \$63 BILLION IN 1991. THIS IS A MUCH FASTER RATE OF GROWTH THAN FOR OUR EXPORTS TO ASIA OR EUROPE. IT POINTS TO THE FACT THAT A STABLE, PROSPEROUS LATIN AMERICA IS A NATURAL MARKET FOR UNITED STATES GOODS AND SERVICES. STRENGTHENING OUR NEIGHBORS' ECONOMIES WILL RESULT IN MORE EXPORTS AND MORE GOOD JOBS FOR PEOPLE IN THE UNITED STATES.

WHEN ANY OF US SPEAK WITH OUR FRIENDS OUTSIDE THE WESTERN HEMISPHERE, WE NEED TO ASSURE THEM AS CLEARLY AS POSSIBLE: THERE IS NOTHING EXCLUSIONARY IN OUR VISION OF OPEN TRADE AND ECONOMIC INTEGRATION IN OUR HEMISPHERE. OUR AIM IS SIMPLY TO LOWER BARRIERS TO ECONOMIC FREEDOM WITHIN AND AMONG THE NATIONS OF THE WESTERN HEMISPHERE -- NOT, I REPEAT, NOT -- TO CREATE ANY BARRIERS BETWEEN OURSELVES AND THE NATIONS OF AFRICA, EUROPE AND ASIA. ALL OF OUR AIMS ARE CONSISTENT WITH THE GLOBAL POLICIES OF GATT -- AND I WOULD JUST LIKE TO COMMEND THE SUPERB LEADERSHIP OF ARTHUR DUNKEL, GATT'S DIRECTOR GENERAL, WHO SPOKE TO YOU EARLIER TODAY. AND I WANT TO ASSURE YOU I URGENTLY WANT TO OPEN UP GLOBAL MARKETS THROUGH SUCCESS WITH THE URUGUAY ROUND.



IF THE EQUIVOCATORS AND THE PLEADERS FOR SPECIAL INTERESTS WANT TO DEBATE THIS, BRING THEM ON. \\ I WILL TAKE THE CASE FOR INCREASED TRADE TO THE PEOPLE IN EVERY CORNER OF THE UNITED STATES. AND I'LL MAKE THIS ABUNDANTLY CLEAR: FREE TRADE MEANS MORE EXPORTS, MORE INVESTMENT, MORE CHOICES, MORE JOBS FOR AMERICANS.  THIS GREAT COUNTRY IS THE NUMBER ONE EXPORTER IN THE WORLD -- OVER \$422 BILLION LAST YEAR -- AND WE INTEND TO PURSUE TRADE POLICIES TO KEEP THAT GROWTH UP NOW AND IN THE FUTURE. WE'LL KNOCK DOWN BARRIERS WHEREVER WE FIND THEM -- TO OPEN MARKETS, FOR INSTANCE, FOR OUR COMPUTER SOFTWARE, MOVIES, BOOKS AND PHARMACEUTICALS. WE WILL FIGHT HARD AGAINST PROTECTIONISM BOTH AT HOME AND ABROAD.

FIVE CENTURIES AGO, A MAN OF COURAGE AND VISION SET SAIL FROM EUROPE SEARCHING FOR NEW TRADE ROUTES AND OPPORTUNITIES. HE DEFIED THE TIMID COUNSEL OF THOSE WHO SAID THE EARTH WAS FLAT. CHRISTOPHER COLUMBUS'S VOYAGE TO THE AMERICAS TRANSFORMED HUMAN HISTORY. COLUMBUS WAS AN ENTREPRENEUR -- AND THE RISK HE TOOK 500 YEARS AGO CONTINUES TO PAY OFF ABUNDANTLY TODAY. \\\

TODAY, WE STILL HAVE TO COMBAT THE FLAT-EARTH MENTALITY -- THE MINDSET THAT URGES US TO BARRICADE OUR BORDERS AGAINST COMPETITION, TO SHUT OFF THE FREE EXCHANGE OF FOOD AND MACHINERY AND SKILLS AND IDEAS.

BUT THE FUTURE DOESN'T BELONG TO THE STATUS QUO.
IT IS THE LEGACY OF PEOPLE LIKE YOURSELVES -- PEOPLE
WITH FAR-SIGHTED VISION AND A SPIRIT OF ENTERPRISE.
THE FUTURE AWAITING THE AMERICAS IS A TIME OF
REDISCOVERY. A TIME FOR EMPOWERING THE POOR THROUGH
NEW INVESTMENT, TRADE AND GROWTH. A TIME FOR CULTURAL
RENEWAL. OUR EFFORTS -- AND THE EFFORTS OF MILLIONS OF
CITIZENS OF THE AMERICAS -- CAN ACHIEVE NEW GAINS FOR
HONEST, DEMOCRATIC, LIMITED GOVERNMENT. TOGETHER WE
CAN USHER IN A NEW ORDER OF PEACE -- A NEW TIME OF
PROSPERITY -- BOTH ANIMATED BY PERSONAL FREEDOM.

THANK YOU, AND MAY GOD BLESS ALL OF YOU.

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July 13, 1992

MEMORANDUM FOR JOE DUGGAN

FROM: MICHELE NIX 
SUBJECT: HISPANIC BUSINESS LEADERS

I talked to Public Liaison about the event. Shiree Sanchez is the project officer. She is out today, but her assistant, Jeannie, will be checking in with her later this afternoon. All Jeannie knows at this point is that there will be 250 invitees, Hispanic business leaders. They were ones mentioned in Hispanic Business Magazine.

OPL has not yet mapped out the scenario for the event -- all we know is that it's a Rose Garden event, starting at 9:30 a.m.

In the meantime, OPL is getting me a copy of the magazine article from the magazine. I've attached one of our most recent speeches to Hispanic audiences -- Cinco de Mayo by Hinchliffe/Gershowitz. One recent criticism the President's had re his speeches to this group is too much pandering. We need to watch that in this upcoming draft.

ton, DC, 1983-89; as staff director for the Republican staff of the Committee on Merchant Marine and Fisheries at the U.S. House of Representatives, 1981-83; and as a senior Republican professional staff member at the Committee on Public Works and Transportation for the U.S. House of Representatives, 1978-81.

Mr. Toohey graduated from the University of California at Berkeley, School of Forestry and Conservation (B.S., 1971). He was born February 1, 1949, in Helena, MT. Mr. Toohey served in the U.S. Army Corps of Engineers, 1971-75. He is married, has three children, and resides in Great Falls, VA.

Nomination of John C. Harper To Be Chairman of the Advisory Council on Historic Preservation

May 4, 1992

The President has announced his intention to appoint the Reverend John C. Harper to be Chairman of the Advisory Council on Historic Preservation. He would succeed John F. W. Rogers.

Since 1963, Dr. Harper has served as rector of St. John's Episcopal Church, Lafayette Square, Washington, DC. He currently serves on the Decatur House Council, previously served on the Woodrow Wilson House Council, and is an ex officio member of the National Trust for Historic Preservation. He has also been active in the ongoing restoration of St. John's Church and its parish house, Ashburton House, both of which are listed on the National Historic Register.

Born in Winthrop, MA, Dr. Harper graduated from Harvard University (A.B., 1946), Episcopal Theological School (B.D., 1953), George Washington University (D.D., 1966), and Nashotah House (D.C.L., 1983). He is married, has three children, and lives in Washington, DC.

Remarks at the Cinco de Mayo Ceremony

May 5, 1992

If I might be informal, Gus, thank you very much for the warm introduction and the warm welcome. And I just can't tell you how pleased I am to be in this beautiful place. There are many familiar faces out there, so many Members of both Chambers from Mexico. We salute you, and we welcome you all. I had a chance to greet the members a second ago. Members of the Mexican-American business community, we're very pleased to have you all here. I see Senator Gramm and Representatives Kolbe and Gilman and Tallon, all here to salute this show of force and show of friendship for the delegates from south of the Rio Grande.

The interparliamentary union, the Mexican-American interparliamentary relationship is a good one, and I can tell some of you older members of this delegation that I was a member of that interparliamentary action back in 1968 and 1969 and 1970. So I welcome you all once again.

I was pleased earlier to see Jose Niño and Raul Yzaguirre, two American leaders who do so much for strong relations between Mexico and the United States. And, of course, I want to take this opportunity to congratulate President Carlos Salinas for preserving this remarkable historical landmark and for creating the institute to strengthen the ties of friendship between our two nations.

Relations between the United States and Mexico are tremendously important to both our countries, and it's exciting to note, and I would note, and I'd say with some pride, that relations between Mexico and the United States have never been better than they are now. And I take great pride in that, as I say, but I commend especially Carlos Salinas for the role that he's played in strengthening this special friendship that benefits both our peoples. The Mexican President has done an awful lot to hold out his hand to us, to emphasize the importance to Mexico

de Mayo

Gus, thank you very much for the introduction and the fact that you can't tell you how beautiful this place is. Faces out there, so many faces. Chambers from the United States and we welcome you to meet the members of the Mexican-American community. We're very pleased to have Senator Gramm and Gilman and this show of force by the delegates from

union, the Mexican community relation. I can tell some of this delegation that this interparliamentary delegation in 1969 and 1970. So in.

see Jose Niño and Mexican leaders who relations between the United States. And, of course, the opportunity to continue with Salinas for pre-historical landmark route to strengthen between our two na-

United States and important to both sides. It's interesting to note, and with some pride, Mexico and the United States. A better than they are. Pride in that, especially Carlos Salinas, played in strengthening that benefits the Mexican President has put out his hand to importance to Mexico

of the U.S.-Mexican relationship. And he's done a wonderful job.

I want to thank all of you for letting me share this special day, a day made even more meaningful because 1992 marks 500 years of Hispanic heritage in this hemisphere. And this heritage is a wonderful, rich tapestry that our kids, Barbara, and I were lucky enough to first experience during our west Texas years. I remember our Cinco de Mayo festivities out there, exploring the ties between our countries: ties of family, friendship, and faith. So, my exposure to Cinco de Mayo started in the year 1949 out in west Texas, and it's been a part of us ever since.

The Bushes are very lucky to be able to keep that celebration alive. Our daughter-in-law, as some of you know, was from Mexico, now an American citizen, and we take great pride in that. Three of our grandchildren are Hispanic-American, and they bring the wonder of this dual heritage into our family. I have only one complaint with them. All four of them, my daughter-in-law and the three grandchildren, none of them has been able to teach their grandfather to speak Spanish. [Laughter] When things calm down a little, maybe I can make a little more headway.

I remember being so proud when Noelle, our granddaughter and her mariachi group sang at Barbara's First Ladies luncheon during our inauguration. I heard the mariachi group upstairs, and I'm kind of glad that there wasn't a comparison between Noelle's mariachi group and this group of wonderful musicians that enlivened the festivities here. But I was delighted to hear the music today.

We all know the facts of Cinco de Mayo, that long-ago May 5th when General Zaragoza and his outnumbered troops stood up to the empire of Napoleon III. Stirring facts, but what's most important is the spirit of that day, the spirit of those few poorly-armed men who turned the battle into a glorious symbol. Cinco de Mayo is a symbol of the struggle for self-determination against astounding odds, and it's the symbol of a brave people's unbeatable determination to fight for their own destiny. It's a day like the downing of the Berlin Wall, the vote against apartheid, the defeat of Iraq's aggression: events that transform our world and the way we see each other. It's also of course, a na-

tional holiday, a day of pride in Mexican culture, a day of pride in Mexican heritage.

The Los Angeles Unified School District sponsors an annual Cinco de Mayo essay contest, and I just want to share with you a couple of the quotes. A senior high school student wrote that this day, and here's the quote, "instilled within me pride and appreciation for the beauty of my people and the richness of my roots." And a middle school student wrote, "The real significance of Cinco de Mayo is the pride Mexicans everywhere have in their heritage."

And that's a glorious thing to celebrate. And when I think of the Hispanic community in our country, the first words to come to mind are faith, family, and freedom. These values have been interwoven into the strong, bright fabric of the Hispanic tradition for generations, and they're also the very values that this Nation was founded on.

Cinco de Mayo shows that we all have debts to our ancestors who took risks and made sacrifices for us, whether on the battlefield or out in the farm field. And we must honor these men and women who ached to pass on a richer life, a freer life, a better life, who sacrificed all they had in order to guarantee opportunity, freedom, and hope for their children and their children's children. One essay winner in this Los Angeles contest wrote, "Celebrating the deeds of our ancestors helps us keep in touch with our history and reminds us of past suffering and hardship that brought about the comfort we have today." Cinco de Mayo, it does not belong solely to another land; it's a celebration of ideals that know no border. And today we rejoice at the men and women who came to this country from across the world, brought their finest strengths, their rich culture, their proudest tradition and fit them into the vibrant mosaic that is America.

We must also look toward the future to prepare the legacy we will leave our children. I believe of all the gifts that we could give them, the three most important are jobs, family, and peace. And the America we will leave to our country will be a better land and a more just land if we make progress here on five key areas. I'm thinking of our health care system, our legal system, our education system, our system of Government,

and of course, we must expand world trade. These are the keys to thriving in the future.

And so much depends upon trade. Mexico and the United States share a great deal. President Salinas, as I say, is a dear friend. He also is a bold and imaginative leader, and the deep and enduring relationship we're forging between our countries is based on cooperation, mutual respect, and open trade. And I will fight to tear down economic barriers with Mexico.

I notice the portrait of Juarez watching us. And seeing him reminds me of that great fresco I saw upstairs, "The Liberators of the American Continent." For those who haven't seen it, it's a symbol of the friendship and union that we share. It shows the great leaders of our lands and a picture of North America and Latin America shaking hands. This idealized portrait shows what we're going to achieve in trade because I am absolutely committed—put the politics aside—I am absolutely committed to signing a sound North American free trade agreement just as soon as possible. The time of opportunity is now. I've told our negotiators to accelerate their work. I believe we can conclude a sound and sensible deal before this United States election, and I will sign it just as soon as it's ready.

A great lesson of our age is that trade and enterprise can build jobs and certainly can preserve freedom. NAFTA, the North American free trade agreement, will be the key to higher standards of living for the peoples of our continent. I hope it helps, and I'm sure it will, the standard of living in Mexico. I know it will do the same for the United States. And then I believe the benefits will flow south where it will open the door for other such free trade agreements. It will liberate our markets, and it will increase trade, investment, and jobs, yes jobs, in Mexico, in Canada, and right here in the United States of America.

I must say, as I look over here I have a little guilt complex because I see Bernie Aronson who is working so very hard and in such effectiveness to bring forth a trade agreement, and he's done a wonderful job in our relationship. Bernie, I should have mentioned you earlier, but I'm just delighted you're here.

But as you know and all of us, I think, know, a free trade market made up of these three nations, Mexico, Canada, and the United States, would be the stuff of dreams, one of the largest markets in the world, 500 million consumers in a \$6 trillion economy.

Now, Mexico is among the fastest-growing national markets for U.S. exports, and they've increased by two-thirds just over the past 3 years. And our exports of auto parts and telecommunications equipment have doubled. Imagine what will happen under a free trade agreement. It will create thousands more jobs on both sides of the border. And all of us will be winners. And in that spirit of vital cooperation, I know that we will grow together.

But all communities within the United States need to pause right now in the wake of tragic events in Los Angeles. We must rethink and reaffirm the bonds that knit all nationalities together. The violence brought much suffering to the Los Angeles Hispanic community. And I am certain that many of you, as did I, shared in their pain. And even as my heart, too, goes out to them, I found in the midst of the devastation, there were signs of promise, neighbor helping neighbor, regardless of race or cultural background.

Converging in Los Angeles were three fundamental issues of a civilized society: justice, order, and tolerance. And these must remain our goals as we mend the wounds of Los Angeles. From New York to San Antonio to San Jose, we must redouble our efforts to build on our strengths, the same strengths of character that are at the heart of the Hispanic community here in the United States and in Mexico as well.

My friends, I look forward to spending future Cinco de Mayo days with you. I loved the music, as I said. I can't wait to hear it again. And thank you very much, Gus, for including me in this wonderful day. And here's something my 8-year-old grandson, Jebby, did teach me: *Vaya con Dios*.

Thank you very, very much.

Note: The President spoke at 2:17 p.m. at the Mexican Cultural Institute. In his remarks, he referred to Ambassador Gustavo Petricoli of Mexico; Jose Niño, president of the U.S.-Hispanic Chamber of Commerce;

Hispanic BUSINESS[®]

FAX COVER LETTER

FOR THE ATTENTION OF: *Shiree Sanchez*
COMPANY OR ORGANIZATION: *The White House*
FAX NUMBER: *(202) 456-1647*
DATE: *7-20-92*
PAGES (Including this one): *3*
FROM: Rick Mendosa

MESSAGE: *This is the most definitive statement ~~of~~ on the Hispanic Business College Fund. Jesus would like to know what the President is going to say about it. We would hope that he would say that Hispanic Businessmen are taking the lead in creating a capital fund that will enable Hispanic young people to go to college for business & entrepreneurial studies.*

Rick
If you did not receive all of the pages sent, please call: 805-682-5843
Our fax number is: 805-687-4546.

360 South Hope Avenue, Santa Barbara, CA 91305

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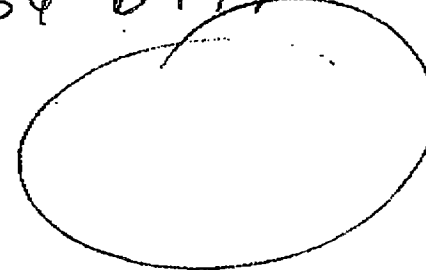
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Hispanic Business College Fund

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LOGO TO BE DESIGNED
BY BUFFALO



Purpose

The Hispanic Business College Fund proposes to serve as a financial assistance venue for deserving Hispanic individuals seeking a higher education in business, so that they can compete with their peers and with other ethnic groups. The Fund will also assist in developing a new educated Hispanic leadership, and unite and empower Hispanic business communities, for the good of all Hispanics.

Nationally, the Hispanic small business community is suffering from a shortage of educated, experienced professionals in the areas of management, law, finance/accounting, marketing, and sales—all desperately needed to serve fast growing markets. Now Hispanic CEOs can fill that void by reaching Hispanic individuals who seek a higher education in business. To accomplish these goals, the Fund must raise its first year's operating budget of \$300,000 by Fall 1992. This will finance an administrative office in Washington, D.C., employment of a professional fundraiser, and general operating expenses. Two 25-member board—a board of directors and a board of trustees—will be appointed by fourth quarter 1992.

History

In November 1990, *HISPANIC BUSINESS* magazine published a compelling letter to the editor from Andrew Ramon, a prospective law student, describing his disillusionment when he sought financial aid from chief executive officers profiled in the magazine. Several CEOs and other readers of the magazine who came across his letter were inspired to help create and donate to the new Hispanic Business College Fund. The first to respond was Frank Rivera, CEO of Advanced Data Concepts Inc. in Portland, Oregon. Mr. Rivera offered—also through a letter to the editor—to make a \$1,000 contribution to a Hispanic Business College Fund, if at least 10 of his fellow CEOs would make matching contributions. The Hispanic-owned law firm of Adorno & Zeder in Miami volunteered its services on a pro bono basis. Mr. Rivera and Jesus Chavarria, editor and publisher of *His-*

PANIC BUSINESS magazine, committed to contribute to and take a leading role in organizing the Fund. This was accomplished through a series of organizing meetings held in Miami in September 1991, Los Angeles in November 1991, San Antonio in February 1992, and Washington in May 1992. Subsequently, other prominent Hispanic CEOs contributed, Abel Holtz (Capital Bank), Javier Uribe (1-Day Paint & Body Centers), Teresa McBride (McBride & Associates), Arturo Torres (formerly CEO of Pizza Management Inc.), Lauro Garcia (Bancroft, Garcia & Lavell), Armando Chapelli (Washington Consulting Group), and Fred Ruiz (Ruiz Food Products).

Goals

Current goals of the Hispanic Business College Fund are to:

- Raise first year's operating budget to establish an administrative office and professional fundraiser..
- Establish a nationwide "Blue Ribbon Committee" of Hispanic educators to define a national scholarship strategy.
- Approach *Fortune* 1,000 companies and major foundations for contributions, with the understanding that 100 percent of their contributions will fund business scholarships.
- Establish a 25-member Board of Directors and a 25-member Board of Trustees by fourth quarter 1992.

Sponsors

Hispanic CEOs will be the Fund's main promoters. A 25-member Board of Directors will each contribute \$5,000 annually, and a 25-member Board of Trustees will each contribute \$2,500 annually. Funding will be solicited from CEOs on the annual *HISPANIC BUSINESS* 500 list through ad campaigns, fundraising dinners, and public relations efforts. Funds will also be sought from the *Fortune* 1,000 and from Congressional House Resolution 2801, the "Gold Coin Act." It is understood that part of the funds the Hispanic business community will go toward operations.

Clinton signed an English-only bill

NAFTA

talk out of 60 R riders of their own.

Bush has done so much to re-establish
rel. w/ Mexico.

TELEFAX COVER PAGE

OFFICE OF THE U.S. TRADE REPRESENTATIVE

**600 17TH STREET, NW
WASHINGTON, DC 20016**

July 22, 1992

Number of Pages Including Cover Sheet:

TO:

FAX NUMBER

Joe Dugan

456-6218

FROM:

**Erin McGuire Endean
Executive Assistant to the USTR**

PHONE/FAX:

(202) 395-6850 / (202) 395-3390

**Background material on NAFTA and hispanics for your use.
Commerce Department drafter (last page) may be able to help
further.**

FACSIMILE COVER SHEET

THE UNITED STATES TRADE REPRESENTATIVE

Public Affairs/Private Sector Liaison

Executive Office of the President
Washington, D.C. 20506

Date

Number of Pages Excluding Cover

Time Sent

TO: NAME: OFFICE: PHONE: FAX#:

E & Walters

456-6218

FROM: Ti Caudron

PHONE:

FAX#: (202)395-7226

CONTACT: If you have any problems call 395-3230

SUBJECT:

COMMENTS:

July 14, 1992

FACT SHEET**NORTH AMERICAN FREE TRADE AGREEMENT (NAFTA) NEGOTIATIONS****THE NAFTA NEGOTIATIONS**

- o The United States, Mexico and Canada began negotiations on a North American Free Trade (NAFTA) Agreement in June 1991. Linking the U.S. with our largest trading partner, Canada, and our third-largest partner, Mexico, into a single continental free-trade zone, the NAFTA will strengthen America's ability to compete more effectively in the world market. The goal of the NAFTA is to remove barriers to trade in goods, services and investment and to provide protection for intellectual property rights.
- o Substantial progress has been achieved in the year since negotiations began. Most issues have been resolved or are near resolution, with the understanding that, as in any agreement, nothing is agreed until everything is agreed. Although some very sensitive issues remain for our three nations, we believe that we can soon achieve an agreement that provides significant new economic opportunities for Americans.
- o The NAFTA will create one of the richest markets in the world, with over 350 million consumers and producers and over \$6 trillion in annual output.

THE POSITIVE ECONOMIC IMPACT OF A NAFTA

- o Mexico is the fastest growing U.S. export market. From 1985 to 1991, as Mexico reduced import barriers, our merchandise exports to Mexico grew twice as fast as exports to the world, from \$12.4 billion to \$33.3 billion. U.S. agricultural exports rose 173 percent to \$3 billion; consumer goods exports tripled to \$3.4 billion; and exports of capital goods increased from \$5 billion to \$11.3 billion.
- o Under a NAFTA, the U.S. can expect even greater export growth. Mexico still has higher trade barriers than the U.S.: its average duty is roughly 10%, compared to 4% in the United States. Significant Mexican nontariff barriers remain; therefore, we have much to gain from the elimination of these barriers.

- o The overwhelming consensus of the nearly two dozen economic analyses of the NAFTA is that a free trade agreement with Mexico will generate more jobs and higher wages for both the U.S. and Mexico. Some estimated the gain to the U.S. Gross Domestic Product at \$35 billion (1990 prices) by the year 2002.
- o The U.S. will benefit from Mexican growth: for each dollar Mexico spends on imports, an estimated 70 cents is spent on U.S. goods; for each dollar of GNP growth, an estimated 15 cents is spent on U.S. goods. Mexico's growth in spending means growth in jobs for the U.S.

JOBS FOR AMERICANS

- o More than 600,000 U.S. jobs were related to U.S. exports to Mexico in 1991. The Institute for International Economics has estimated that over several years the NAFTA will create a net increase of some 130,000 additional U.S. jobs.
- o Export-related jobs are better paying jobs for all Americans. Analyses of recent wage statistics have found that U.S. workers employed in export-related jobs earn 17% more than the average worker in the United States. Moreover, service jobs in the export sector were found to pay more on average than manufacturing jobs in the overall economy.
- o Between 1988 and 1991, U.S. merchandise exports have accounted for 70% of U.S. economic growth. The data for 1990 indicate that each \$1 billion in increased merchandise exports from the U.S. supported an estimated 19,100 jobs for U.S. workers.

LABOR AND INDUSTRY ADJUSTMENT

- o Worker dislocations in the United States should be minimal, since U.S. trade and investment barriers are already low.
- o For sensitive U.S. sectors, tariffs and other barriers will be phased out gradually over time. The NAFTA will allow safeguard mechanisms for temporary re-imposition of tariffs for industries impacted by import increases.
- o The Administration is firmly committed to providing adjustment assistance to U.S. workers who may become dislocated as a result of the Agreement. We are now consulting with Congress, organized labor, industry, and other interested parties on adjustment services for NAFTA-displaced workers. Whether provided through the improvement of an existing program or

through the creation of a new program, assistance will be timely, comprehensive and effective. Worker adjustment assistance will be taken up by the Congress during its consideration of the NAFTA implementing legislation.

LABOR COOPERATION

JOINT COMMITMENTS

- o The U.S. and Mexico are pursuing a bilateral cooperation program on labor issues. This program is well underway and addresses a broad spectrum of labor practices, standards and enforcement issues.
- o A five-year Memorandum of Understanding between the Secretaries of Labor of our two countries elaborates a broad program covering occupational health and safety standards, child labor, labor statistics, worker rights-labor management relations systems, quality and productivity, and workplace training.
- o Joint activities already conducted under the MOU which should enhance enforcement of Mexican labor laws include, for example, a tripartite conference on hazard abatement in the iron and steel industry, training in labor statistics and industrial hygiene, and technical assistance.

MEXICO'S COMMITMENT

- o Mexican labor law is comprehensive in its coverage of worker rights. The economic benefits of the NAFTA will provide Mexico with additional resources which could be used to improve the enforcement of its labor laws.
- o Mexico has recently taken a number of steps that demonstrate the commitment of the Salinas Administration to the enhancement and enforcement of worker rights. They include the targeting of high-hazard firms for programs on preventing accidents and work-related illnesses, the establishment of an industrial hygiene laboratory, a series of health and safety seminars aimed at maquiladora operators, and raising the level of compulsory education from the sixth to the ninth grade.

PROTECTING THE ENVIRONMENT

JOINT COMMITMENTS

- o The U.S. and Mexico are working cooperatively to enhance regional environmental protection and enforcement.
- o Related to our integrated plan to address environmental problems on the U.S.-Mexican border, Mexico has committed

\$460 million over three years for border environmental initiatives. The Administration is committing \$241 million in fiscal year 1993 alone to border projects.

THE U.S. COMMITMENT

- o The NAFTA will promote economic development in an environmentally sound manner. The NAFTA will go further than any other comprehensive trade agreement in addressing environmental concerns.
- o The NAFTA will ensure that the U.S. can maintain its high standards of environmental protection, and retain the right to ban imports that do not meet U.S. health or safety requirements.
- o The NAFTA will preserve U.S. rights and the rights of states to impose stringent pesticide, energy conservation, toxic waste, and health and safety standards.
- o The NAFTA will honor our commitments under international environmental treaties on endangered species and protection of the ozone layer.

MEXICO'S COMMITMENT

- o Based on U.S. law, Mexico's environmental law and standards are a solid foundation for tackling its environmental problems.
- o NAFTA will promote mechanisms that ensure all new investments can be held to the highest environmental standards.

TIMING OF CONGRESSIONAL CONSIDERATION

- o Timing of congressional consideration is governed by "fast-track" procedures, which Congress last year extended for agreements signed before June 1, 1993. Under those procedures:
 - Once agreement is reached by the U.S., Canadian, and Mexican negotiators, the U.S. private sector advisory committees prepare reports evaluating the agreement.
 - Once the reports are ready, the President may give formal notice to the Congress of his intent to enter into the agreement.
 - Ninety calendar days after giving notice, the President may sign the agreement.

-- The President may submit implementing legislation to Congress any time after signing the agreement, normally after working with Congress on the details of the legislation.

-- Once the legislation is submitted, it will be entitled to "fast track" treatment. Fast track treatment means that Congress will vote "yes" or "no" on the agreement (no amendments) and will do so within specified time periods amounting to no more than 90 session days of Congress. In practice, passage has taken considerably less time because Congress and the Administration have collaborated on the drafting of implementing legislation. The Administration seeks to continue this practice in the case of NAFTA.

o It is possible for the negotiations to be concluded and for the President to sign the NAFTA this year. However, given the Congressional calendar, it is not anticipated that Congressional consideration of implementing legislation will occur until next year.

#

KEY POINTS IN NAFTA NEGOTIATIONS TO DATE

June 10, 1990 President Bush and Mexican President Salinas issue a joint statement endorsing the idea of a comprehensive free trade agreement between the United States and Mexico, and direct their trade ministers to undertake consultations and preparatory work.

August 8, 1990 U.S. Trade Representative Carla A. Hills and Mexican Secretary of Commerce Jaime Serra Puche report back to the two Presidents, jointly recommending the initiation of formal negotiations.

August 21, 1991 President Salinas writes to President Bush proposing that the United States and Mexico negotiate a free trade agreement, a step required by U.S. law.

September 25, 1990 President Bush writes to the Chairmen of the House Ways and Means and Senate Finance Committees notifying the committees of free trade negotiations with Mexico, a step required by U.S. law. In his letter, the President also informs the Chairmen that Canada has expressed a desire to participate in the negotiations.

February 5, 1991 President Bush, President Salinas, and Canadian Prime Minister Brian Mulroney announce their intention to pursue a North American Free Trade Agreement, creating one of the world's largest liberalized markets.

February 5, 1991 President Bush writes to the Chairman of the House Ways and Means and Senate Finance Committees of his desire to enter into trilateral negotiations with Mexico and Canada for a North American Free Trade Agreement (NAFTA).

February 6 & 20, 1991 Senate Finance Committee holds public hearings on the proposed negotiations.

February 20-21, 1991 International Trade Subcommittee of the House Ways and Means Committee holds public hearings on the proposed negotiations.

February 27, 1991 Sixty-day legislative review period expires, during which time the Senate Finance Committee or House Ways and Means Committee could have voted to deny fast-track procedures to legislation implementing a free trade agreement with Mexico.

March 1, 1991 President Bush requests a two-year extension of fast-track procedures for legislation implementing trade agreements, a necessary step if the procedures are to be used for a NAFTA.

July 14, 1992

Presidents Bush and Salinas and their trade ministers, Hills and Serra, meet to discuss status of the NAFTA talks and announce the beginning of the final stage of negotiations.

7/13/92

December 14, 1991 Presidents Bush and Salinas meet at Camp David, agree on importance of NAFTA and need for broad, comprehensive agreement.

December 31, 1991 Negotiators complete composite bracketed texts.

January 6-10, 1992 Meetings at Georgetown University in Washington, D.C. to prepare composite texts.

January 16-17, 1992 Chief Negotiators meet to review negotiations in Washington, D.C.

February 2-3, 1992 Ambassador Carla A. Hills leads delegation of 26 private sector representatives and 11 Members of Congress to Mexico. Delegation meets with President Salinas, Secretary of Commerce Serra, and other key Mexican government and private sector officials.

February 9-10, 1992 Fourth Trilateral Ministerial Oversight meeting held in Chantilly, Virginia.

February 10-12, 1992 U.S. and Mexican officials, along with organized labor, hold hazardous industry conference focusing on iron and steel industry.

February 17-21, 1992 Plenary session in Dallas, Texas chaired by Chief Negotiators of the three countries.

February 25, 1992 President Bush receives NAFTA Environmental Review and Environmental Border Plan from USTR Carla A. Hills and EPA Administrator William K. Reilly in Los Angeles, California.

February 26, 1992 President Bush and USTR Hills discuss NAFTA progress with President Salinas and Minister Serra in San Antonio, Texas on the margins of the Drug Summit.

March 4-5, 1992 Plenary session in Washington, D.C. chaired by Chief Negotiators of the three countries.

March 23-27, 1992 Plenary session in Washington, D.C. chaired by Chief Negotiators of the three countries.

April 6-8, 1992 Fifth Trilateral Ministerial Oversight meeting held in Montreal Canada.

April 27-May 1, 1992 Plenary session in Mexico City, Mexico chaired by Chief Negotiators of the three countries.

May 13-15, 1992 Plenary session in Toronto, Canada chaired by Chief Negotiators of the three countries.

June 1-5, 1992 Plenary session in Crystal City, Virginia chaired by Chief Negotiators of the three countries.

June 17-19, 1992 Chief Negotiators meet to review negotiations in Washington, D.C.

June 29-July 3, 1992 Chief Negotiators meet to review negotiations in Washington, D.C.

July 7-10, 1992 Chief Negotiators meet to review negotiations in Washington, D.C.

THE WHITE HOUSE

Office of the Press Secretary
(San Diego, California)

7/14/92

For Immediate Release

BUSH-SALINAS SAN DIEGO MEETING
STATEMENT BY THE PRESIDENT

President Salinas and I had an extremely constructive discussion of the status of negotiations among our two countries and Canada to create a North American Free Trade Area (NAFTA). We reaffirmed our commitment to reaching a sound NAFTA agreement as soon as possible. Let me just say a word about the importance of this historic undertaking.

We live in a global economy. The fastest growing sector of the American economy today is our export sector -- and Mexico is the fastest growing market for U.S. exports in the world. U.S. merchandise exports to Mexico have increased 22 percent per year for each of the last 3 years -- twice as fast as U.S. exports worldwide.

Having added over 300,000 new jobs to our economy since 1986, we now have over 600,000 total U.S. jobs built on our exports to Mexico. California alone exported \$5.5 billion in goods and services to Mexico last year. Virtually every state has shared in that growth, not just states on the border. Michigan, Illinois, Ohio, New York, and Pennsylvania are among the top ten exporters to Mexico along with California, Texas, and Arizona.

By building together the largest free trading region in the world Mexico, the United States, and Canada are working to ensure that the future will bring increased prosperity, trade, and new jobs for the citizens of each of our countries.

Because our trade ministers and their teams have made impressive progress in recent weeks we agreed that our meeting today marks the beginning of the final stage of negotiations. In the spirit of this evening's All-Star Game, we are entering the top of the ninth inning of negotiations.

President Salinas and I have instructed our trade ministers to meet on July 25 to bring this final stage of negotiations to an early and successful conclusion. We have consulted with Canadian Prime Minister Mulroney and he has similarly instructed his trade minister.

We also agreed on the importance of pressing ahead with parallel efforts to assure that the NAFTA enhances environmental quality and that labor issues are addressed effectively.

OFFICE OF THE UNITED STATES
TRADE REPRESENTATIVE
EXECUTIVE OFFICE OF THE PRESIDENT
WASHINGTON
20506

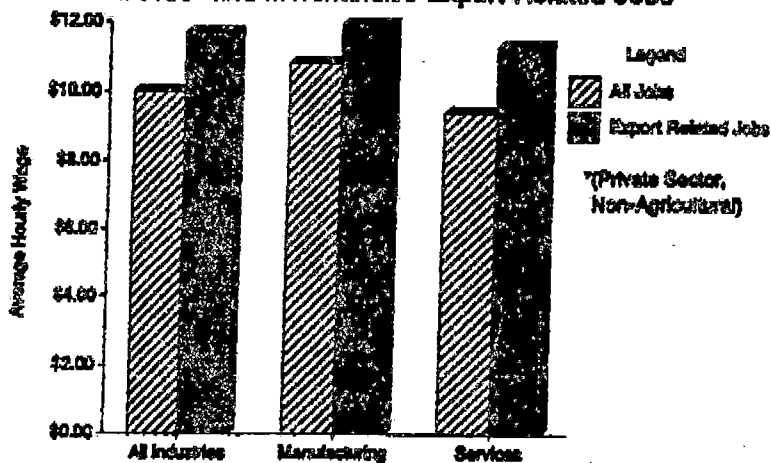
U.S. EXPORTS CREATE HIGH-WAGE EMPLOYMENT

Summary

Expansion of U.S. exports is likely to increase the overall average real wage of all American workers, according to an analysis completed by the U.S. Trade Representative. In a study of recent wage statistics, USTR's Office of the Chief Economist found that U.S. workers employed in export-related jobs earn 17% more than the average worker in the United States. Export-related wages are higher for manufactured and service jobs. Moreover, while service-related jobs generally pay less than manufacturing jobs, service jobs in the export sector were found to pay more on average than manufacturing jobs in the overall economy.

The policy implications are clear: exports are good for the United States and good for U.S. workers. Better paying U.S. jobs are created when foreign markets are open to exports of U.S. goods and services. Initiatives such as the North American Free Trade Agreement, the Uruguay Round of the GATT, and bilateral accords generate growth in exports and an increase in wages for American workers. Higher paying export jobs are threatened when protectionist measures close our borders and invite retaliation. The US must not shrink from international competition, at home or abroad.

U.S. Average Hourly Wages in 1990:
All Jobs* and Merchandise Export-Related Jobs*



- Export-related jobs pay more and are higher skilled than average jobs in the U.S. economy.

Exports are also important because:

- Since 1988, exports have accounted for 75% of U.S. growth.
- In 1991, the U.S. was the world's No. 1 exporter, with \$591 billion worth of goods and services exported. Analysts estimate at least \$610 billion in exports for 1992.
- Each \$1 billion in merchandise exports creates over 19,000 new jobs.

USTR's findings are consistent with those of a recent academic study (see below), which further found that, "...export-intensive industries in the United States also employ more skilled workers and do more research and development than import-intensive industries...."

Conclusions from USTR Study

There has been significant public discussion recently suggesting that U.S. real wages over the last 15 to 20 years have not been growing. Furthermore, critics claim, new job creation has been in low-skill, low-paying jobs. Some critics go on to argue that the United States should engage in protectionist policies designed to keep imports out and keep the "good jobs" at home.

On the basis of the data presented here, that policy prescription is certainly ill-founded. While many factors influence changes in real wages over time, this study shows that export-related industries generate jobs that pay significantly better, and therefore, one might assume, are more highly skilled, than the average job in the United States.

Therefore, continuing U.S. efforts to further open foreign markets and expand U.S. exports appear most likely to keep Americans at work with good wages. Coupled with the fact that each \$1 billion in merchandise exports generates more than 19,000 new jobs, according to the Department of Commerce, and that total trade (exports and imports) has almost doubled in the last 20 years as a percentage of GDP (11.2% in 1970 to 21.3% in 1990), the arguments for free markets and open trade become even more compelling.

Background Notes on USTR's Calculations

In April 1992, the U.S. Department of Commerce released a study entitled U.S. Jobs Supported by Merchandise Exports. This study estimated that 7.2 million full-time equivalent U.S. jobs were directly or indirectly supported by merchandise exports in 1990, up 42% (more than 2 million new jobs from 5.0 million base) since 1986. The study includes service-sector jobs indirectly supported by merchandise exports. However, it does not include jobs supported by U.S. exports of services (currently running at roughly 35 percent of the value of U.S. merchandise exports).

The Commerce Department study does not deal with the issue of wages for export-related workers. Still, its data base, in a relatively straightforward manner, can be paired with U.S. wage data to analyze wages for export-related jobs.

The Commerce Department study measures two types of export-related U.S. jobs, direct and indirect. Some export-related jobs are directly required to produce U.S. merchandise exports. Other export-related jobs are indirectly required upstream to produce

A NAFTA WOULD CREATE ONE OF THE WORLD'S LARGEST FREE TRADE AREAS

- o A North American Free Trade Agreement (NAFTA) would create an enormous market, encompassing some 360 million consumers and total output of more than \$6 trillion.
- o The progressive elimination of barriers to the flow of goods, services and investment, and strengthened protection of intellectual property rights would benefit a broad spectrum of businesses, workers, farmers and consumers.
- o The successful implementation of a NAFTA would be a catalyst for economic growth and development in the United States, Mexico and Canada through increased trade, investment and jobs.

THE IMPORTANCE OF NORTH AMERICAN TRADE

- o Canada and Mexico are America's first and third largest trading partners, respectively. In turn, the United States accounts for over two-thirds of their total trade. In 1990, three-way trade came to about \$237 billion.
- o Since 1980, U.S. exports to Mexico and Canada have doubled, rising from \$55.3 billion to \$111.4 billion. Our exports to our neighbor have grown substantially faster than those to the rest of the world.

REMOVAL OF BARRIERS WOULD CREATE NEW TRADE AND INVESTMENT OPPORTUNITIES

- o Since Mexico joined the General Agreement on Tariffs and Trade (GATT) in 1986 and started its unilateral policy of lowering trade barriers, U.S. exports have more than doubled, growing from \$12.4 billion to \$28.4 billion.
- U.S. agricultural exports to Mexico totalled \$2.5 billion in 1990, our third largest market.
- Consumer goods exports from the United States to Mexico have tripled since 1986, rising from \$1 billion to \$3 billion.
- U.S. exports of capital goods have grown from \$5 billion in 1986 to about \$9.5 billion last year.
- We can do better. Mexico has greater barriers to U.S. exports than we impose on Mexican shipments to the United States. For example:
 - Mexican tariffs average 10 percent, compared to the average tariff of 4 percent we impose on Mexican exports to us.

(Duggan/Walters/Nix)
July 27, 1992
Draft Five
HB

PRESIDENTIAL REMARKS: HISPANIC BUSINESS LEADERS
THE ROSE GARDEN
THE WHITE HOUSE
TUESDAY, JULY 28, 1992
9:30 A.M.

Secretary of Commerce Barbara Franklin, U.S. Trade
Representative Carla Hills, thank you. To all of you, welcome to
the White House. Jesus [Chavarria, editor and publisher of
Hispanic Business], thanks for your leadership in bringing
together so many dynamic women and men from Hispanic-owned
businesses. You enliven this country, you're keeping America
great -- each one of you. \\\

We're together today because we believe in the future -- and
we know how to get there. Our future depends on freedom.
Freedom works. Freedom is right. \\\

You're the heroes of our economy. You create jobs, you meet
a payroll. The only people with a tougher challenge might be the
coach of the Angolan basketball team . . . or that guy who shot
the arrow to light the Olympic torch.

You've come to Washington at a tough time: Too late for the
cherry blossoms, just in time for the humidity. And today, for
the next few minutes, If you don't mind, I'd like to add a little
heat. \ 'Cause I've got something on my mind. \

The economy is growing -- Hispanic-owned businesses are in
the vanguard of this growth, in the forefront of creating good
new jobs for Americans. We need to grow faster, and we know
what's holding us back. Let me sum it up in a single sentence:

Government is too big -- and it spends too much. \\

An old guard of tax-and-spend politicians has controlled Congress for most of the past 40 years. ((And believe me, this is not a broken record: \ It's the same old tune -- it's called the Middle Class Blues.)) \\ Already this year, I've given Congress a choice between economic growth and big government. Congress took sides with big government.

Here's what happened: In January, I proposed a common-sense, comprehensive plan to get this economy moving faster, right now. The plan includes tax incentives to encourage businesses to hire new workers and breaks for young families who want to buy a first home. Half a million jobs would have been created, if . . . if Congress had acted right away.

But they didn't. Instead, Congress passed a package of new government spending and new taxes. A package they knew I'd veto.

So I sent their plan back. I'm still waiting. . . almost 200 days later. This economic recovery plan is being held hostage, and the ransom note reads: "wait till after the election."

The party that controls the Congress is holding jobs and free enterprise hostage to their hopes that they can elect a tax-and-spend partisan of their very own to the White House. The other party talks about "class warfare" . . . about squeezing more from the so-called "rich." What they don't say is that more than half of those affected by their proposed hike in individual tax rates are family farmers . . . small business men and women

. . . people like yourselves. \ You're trying to create jobs. You need a pat on the back . . . not \$100 billion in new taxes and federal mandates on your shoulders. \\\

I understand you're going up to Capitol Hill later in the day. I'd ask you to take a message up there with you: Tell your members of Congress we need quicker growth now. Tell them to approve my growth initiatives -- without delay. \\\ Tell them to release this economy, \ approve my jobs program, and put America back to work . . . now. \\\

You and I are together today because we also share a vision for the long term: We want to build a solid foundation for America's future in the world economy. And one of the most exciting developments in our nation's history is coming now to fruition. I'm talking about the North American Free Trade Agreement. Our negotiators reported solid progress from the meetings in Mexico City last weekend. They'll meet again [date and place]. We're very close to completing an agreement that will mean more jobs / more growth / more opportunity for American workers.

Look at the numbers: During the recent, partial opening of the Mexican markets since 1986, U.S. exports to Mexico have almost tripled. More than 600,000 American workers now owe their jobs to trade with Mexico. We enjoy a robust trade surplus with Mexico -- \$2.1 billion last year, and it's estimated we'll achieve a surplus of more than \$8 billion this year. The new jobs created by trade with Mexico are to be found not only in the

border states, but all across the country. Our top ten states exporting to Mexico now include Michigan, Illinois, New York, Pennsylvania and Florida.

When the trade agreement goes to Congress -- not if, but when -- I'll need the utmost help from each and every one of you.

Please don't have any illusions this will be an easy fight. The leadership of Hispanic business men and women was crucial in winning our fast-track effort last year. This new round of the battle will make fast-track seem easy by comparison. Very frankly I'm worried about my opponent. He pays lip service to open trade -- but when it comes to a real decision, I'm worried he'll put his proxy in the pockets of the big unions, the ideological interest groups, and the protectionist faction in Congress. \\

We've consulted closely with Congress and with business leaders every step of the way in these negotiations. We made commitments to Congress last year, and we will meet each one of them. And when we wrap up the North American Free Trade Agreement, it will be a good deal for American consumers and businesses -- and especially American workers.\\

America faces a choice this year between starkly different philosophies. The other side doesn't trust the American people with their own earnings, with their own property, with their own plans and dreams for the future.

I'm going to stand up for something different. Something that's right for America. To me ideas like free trade are worth

fighting for -- because we're fighting for our children's future.

I know that's not politically popular in all places. Too many of us in national politics too often act like an old South Carolina Senator, Oliver Johnston. Johnston didn't like to cover anything controversial in his newsletter to his constituents. He told his aide, just put in a column about communism. The aide complied, writing a crackerjack column exposing the evils of communism and putting the good senator squarely on the side of America. Johnston read the draft and asked, "Son, how many communists do you think we have in South Carolina?"

The aide answered, "I suppose five or six."

Senator Johnston replied, "Just make sure they don't get this newsletter."

Well, I know that more than five or six people are going to stand against free trade. But I'm not going to back down. You know it's right, and I know it's right. Let's do what is right for America -- let's do what's right for the future.

I hope you'll agree with me.

Thanks again for all that Hispanic businessmen and women are doing to build a solid foundation for our future. May God bless all of you.

#

July 13, 1992

MEMORANDUM FOR JOE DUGGAN

FROM: MICHELE NIX

SUBJECT: HISPANIC BUSINESS LEADERS

I talked to Public Liaison about the event. Shiree Sanchez is the project officer. She is out today, but her assistant, Jeannie, will be checking in with her later this afternoon. All Jeannie knows at this point is that there will be 250 invitees, Hispanic business leaders. They were ones mentioned in Hispanic Business Magazine.

OPL has not yet mapped out the scenario for the event -- all we know is that it's a Rose Garden event, starting at 9:30 a.m.

In the meantime, OPL is getting me a copy of the magazine article from the magazine. I've attached one of our most recent speeches to Hispanic audiences -- Cinco de Mayo by Hinchliffe/Gershowitz. One recent criticism the President's had re his speeches to this group is too much pandering. We need to watch that in this upcoming draft.