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THE WHITE HOUSE

Office of the Press Secretary
(Findlay, Ohio)

For Immediate Release

August 27, 1992

REMARKS BY THE PRESIDENT
IN ADDRESS TO FINDLAY COMMUNITY

Findlay Machine and Tool, Inc.
Tall Timbers Industrial Park
Findlay, Ohio

5:15 P.M. EDT

THE PRESIDENT: Thank you very, very much. Thank you, Mike. If we had more congressmen like Mike Oxley and had Mike DeWine in the Senate, everybody wouldn't be yelling at me, "Clean House" everyplace I go. (Applause.)

And thanks to all of you, especially, for that warm welcome. I salute our Lieutenant Governor, Mike DeWine. Thanks to the Mayor -- Mayor Keith Romick. And let me also thank our hosts, Joe Kirk -- (applause) -- you better clap for Joe Kirk. (Laughter.)

Now, as well as the local celebrities providing the music -- band was fantastic -- that Findlay High School Band over there -- (applause) -- and I'm also pleased that two men with whom I served in Congress who no longer are there -- Del Latta is here, and Jack Betts, both outstanding members of the United States Congress. (Applause.)

And as Mike Oxley said, this is a return engagement. And it's great to be here in Findlay -- Flag City, U.S.A. I couldn't count every one of the 319 flags that I'm told you fly around here -- but let me assure Jim Woodward, every flag I did see looked great to me. (Applause.)

It is a time of great pride for our flag -- and for the freedoms that it represents. And, yes, the Cold War is over -- and freedom finished first. (Applause.) Now, the defining challenge of the 90's is to win the competition of the new global economy.

Our goal is simple, it is straightforward: In the 21st century, America must be not only a military superpower, but an economic superpower -- and particularly an export superpower.

In this election, you'll hear two versions of how to do this: My opponent's answer is to look inward -- to pretend we can protect what we already have. And ours is to look forward -- to open new markets, prepare our people to compete, restore the social fabric, to save and invest -- so that we can win for everybody in the United States of America. (Applause.)

You know, already -- already Findlay is rising to the challenge. When I was here four years ago, this spot where we're standing was a forest. And today, Tall Timbers is a testament to the transforming power of the international economy -- a living, working blueprint for how America can compete. And you are showing the rest of our country, you're showing the rest of America, that in the new global economy America can earn a gold medal. And that's exactly what we're doing right here in Findlay today. (Applause.)

What do the economists say about this new economy? Well, I realize that economists are not always the most-admired

MORE

AUG-27-1992 18:18 FROM FINDLAY OFFICE TO MAREIN 7.02
- 2 -
profession. My own economic advisers tell the story about a business leader who traveled to New York City for a conference.

And in the Grand Central Station, he was confronted by a bum in tattered clothes. And the bum said -- "Hey, can you give me ten bucks for a cup of coffee?" The businessman said -- "Ten bucks! That sounds a little steep." And the bum replied: "Haven't you heard? The dollar is weakening. The M1 money supply has been loosened too quickly, and that could set off an inflationary spiral -- driving up the cost of consumer goods."

The businessman looked at the guy and he said: "You're pretty smart. Why aren't you an economist?" And the bum glared back: "Buddy, I still have some pride." (Laughter and applause.) Someone will probably tell me that the shop next door is the American Economics Association. But nevertheless, I know that economists can be confusing sometimes. But when it comes to the value of foreign trade, they all agree. Foreign trade creates American jobs.

And right now, one out of every seven Ohio manufacturing jobs is tied to foreign trade. Whether it's toothpaste from Proctor and Gamble -- or the M1A2 tank built in Lima for sale to Saudi Arabia: exports equal paychecks for the people of Ohio.

That's why I want to talk today about a dangerous idea embraced by my opponent -- a new tax increase that he's taken to heart. And I'm not talking about the \$150-billion tax increase that he wants in new income taxes. And I'm not talking about the new payroll tax that he will need to pay for a government takeover of health care. Or the training tax he wants to chain to our economy. Or the carbon tax he wants to put on your cars.

I'm talking about a new idea -- a tax on foreign companies doing business in the United States. And some might say: What's wrong with that? At least the one tax that American workers won't have to pay. Well, you should care -- and here's why. You'll feel the effect up and down these loading docks -- starting with the seven companies right here in Tall Timbers. Because these companies may be foreign-owned -- but the jobs are American jobs. (Applause.) And I know that our economy is struggling right now, and a lot of people are hurting in this country. The economy's struggling to accelerate right now. And I don't want to see anyone take these jobs away from you, the American worker.

Look at this one -- look at FMT: an American-owned company, selling what it makes here in the U.S. But Joe here, Joe Kirk tells me FMT sells to a number of companies that are American-based but foreign-owned -- sells to those. And if my opponent had his way, and your customers get hit by his tax, when they start to cut back -- when they cancel orders -- you'll get hurt.

We need to do better by the American worker and we need a policy that creates jobs -- not a tax machine that spits out pink slips. (Applause.)

Now, here's what I have to offer. A coherent plan -- one that sees that in today's world -- foreign policy, domestic policy and economic policy are three sides of a single issue. A strategy that reaches out to the world in a way that makes a difference right here in Findlay -- in your neighborhoods, and in your lives.

We must build on the fundamentals of lower tax rates, limits on government spending, less red tape and regulation -- and more trade, more competition to generate the growth that means more opportunity, and thus more jobs. (Applause.)

MORE

- 3 -

It begins with an aggressive strategy to open new markets -- so that "Made in America" is understood in any language from Lima, Ohio to Lima, Peru and beyond.

Some will say that the American worker isn't up to it. And I say: Look, give our workers a level playing field -- and they will outperform any other worker in the world -- anyplace, anywhere, anytime. (Applause.) I learned this myself. Thank God I spent some time in the private sector -- half my adult life was in the private sector and half in public service. But I learned this part in a very personal way, 35 years ago when I started and headed a small drilling company, service company. And we sold -- a tiny company, but we sold our services in Japan, in Brunei, in the South Pacific. Sold them over in the Middle East. Sold them in Venezuela and Trinidad. And I learned something from all that. I learned you don't have to be a big company to export. I learned that our crews, our workers could compete, hold their own with workers, do better than workers anywhere in the rest of the world. And I learned that when we export, we really help the American economy. That is firsthand experience that a young businessman learned, and as President I feel even more strongly about it. We cannot go to protection and higher taxes; we must go to more exports and more competition. (Applause.)

And I also believe in a very simple philosophy -- the government is too big, and it spends too much of your money. (Applause.) So far, this gridlocked Congress has resisted many of my attempts to cut the budget deficit.

So last week I unveiled at Houston there a new idea. Why not give you -- the taxpayer -- the right to earmark up to 10 percent of your tax return, and have it go for one purpose alone: to reduce the budget deficit? (Applause.) And let's get the deficit down, and lift the burden of debt from the children's shoulders around here -- lift that burden of debt by getting the deficit down. (Applause.)

Once we have runaway spending under control, we need to cut taxes across the board -- to give businesses incentives to grow and create new jobs for America. I've been accused of being one of those who thinks every day is the Fourth of July -- well, that's a lot better than my opponent. He thinks every day is April 15th. (Applause.) That's going to be the big issue in this campaign. That's going to be the big issue. It's time to take the bullseye off the back of the American taxpayer.

And I have a small concern about small business -- a special concern about that. They create two-thirds of the new jobs in our economy -- small businesses. And I have a plan to give small businesses relief -- from taxation, regulation, and litigation. (Applause.)

You may have read the story -- and this is true -- about the fella up in New York, who threw himself in front of a subway train and then sued for damages. And he was awarded \$650,000! Doctors are afraid to practice medicine, some moms and dads won't even coach Little League.

And my opponent and the trial lawyers of America eye each other with "goo-goo eyes," like Boris and Natasha in those old Bullwinkle cartoons. And I want to stand up to the trial bar, and reform our legal system. As a nation, here it is -- we ought to sue each other less, and we ought to care for each other more. And we've got to do something about these lawsuits. (Applause.)

AUDIENCE: Four more years! Four more years!

THE PRESIDENT: Time and again, I have sent proposals up to that gridlocked Congress to do something to put some caps on these lawsuits. And time and again, the gridlocked Congress has said no

MORE

because they are in the pocket of the Trial Lawyers Association. Give me new members of Congress and let us change that for the American people. (Applause.)

And I have other priorities -- and they're your priorities. To control health care costs, without a backdoor government takeover. More job training, for workers caught in the transition of our economy. And I have a plan -- a good one -- to create new schools for a new century -- we call it America 2000. And with new ideas like using competition to make schools more accountable to you -- the taxpayers and the parents. Give the parents a choice as to whether to send this kid to private, public or religious school. (Applause.)

If you agree with these ideas, then I ask you a favor. Help me make this reform agenda a reality. Come November 3rd, send me a Congress I can work with and give the existing Democratic leadership a pink slip to get on home and go about their business. (Applause.)

Congress today has become a gridlocked Congress. The only institution that has not changed in 38 years. Presidents come and go, senators come and go. The Senate has changed control. The House of Representatives has not changed control in 38 years, and they spend their time debating incredibly issues like Vanna White and the Wheel of Fortune -- (laughter) -- while neglecting the business of the nation.

Now, next year, there are going to be an estimated 150 new members of Congress, at least -- and they're going to come to Washington -- and we then have a real opportunity to break the gridlock. And as you look at the various candidates, ask them the tough questions. Are you for free and fair trade? Are you against the kind of business tax that will cost American jobs? Do you want to get the deficit down, and the economy moving? And send me a Congress that will do what's right for America. I want to see the line-item veto. I want a balanced budget amendment for this Constitution. (Applause.) And don't you believe for one minute what the opponents say when they say we are a nation in decline, we are a nation not respected around the world.

I've been to many places around the world, and if one thing it is clear, it is we are the undisputed, respected leader, not just of the free world, but of other countries that are striving for the freedom and democracy we sometimes take for granted.

Since this is Flag City, let me close with a flag story. During the Gulf War, I received a letter from the Mayor of Stantonsburg, North Carolina. He told me about watching two little girls, about ten years old, walking across the school yard. And one day, they went across, he was watching, and they were pulling their mom's laundry on a wagon.

And as the girls passed the pole in front of the town hall, they looked up and saw the United States Flag flapping in the wind. And unaware that anyone was watching, these two little girls stopped, placed their hands over their hearts, and pledged allegiance to the flag. And one little girl said simply -- "It's important to do this, you know, because of the war and all."

Well, this election, like all elections, is about that little girl, and all the kids in Findlay, in Lima, and all the kids in America. And if we do what is right today, we can take advantage of the opportunity of our global victory. And we can build a land where they will be safe, and strong and secure, where they can climb the flagpole of opportunity -- and put their hands over their hearts with pride -- knowing that in their land, the sun is always just peeking out over the horizon.

I'm delighted to have been back in Findlay. Thank you once again for this warm welcome -- and may God bless the United States of America. Thank you very much. (Applause.)

END

5:34 P.M. EDT

McGroarty/Walters

August 26, 1992

12:30 p.m.

[findlay]

PRESIDENTIAL REMARKS: FINDLAY MACHINE AND TOOL
FINDLAY, OHIO
AUGUST 27, 1992
~~5:00 P.M.?? 5:10 PM.~~

REP. MIKE
OXLEY (R)
- who is home

Congressman

for that district

Thank you all for that warm welcome. [Acknowledgements.

Humor.]

It's great to be in Flag City U.S.A

What a world of change we've seen these past three and a half years -- a world made new by American strength and American principles.

Now, that the Cold War is over, the defining challenge of the 90's is to win the peace -- to win the competition of the new global economy. //

Our goal is simple and straightforward: In the 21st Century, America must be not only a military superpower, but an economic superpower -- an export superpower.

In this election, you'll hear two versions of how to do this: My opponent's answer is to look inward -- to pretend we can protect what we already have. Ours is to look forward -- open new markets, prepare our people to compete, restore the social fabric, to save and invest -- so that, when it comes to the global competition -- America will win. //

Already, Findlay is rising to the challenge. When I visited here four years ago, this spot where we're standing was a soybean field. / What's happened since then may be a loss for the soy-

Woods

sauce manufacturers -- but it's been a boon for Findlay and its families.

Tall Timbers is a testament to the transforming power of the international economy -- a living, working blueprint for how America can compete, and take the gold medal in the global economic Olympics. // There's a lot at stake for Ohio. Right now 1 in every 7 jobs -- 1 in 7 jobs from Findlay to [Freemont] - is tied to foreign trade. //

Whether it's toothpaste from Proctor and Gambles -- or the 465 M1A2 tanks built in Lima for sale to Saudia Arabia: exports equal paychecks for the people of Ohio.

That's why I want to talk today about a dangerous idea embraced by my opponent -- a new tax he's taken to heart.

No ... I'm not talking about the \$150 billion dollars my opponent wants in new taxes.

No ... I'm not talking about the new payroll tax he wants to carve out of your paychecks to pay for a government take-over of health care.

Or the worker re-training tax he wants to shake out of your wallets ... Or the carbon tax he wants to put on your cars.

I'm talking about a new idea he calls the "transaction tax" -- a tax on foreign countries doing business in the U.S.

Now, maybe you'll say: What's wrong with that -- at least this is one tax Bill Clinton won't make us pay for. //

Well, you should care -- and I'll tell you why. You'll feel the impact up and down [these loading docks] -- starting with seven

up and down [Factory floor]
this industrial park

P10
Chris
Depot
Ohio
General
Dynamics

Diane
Harris

companies right here in Tall Timbers. Because these companies may be foreign owned -- but the jobs are American jobs. Those jobs put a paycheck in your pocket / put the food on your table / put you on track for a better future. //

My opponent's "transaction tax" is really a chain reaction tax -- one that triggers an economic domino effect that ends by costing workers like you your jobs.

Look at Findlay -- even here: an American owned company, selling what it makes here in the U.S. But [John Kirk] tells me Findlay sells to a number of companies that are American-based but foreign-owned. If my opponent had his way, and your customers get hit by his tax, when they start to retrench -- when they cancel orders -- who gets hurt? That's easy -- you do. //

We need to do better by the American worker. We need a policy that creates jobs -- not a tax machine that spits out pink slips. Not a program that takes a shot at the foreign competition, and hits the American worker on the ricochet. //

We need what I've got: A coherent strategy -- one that sees that in today's world, foreign policy, domestic policy and economic policy are three sides of a single issue. A strategy that reaches out to the world in a way that makes a difference right here in Findlay -- in your neighborhoods, in your lives.

You're going to ask -- you ought to ask -- all right, what are we doing to get ready for the game? //

Fair question. Here's my answer: We must build on the fundamentals of lower tax rates, limits on government spending,

less red tape and regulation -- and more trade, more competition, to generate the growth that means more opportunity ... more jobs.

And I think that in the '90's, government can add to this growth program by building opportunity and hope for individuals, empowering families and communities. //

This afternoon, let me lay out the cornerstones -- let me tell you what it takes to play hard and win in this international economy:

It takes an aggressive strategy to open new markets the world over for American goods. I'm fighting for free and fair trade.... So that "Made in America" is understood in any language from Lima, [LIE-muh], Ohio to Lima, [LEE-muh] Peru. //

It takes a clear commitment to tax relief. You know, we Republicans have sometimes been accused of thinking every day is the Fourth of July -- well, that's a lot better than my opponent. He thinks every day is ^{the 15th of} April 15. It's time to take the target off the back of the American taxpayer. //

It takes an economic plan that knows the real engine of growth in this American economy -- small businesses. Small businesses like Findlay Machine / like [Tall Timbers Co.] and [xxxxxxxxxxxx]. Small business doesn't need more mandates, more red tape and higher taxes. Small business needs relief -- relief from taxation / from regulation / from litigation.

That's one reason why we've got to reform health care -- without And it's why we've got to start caring for each other more -- and suing each other less. //

PRUITT
(PRAWIT)

FMT

Tall Timbers Distribution

Playing to win in the world economy will take new initiatives -- new initiatives for job training like the ones I announced this past Monday: To help young people, a program I call Youth Training Corps -- to get inner city kids off the mean streets, and get them a second chance to build the skills they need to succeed. For older workers who've lost their jobs -- or worry that next pay envelope may contain a pink slip: we've developed a new concept called Skill Grants -- vouchers worth \$3,000 dollars to be used toward the training program of their choice.

It takes a clear recognition that the contest for the next century ^{will be won} is being fought out in the classroom ^{of} today. We've got to bring competition to -- give parents, not the government, power to choose their children's schools: public, private or religious. School choice will be a catalyst for change: Because American can't be a first-class economy with second class schools. //

It takes a gut-level commitment to less government spending. We've put 246 federal programs and more than 4000 projects on my hit-list for wasteful government spending.

To get our economy moving we've got to get the deficit under control. And here, I think the American people can help.

When I hear the editorialists and the liberal elite sneer at my idea to let people dedicate 10 percent of their taxes to the deficit -- then I know we're onto something. Because I don't think it's a joke to give the American people the power to pay down the deficit instead of giving Congress more money to burn.

I think it's a powerful message to the men and women America sends to Washington to represent not only us, but our children and grandchildren. //

But you can do more than send a message -- come November 3rd, you can send me a Congress I can work with. And if you say: Give me one good reason you'll get Congress to act --I'll give you 150. That's the number of new faces we'll see next year in the Congress. Now -- I'll be candid. I want every last one of them to be Republican. / But whatever party they come from -- even if they were first elected before you were born -- they'll come back with a new appreciation for what you want: a complete set of instructions from the American people that it's time for Congress to change. //

And when that new Congress comes to town -- I'll be ready. Ready to act ... ready to do the will of the American people. Ready to move on my aggressive agenda for economic growth -- an agenda that builds a more secure America, a stronger America -- at home and abroad. //

Thank you once again for this warm welcome -- for all your support -- and may God bless the United States of America.

#

America's superiority is unmatched -- .

teachers pet....

If you want to know who's going to change America -- look around you. Look around. It's going to be the guy who works an extra shift every week so his son can go to the school of his choice. It's going to be the small businesswoman who takes a risk on a new product. The computer hacker working in a lonely garage, the merit scholar from South Central L.A..

There's your answer. The people who are going to change America ... are people like you.

Right here in Tall Timbers, half the companies are foreign owned -- but the jobs are American.

(3127) (614)

Ohio Dept. of Development PIO - Cristie Bixler 466-2609
Int'l trade division David Harpley 466-5017

25.8 billion direct and 6.5 percent of state's economy

315,000 workers 1 in 7 jobs related to export

Names of companies, what they do, what they produce, do they export.

172 countries

1904 World's fair, ice cream cone, hot dog buns.

Joe Kovach: 419 424-7095 Econ Develop.
Lee Luff: 419 422-3313 Findlay Cl. Comm.

THE PLAIN DEALER, WEDNESDAY, AUGUST 26, 1992—

Bush to campaign in Findlay

By BOB FRANCE

FINDLAY

President Bush tomorrow will return to this Republican outpost for the second time in four years. This time he will land by helicopter in an industrial park, which local officials say epitomizes his economic message.

As in his 1988 campaign visit, Bush was expected to be welcomed by a sea of friendly faces. Findlay and surrounding Hancock County vote Republican by a more than 3-1 ratio: about 16,000 Republicans to about 5,000 Democrats.

Tony Iriti, the Findlay-area Bush-Quayle campaign chairman, said he'd heard local Democrats will march for Bill Clinton — "all 15 of them."

Bush campaign officials said the president would touch down tomorrow afternoon after visiting Cincinnati.

Bush was to stump in an industrial park known as Tall Timbers Center. City officials and planners were contacted by the president's staff three weeks ago "asking about our numbers," said John Kovach, executive director of the Community Development Foundation.

The numbers worked. Tall Timbers has helped Findlay create jobs while keeping the slow and orderly growth the city espouses.

Some 1,100 people were put to work in Tall Timbers' automobile-related industries over the last eight years. The 12 new plants sit on a 210-acre park, cut in a cornfield.

"Tall Timbers is the epitome of what (Bush) is trying to get across," said Iriti. "It's living proof of what you can do besides sit on your hands waiting for the government to do it for you."

Kovach said: "The city income tax has never gone up from 1%, while revenues from the local

economy have increased 6% to 7% a year. If the base expands, rates don't have to go up. It truly works. We rolled up our sleeves eight years ago and decided it was us who had to make things happen — not the federal or state government."

The city's development foundation sells seats on its board for \$5,000 a year to representatives of local industry, retail businesses, the medical community, auto dealerships, law offices and other interests, Kovach said.

Jim Woodward, a Findlay barber, met with his Flag City Committee Monday to discuss whether any of the 319 American flags it has installed over the last two years from city limit to city limit are worn out and need replacing.

"Whether (Bush) sees them or not, they're ready for him," Woodward said between haircuts yesterday.

Bob France is a freelance writer from Findlay.

Funder:

over to
[Prayer Keith Powell]

M. Le. Olay

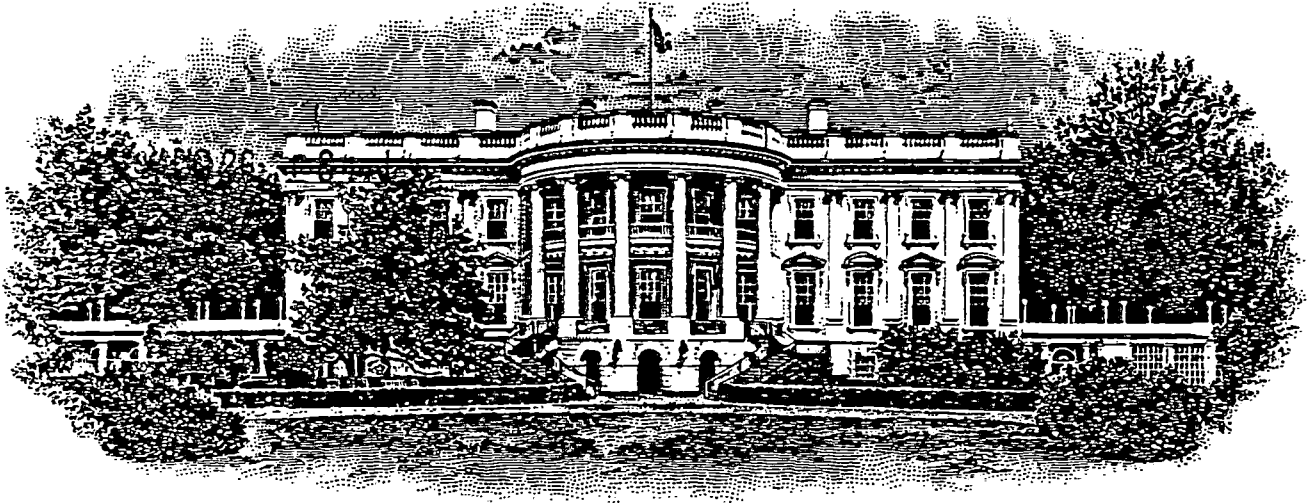
Yonkers to Rome

Gillmore

Regula

Hobson

(DeWine)



OFFICE OF PRESIDENTIAL SPEECHWRITING

FACSIMILE TRANSMITTAL SHEET

Number of Pages (Including Cover) 2

To BOB ZOELLICK

Fax Number 1121

Date AUG 26, 92

From DAN MCGROARTY

Office Number _____

COMMENTS

12 AUG 26 P6:14

THE WHITE HOUSE
WASHINGTON

August 26, 1992

12 AUG 26 P6:14

MEMORANDUM FOR ROBERT ZOELICK

FROM: DAN MCGROARTY *DMG*
SUBJECT: FINDLAY MACHINE AND TOOL

I spoke to Dave Morrissey over at USTR. He assures me that Findlay Machine and Tool is not covered by a voluntary restraint agreement. (FYI: The company is not a member of the Association of Manufacturing Technology, most of whom do benefit from the machine tool VRA.)

McGroarty/Walters ^{160200man?}
August 26, 1992
4:00 p.m.
[findlay]

PRESIDENTIAL REMARKS: FINDLAY MACHINE AND TOOL
FINDLAY, OHIO
AUGUST 27, 1992
5:10 P.M.

Thank you [Gov. Voinovich] for those kind words -- and thanks, all of you, for that warm welcome. Mr. Mayor [Kieth Romick]. Home-town Representative Mike Oxley -- and his colleagues Paul Gillmore, Ralph Regula and Dave Hobson.

It's great to be here in Findlay -- Flag City, U.S.A. Couldn't count every one of the 319 flags I'm told you've got flying -- but let me assure Jim Woodward , every flag I did see looked great to me. //

I know Findlay takes its patriotism seriously. I heard that a few years back, some rascals came into town with the idea of making a show by burning the flag. Well, they came to the wrong town. Actually, they were lucky -- they got arrested. //

It's a time of great pride for our flag -- and for the values Now that the Cold War is over, the defining challenge of the 90's is to win the peace -- to win the competition of the new global economy. //

Our goal is simple and straightforward: In the 21st Century, America must be not only a military superpower, but an economic superpower -- an export superpower.

In this election, you'll hear two versions of how to do this: My opponent's answer is to look inward -- to pretend we can protect what we already have. Ours is to look forward --

open new markets, prepare our people to compete, restore the social fabric, to save and invest -- so that, when it comes to the global competition -- America will win. //

Already, Findlay is rising to the challenge. When I visited here four years ago, this spot where we're standing was a forest. Today, Tall Timbers is a testament to the transforming power of the international economy -- a living, working blueprint for how America can compete, and take the gold medal in the global economic Olympics. // There's a lot at stake for Ohio. Right now 1 in every 7 jobs -- 1 in 7 jobs from Findlay to [Freemont] - - is tied to foreign trade. //

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We must build on the fundamentals of lower tax rates, limits on government spending, less red tape and regulation -- and more trade, more competition, to generate the growth that means more opportunity ... more jobs.

And I think that in the 90's, government can add to this growth program by building opportunity and hope for individuals, empowering families and communities. This afternoon, let me lay out the cornerstones -- let me tell you what it takes to play hard and win in this international economy:

It begins with an aggressive strategy to open new markets the world over for American goods. I'm fighting for free and fair trade.... So that "Made in America" is understood in any language from Lima, [LIE-muh], Ohio to Lima, [LEE-muh] Peru. //

Then we have to understand, that if we're going to promote long-term growth in this country, we have to discipline federal spending and drive down the federal deficit. //

Did you know the federal government is using your money -- to find out whether it's true that elephants really never forget? If that bothers you, I'm sure you'll be crazy about the study you're funding into the mating habits of minks.

These are little things -- but they're part of a larger syndrome. I've put forward a specific plan to do away with over 4000 wasteful federal projects -- to freeze discretionary spending -- and get a handle on mandatory federal programs. So far, Congress has resisted my efforts to cut the budget, so I have a new idea. / Why not give you -- the taxpayer -- the

right to earmark up to 10 percent of your tax return, and have it go for one purpose alone: to reduce the budget deficit?

Economists and editorial writers call the idea a gimmick -- but the American people seem to think it makes sense. When it comes to spending your money, Congress seems to take the philosophy of that Doritos ad -- crunch all you want, we take more. I say if Congress can't control its appetite for your money, let's just take the bag away. //

Once we have runaway spending under control, we need to cut taxes -- give businesses incentives to grow. //

That takes a clear commitment to tax relief. You know, we Republicans have sometimes been accused of thinking every day is the Fourth of July -- well, that's a lot better than my opponent. He thinks every day is April 15. It's time to take the target off the back of the American taxpayer. //

Tuesday, I was in Western Michigan, talking to a group of small business leaders. I talked to a guy who runs an asphalt paving company. He said, "Mr. President, government regulations are killing us." He made the point that when a regulation doesn't make sense, it's the worker who pays -- with his job.

I propose a freeze on all new federal regulation -- to give businesses like yours a chance to breathe.

And I'm going to push for our plan to reform health care -- without a backdoor government take-over of health care. And I'm going to keep working to put an end to the sky's-the-limit lawsuits that strain our economy and sap our patience. It's time

we started caring for each other more -- and suing each other less. //

These are some of the reforms we must make to create a climate in which our businesses can grow -- and create jobs. But the jobs of the future require workers with better skills and with a lifetime commitment to learning and training.

This week, I unveiled a new plan to train American workers now caught in industries that are going through transition. The old philosophy was for government to spend a lot of money on training centers -- which meant government bureaucrats were guaranteed employment, but not anyone else. My new plan is to provide \$3000 vouchers to workers in certain industries -- vouchers they could use to go out and buy training for themselves. //

Improving our schools also requires a willingness to do things differently. It starts with a clear recognition that America can't be a first-class economy with second class schools. I have a program -- America 2000 -- that will bring a revolution in American education. We've got to bring competition to education -- give parents, not the government, power to choose their children's schools: public, private or religious. //

Today, let me enlist you -- let me tell you what you can do to help me make this reform agenda a reality. / Come November 3rd, you can send me a Congress I can work with.

And if you say: Give me one good reason you'll get Congress to act --I'll give you 150. That's the number of new faces we'll

see next year in the Congress. Now -- I'll be candid. I want every last one of them to be Republican. / But whatever party they come from -- even if they were first elected before you were born -- they'll come back with a new appreciation for what you want: a complete set of instructions from the American people that it's time for Congress to change. //

And when that new Congress comes to town -- I'll be ready. Ready to act ... ready to do the will of the American people. Ready to move on my aggressive agenda for economic growth -- an agenda that builds a more secure America, a stronger America -- at home and abroad. //

Thank you once again for this warm welcome -- for all your support -- and may God bless the United States of America.

#

THE WHITE HOUSE

WASHINGTON

August 26, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: STEVE PROVOST

FROM: DAN MCGROARTY

SUBJECT: FINDLAY MACHINE AND TOOL REMARKS

Tomorrow, at approximately 5:00 p.m. you will deliver remarks (15 mins./teleprompted) to a crowd of 1,500 employees at Findlay Machine and Tool in Findlay, Ohio.

Your remarks ~~follow a rally format~~, playing off of the themes of your acceptance speech and stressing the importance of economic preparedness for global competition.

*They also
highlighted
The Clinton tax
agenda - ~~specific~~
focusing on
his "transaction
tax" on
foreign investment.*

Woodward gag.

THE WHITE HOUSE

WASHINGTON

August 26, 1992

MEMORANDUM FOR THE PRESIDENT

THROUGH: STEVE PROVOST

FROM: DAN MCGROARTY

SUBJECT: RALLY AT FINDLAY MACHINE AND TOOL *Remarks*

Tomorrow, at approximately ~~10:00 a.m.~~ *5:00 pm.* you will deliver remarks (15 mins./teleprompted) to a crowd of 1,500 employees at Findlay Machine and Tool in Findlay, Ohio.

Your remarks follow a rally format, playing off of the themes of your acceptance speech and stressing the importance of economic preparedness for global competition.

August 26, 1992

MEMORANDUM FOR DAN M.

FROM: JAG

SUBJECT: FINDLAY COLOR

- 1) Up at the top: "It's great to be in Flag City U.S.A. Findlay takes its patriotism seriously. I heard that a few years back, some rascals came into town, they wanted to make a show out of burning the flag. Well....they came to the wrong town. They were lucky they got arrested."
- 2) His taxes would give you a Findlay "Down and Out by the Oil Mill Stream."
- 3) "Some the members of Congress should come and visit Findlay. Then again....maybe they already have. I'm told you have one of the biggest Halloween parades in Ohio."
- 4) (University of Findlay has a mascot that's a little oil rig): "I've met a few oil rigs in my day -- but I've never seen one that can do the wave."
- 5) "The only thing slick in Findlay are the University of Findlay Oilers."
- 6) "I wish I was going to stay a little longer -- do some wall-eye fishing up at Erie."
- 6) Wilson's hamburgers -- everyone knows it.

Thanker,
Jann

August 26, 1992

MEMORANDUM FOR DAN M.

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- 6) "I wish I was going to stay a little longer -- do some wall-eye fishing up at Erie."
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August 26, 1992

MEMORANDUM FOR DAN MC GROARTY

FROM: ED WALTERS

SUBJECT: FINDLAY, OHIO

Tall Timbers is an industrial park in the woods on the northeast side of Findlay, Ohio. The 13 businesses are not connected; they are separated by -- you guessed it -- tall timbers. All of these companies are located next to each other in a forest. Most of the companies are warehouses about the square footage of one floor of the OEGB.

Fire marshalls dictate maximum attendance at 1,500, but I think Advance is going to try to squeeze in 2,000. Four hundred employees of FMT and a sister company will be there, as well as about 50 employees per company from the other companies. Also B/Q friendlies from Findlay will be there.

Instead of crates, we will go with the familiar "employees-as-backdrop" with the cleaning machines flanking either side of the platform. There will also be a banner saying, "Findlay, Ohio: Creating Jobs and Economic Growth for the Future."

EXECUTIVE OFFICE OF THE PRESIDENT

25-Aug-1992 05:40pm

TO: Andrew Ferguson
FROM: Edward J. Walters
Office of Communications

SUBJECT: OHIO

In Ohio, exports are up ___ percent over the last three years -- 28.5 billion worth of goods shipped to 172 countries.

I'm not sure Ohio has recent enough figures to fill in the first blank, but if they do, I'm going to find it.

Also, in the Missouri speech using the line above, you say they export to every continent. Must be a tough trek to Antarctica.

EXECUTIVE OFFICE OF THE PRESIDENT

25-Aug-1992 05:29pm

TO: Andrew Ferguson
FROM: Edward J. Walters
Office of Communications
SUBJECT: Findlay, OH

This just in . . .

Once again, you are prescient. Findlay Machine and Tool does not export (although they assure me that they have sold to Japanese and German companies in the U.S.). Some of their bigger customers are Caterpillar machinery, GM, and Briggs and Stratton.

They boast a new kind of machine-cleaning equipment that is environmentally friendly. Two of their machine cleaners will flank the stage area, as will two 30-ft. flags and a banner. Expected audience is 1,500.

EXECUTIVE OFFICE OF THE PRESIDENT

25-Aug-1992 03:29pm

TO: Andrew Ferguson
FROM: Edward J. Walters
Office of Communications

SUBJECT: OHIO trade numbers

25.8 billion dollars tied to exports (direct and indirect),
representing 6.5 percent of the state's economy.

315,000 workers in jobs tied to exports (1 in 7 jobs in the
state).

EXECUTIVE OFFICE OF THE PRESIDENT

25-Aug-1992 05:30pm

TO: Andrew Ferguson
FROM: Edward J. Walters
Office of Communications

SUBJECT: Findlay

. . . so you don't face trade barriers when you want to export products from Lima, Ohio to Lima, Peru.

unlike a few of the other firms, this firm does not offer a
merely, 'unpleasant' work, but rather, one that would have to
be considered. The large number of workers may be able to be saved
to start the same along with others of various holding steel yards.
Other employees may also be considered from another plant within the
company. The present situation would have to be passed as a 15 day

and other businesses in industry.
The firm should be partially made up of the employees of all the
a starting cost of over \$10,000. However, the area in around the
plant is community owned. The entire area can be held
President of the company of the company also be able to invite the
employees could be given the tickets to attend the event. The
Tall Timber Industrial Center has over 1,000 employees. Each

could be used as a workshop for general public.
2,000 of so far employees and the press platform. The larger room
workshop. It would be large enough to hold a standing audience of
large machine works, large drums of different, and other racks of
equipment. The place-one area was a few
be placed with the back to the wall where the administrative and
which opens up to the main tower, three-two room. The date could
I propose the event site be constructed in the phase-one plant

reputation with environmentalists.
to have up hazardous waste. Locally, they have a very good
also some a company called Oak Corp. An environmental firm that
several thousand square foot plant. Its location owner, Joe Kirk,
heavily and they expected to have their second phase by adding on a
Tall Timber Machine and Tool is only a 1 1/2 years old. A few

picture tubes to the set itself.
and Tool Manufacturers steel yards which are used to hold relaxation
outcomes is Phillips Steel and Northern Steel. Tall Timber Machine
steel dye rack built for a local company in industry. Another
They also custom build machine parts. On site is a large

environmental rather than industrial.
from location. That machine use steel and environmentally sound
construction of these industrial wastes (about the size of a mini-van)
manufacture machine which clean machine parts. They design and
Tool, Inc. Tall Timber Machine and Tool is in American owned firm that
I propose the President give a speech at Tall Timber Machine and
Of the fifteen industries within Tall Timber Industrial Park

the construction of Tall Timber.
story. However, there have been no federal or state money used in
a regional firm, which in four years has become a tangible success
such last visited Tall Timber in 1988. Tall Timber was a concept and
manufacturing jobs since Tall Timber's inception. When President
Tall Timber have been sold and this has created over 2,000
Japanese firm and one Canadian owned. Of the 200 stores that were
employees 1,500-2,000 people. There are six Japanese firms, six
Tall Timber Industrial Center has fifteen industries and

From Advance
L.M., OH

Andy - M.L. - M.L.

angle so as not to block the view of the general public in the larger room. The overflow room is also large enough to hold the press filing center.

The limo could have an enclosed arrival in an adjoining plant which is accessible from the main parking lot. There is plenty of room to bring in the secure package of cars and still allow for a hold and off-stage announce area.

There are several options for a landing zone. Virtually all the businesses in Tall Timbers Park have large paved parking lots. The lot behind the Tall Timbers Distribution Center probably offers the most space and security (it is enclosed on three sides).

The Republican Mayor of Findlay, Keith Benick, has served for 8 years and was in attendance for President Bush's rally in 1988. He understands we want the President to address primarily the employees of Tall Timbers but he would like to open it up to the general public. He feels confident that the President has great support in Findlay and we could make the event as big or as small as possible.

other potential sites:

Creates: Best overall facility as far as visual backdrop, size, accessibility and logistics. The drawback is the fact that they are a manufacturer of molded packaging, a fancy term for styrofoam. Environmentally, styrofoam is considered politically incorrect. That aspect alone could overshadow the President's real message of jobs and economic growth.

Fora Forge Machinery: Another good site visually (large cranes, lathes, drill presses, etc.). They are in the business of remanufacturing older and out-of-date machines. Would be a good site for just employees. Logistically not as convenient as others because there is a lot of permanent machinery, not much room for general crowd or press filing center.

CONTACTS

Mayor Keith Benick 419/424-7137

Lee Luff, President, Chamber of Commerce 419/422-3313

Michael Bacon, Plant Manager, Creates and President of City Council
419/425-2222

Roger Kabbelland, Plant Manager, Findlay Machine and Tool
419/422-0760

Joe Kirk, Owner, Findlay Machine and Tool

Bouy Preisse, Ohio BQ B.D. 614/222-1922 (office)

- Rally last year at the courthouse
around 1500

- ~~couple~~ ^{few} years ago when

flag burning was an issue,

a couple of those

people --- they

were leading the police

Friday the 13th (Cathy).

35,703 city

→ A lot of our young people
come back to Findlay

→ Johnny Appleseed passed
through Findlay

→ trees on Route 68 in
Hancock county said
to be planted by
him

→ Huge Halloween parade ←
- it's their biggest parade

→ Peg Kink Bell, professional
wo ~~golf~~er, will
be inducted into
the women's ^{softball} hall of
Fame.

→ Flag line Main Street

→ A lot of pride about being
an American ←

--parts cleaning equipment, parts washers, they help clean up the environment by eliminating chemical waste

--"Down by the Old Mill Stream" written about the Blanchard River

--Known as Flag City U.S.A.....everybody's got a flag in their front yard

--place to get a hamburger in town is called Wilson's, Dan Quayle came here and had a hamburger in Wilson's.

--Dietsch (DEET zah's) is a place to get homemade icecream and chocolate.

--people go fishing in Lake Erie: wall-eye.

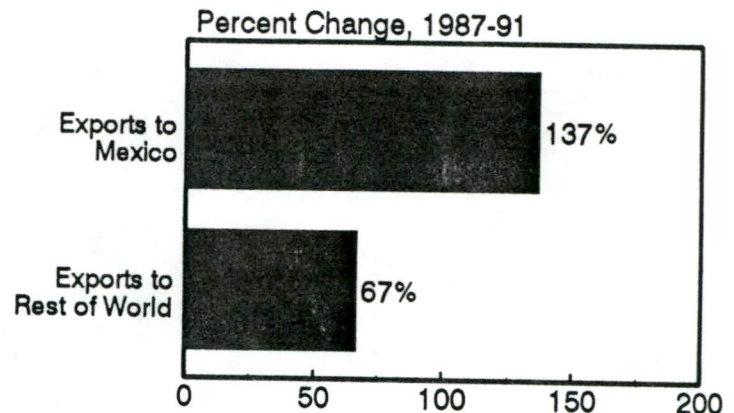
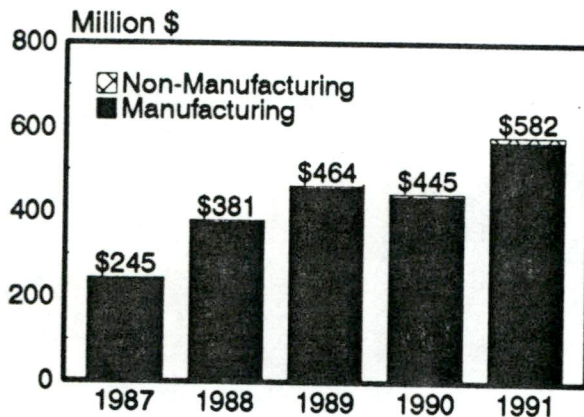
--University of Findlay: Oiler's football and basketball teams. Their mascot is a little oil rig.

--public and private partnerships

for Findlay file

OHIO: EXPORTS TO MEXICO, 1987-91

Ohio's Exports to Mexico Grew 137% from 1987 to 1991
70 Percentage Points Faster Than Export Growth to the Rest of the World

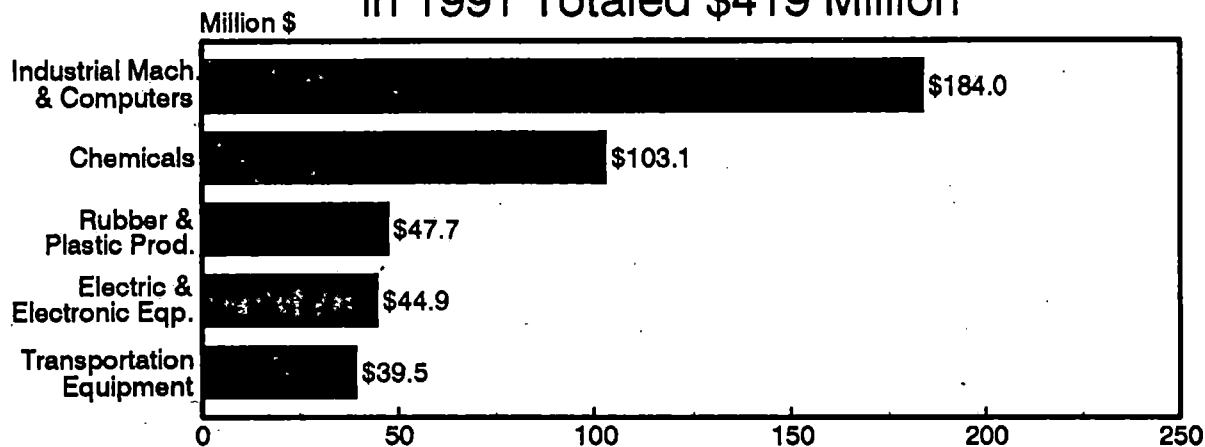


OHIO'S 1991 EXPORTS TO MEXICO WERE \$582 MILLION

- Ohio's merchandise exports to Mexico grew 137 percent from 1987 to 1991, rising from \$245 million to \$582 million. This percentage increase far exceeded 1987-91 growth in Ohio's exports to the rest of the world (67 percent), and was slightly above growth in total U.S. exports to Mexico (128 percent).
- During 1990-91, Ohio's exports to Mexico grew 31 percent--well above the 17 percent growth in total U.S. exports to Mexico over the period.
- Ohio in 1991 ranked ninth among all 50 states and the District of Columbia in the value of exports to Mexico.
- Mexico in 1991 ranked sixth among Ohio's 177 export markets. This was up from 1987, when Mexico ranked seventh among the 150 foreign markets to which the state shipped products in that year.
- The share of Ohio's exports purchased by Mexico has increased in recent years. In 1991, the state shipped 3.4 percent of its exports to Mexico, up from 2.4 percent in 1987.
- Ohio's exports to Mexico in 1991 were diverse, led by the following industries: industrial machinery & computers (\$184 million), chemical products (\$103 million), rubber & plastic products (\$48 million), electric & electronic equipment (\$45 million), and transportation equipment (\$40 million). These five industries together accounted for 72 percent of the state's total merchandise exports to Mexico in 1991.
- Ohio boosted exports of a range of manufactured products to Mexico from 1987 to 1991. Categories that recorded strong growth included: industrial machinery and computers (from \$69 million to \$184 million), refined petroleum products (from \$715 thousand to \$19 million), and paper products (from \$1.7 million to \$25 million).

OHIO: EXPORTS TO MEXICO, 1987-91

Ohio's Top Five Exports to Mexico
in 1991 Totaled \$419 Million



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

	1987	1988	1989	1990	1991
AGRICULTURE, FORESTRY & FISHING	479	507	742	2,034	2,540
Agriculture -- crops	0	44	14	1,012	1,316
Agriculture -- livestock	105	49	145	9	387
Forestry	374	414	583	1,012	828
Fishing & Hunting	0	0	0	0	9
MINING	692	1,802	925	328	1,317
Metal Mining	176	1,053	12	15	289
Coal Mining	172	7	0	0	78
Oil & Gas	0	0	0	3	91
Non-Metallic Minerals	344	742	914	310	859
MANUFACTURING	242,514	376,036	459,231	439,411	570,909
Food Products	2,743	4,195	3,837	5,485	8,092
Tobacco Products	0	0	0	0	0
Textile Mill Products	1,333	1,747	1,058	3,052	5,243
Apparel	59	433	311	442	843
Lumber & Wood Products	286	403	215	376	879
Furniture & Fixtures	99	3,416	2,907	1,643	3,796
Paper Products	1,733	2,433	2,827	19,971	24,572
Printing & Publishing	373	278	1,076	603	1,435
Chemical Products	59,929	80,080	84,366	68,375	103,080
Refined Petroleum Products	715	466	7,343	11,645	18,554
Rubber & Plastic Products	13,573	34,399	45,843	45,469	47,745
Leather Products	0	291	6,885	6,351	2,764
Stone, Clay & Glass Products	9,360	12,951	11,390	14,705	11,750
Primary Metal Industries	12,273	62,977	84,498	15,575	29,865
Fabricated Metal Products	12,199	12,461	15,321	13,705	25,875
Industrial Machinery & Computers	68,981	85,850	110,885	141,128	183,972
Electric & Electronic Equipment	31,685	28,421	29,826	39,431	44,876
Transportation Equipment	20,329	31,137	36,021	37,021	39,524
Scientific & Measuring Instruments	6,614	12,987	12,381	11,389	15,205
Miscellaneous Manufactures	230	1,110	2,242	3,044	2,840
OTHER	1,547	2,986	3,136	2,917	7,016
Scrap & Waste	982	1,821	2,640	1,887	2,535
Second Hand Goods	65	248	149	23	340
Military & Other Miscellaneous Items	501	917	348	1,007	4,141
OH'S EXPORTS TO MEXICO	245,232	381,331	464,034	444,690	581,783
OH'S EXPORTS TO THE WORLD	10,018,676	12,276,607	13,322,751	15,851,331	16,880,386
MEXICO'S SHARE OF OH'S EXPORTS	2.4%	3.1%	3.5%	2.8%	3.4%

sauce manufacturers -- but it's been a boon for Findlay and its families.

Tall Timbers is a testament to the transforming power of the international economy -- a living, working blueprint for how America can compete, and take the gold medal in the global economic Olympics. // There's a lot at stake for Ohio. Right now 1 in every 7 jobs -- 1 in 7 jobs from Findlay to [Freemont] - is tied to foreign trade. //

Whether it's toothpaste from Proctor and Gamble -- or the 465 M1A2 tanks built in Lima for sale to Saudia Arabia: exports equal paychecks for the people of Ohio.

That's why I want to talk today about a dangerous idea embraced by my opponent -- a new tax he's taken to heart.

No ... I'm not talking about the \$150 billion dollars my opponent wants in new taxes.

No ... I'm not talking about the new payroll tax he wants to carve out of your paychecks to pay for a government take-over of health care.

Or the worker re-training tax he wants to shake out of your wallets ... Or the carbon tax he wants to put on your cars.

I'm talking about a new idea he calls the "transaction tax" -- a tax on foreign countries doing business in the U.S.

Now, maybe you'll say: What's wrong with that -- at least this is one tax Bill Clinton won't make us pay for. //

Well, you should care -- and I'll tell you why. You'll feel the impact up and down [these loading docks] -- starting with seven

up and down [Factory floor]

This industrial park

P10
Christ
D. P. 10
OHIO

General
Dynamics

7.0%
payroll
tax
\$197 billion

\$14 billion
\$145 billion

Diane
Harris

THE WHITE HOUSE

Office of the Press Secretary
(Union, New Jersey)

For Immediate Release

August 24, 1992

REMARKS BY THE PRESIDENT
TO STUDENTS AND FACULTY

Lincoln Technical Institute
Union, New Jersey

10:05 A.M. EDT

THE PRESIDENT: Thank you very much. Secretary Martin -- let me just salute our great Secretary of Labor and thank her very much for her introduction. Salute the former Governor of this state, Tom Kean. The working man and woman never had a better friend than Tom Kean. Mattie Rinaldo -- he and I go back a long time. He's the Congressman from this area, doing a superb job. If we had more like him we wouldn't have a gridlocked Congress. (Applause.)

And I want to thank Pat Santangelo for the tour, and also Senator Don DiFrancesco and all the students and faculty here. This has been an inspiring visit. (Applause.)

Now, let me tell you why I've come to Lincoln Tech. I'm here today because of what will take place 71 days from now because of the decision you're going to be making on November 3rd. And that's going to set the course of this nation. The defining challenge of the 1990s is to win the economic competition and to win the peace.

And America's got to be, and is, a military superpower -- an economic superpower, though, and an export superpower. Now, in this election you're going to hear two very different versions of how we go about this. And theirs is to look inward and protect what we've got, and ours is to look forward to open new markets, to create incentives, to restore our social fabric, and to prepare our people to compete so that we can win. And that's what this is all about here today. (Applause.)

I want to talk about the last of those challenges, the new ways to prepare our American workers to compete. We know the world economy is changing. And America must change with it. And as President, we worked to create new jobs, open new markets all the way from Moscow to Mexico. And that means new American jobs from Union, New Jersey, all the way out to California.

And right now one in every six Americans' manufacturing job is tied directly to exports. And that doesn't count the economic ripple effect created when those workers pay the mortgage, buy a car, or feed the kids. And since 1988, three-fifths of all of our economic growth has come from people in other countries buying what's made in the United States of America -- the good products made right here in New Jersey. (Applause.)

Now, the jobs in these new export industries demand workers with higher skills than the old economy. And workers must realize what you know here at Lincoln, during the course of a career you may develop as many as five or six skills or proficiencies, putting a premium on flexibility, long-life learning. Now, these principles are reflected in a new commitment to job training. This is a new national commitment to

MORE

job training that I'm unveiling today -- a program that is bold; it is innovative; and it is loyal only to the future and to the needs of the American workers.

Now, earlier this year we introduced a program called Job Training 2000, a comprehensive program to streamline this crazy quilt of over 100 different federal jobs programs. Now that we've designed that effective structure for delivering job training, I want to expand on our efforts. And if our nation is to succeed in this world economy, we cannot afford to waste the talent of one single worker. And that means we need better training for young people first coming into the work force, better retraining for workers that are changing careers and better training and assistance for workers who lose their jobs.

You start with this new initiative: We call it the Youth Training Corps. The program is aimed at young people primarily in our inner cities -- kids with talent, kids with ambition, but with no outlets for their abilities other than a life of drugs and crime. Right now we have a great program called the Conservation Centers, which takes these kids to job training centers, often in rural areas, puts them to work, for example, helping rebuild the parks or recreation and community facilities. But at the same time these kids learn a skill, find out how to manage their finances and get counseling about how to break away from the temptations of the mean streets that they once hung out on.

Now, we're going to build on those conservation centers, add 25 new centers with positions for 43,000 new trainees. And to staff these centers we will give hiring priority to former members of our Armed Forces, people with the proven leadership skills -- (applause) -- these people they've demonstrated that they can lead, proven leadership skills, the drive and the discipline that breeds success.

Now, we need to expand our existing efforts to teach high school kids about their opportunities in life; provide them strong role models and encourage a sense of personal responsibility and discipline. And so also today I am also doubling the size of our Junior ROTC program. It is in almost 1,500 schools today; we're going to expand it to 29,000 schools. (Applause.)

And with \$50 million a year in new funding, another 150,000 kids will get the benefit of what has been a great program that boosts high school competition, high school completion rates, reduces drug use, raises self-esteem and gets these kids firmly on the right track.

Now, I will also urge the Congress to expand my Youth Apprenticeship Program. This one's aimed at high school juniors and seniors who may be in danger of dropping out. And the program combines classroom instruction with structured work programs. And when students finish they not only have a diploma, they have a certificate saying they've developed a skill and can get a job.

And right now this program is working as a demonstration project in six states. It ought to be expanded -- if I have my way it will be expanded to all 50 states. (Applause.) Another part of this -- we'll also do more for troubled kids and we'll connect our efforts to get the young people off of drugs with the skills that help them get a clean start. (Applause.)

We are going to expand drug treatment to reach an additional 28,000 kids a year. We're going to tie successful drug treatment to job training. And I call it Treat and Train and it will guarantee these kids a place in our job training program the moment they finish rehabilitation. (Applause.)

MORE

So helping young people is a part of the picture. But if we want to compete we've got to help older workers obtain new skills. These are people caught in the transition of our economy, eager to earn new skills so they can get new jobs and protect their standard of living. And that's why I'm announcing today a dramatic new departure in job training for Americans in the middle of their careers.

The key concept here is something I call skill grants. These are vouchers worth up to \$3,000 per person that can be used toward training programs of their choice. And these vouchers can go not simply to those that are unemployed, but to those who worry the next pink slip may be coming their way; to help defense workers retool; to help workers in declining industries, sharpen the skills that they'll need to stay one step ahead.

What Pell Grants have done to open up opportunities for our younger kids Skill Grants will do for experienced workers in need of new skills. (Applause.) And the program will focus on the needs of what we call dislocated workers -- people in industries that are changing because of global competition.

Twelve days ago I announced the North American Free Trade Agreement to open new economic opportunities for American products from the Yukon to Yucatan. And in the 1990s that agreement will create millions of new American jobs, but near-term, may also mean dislocations in some industries. And thus, I've assured the Congress that I'd work with them to ease the transition for the workers in the NAFTA, and today's plan will meet that commitment.

My plan sets up -- aside up to I think it's \$670 million per year for the Secretary of Labor to pump into areas that might be negatively affected by NAFTA. And this funding is more than enough to assure that any and every affected worker gets the kind of training he or she needs. (Applause.) And more important, they'll have a choice -- get them into programs that they want to be in, not shoe-horned into some training program that just happens to have openings.

Now, that's our approach to job training. And it rests on the proposition that we should empower people with skills instead of empowering bureaucracies with people.

Just a quick political word here: My opponent agrees with this in principle, but when you get to the details we really do have a vast philosophical difference. I believe we can pay for this new job training offensive without raising taxes on people or increasing overall government spending. (Applause.)

We've got to make the tough calls. This is a priority. We've got to make the tough calls, set the budget priorities. And this entire proposal, and, yes, it's going to cost money, but it will be funded under the budget caps. And I will project these in more detail as we move into the next budget cycle.

My opponent is different. He sees job training as a tax raiser and he wants to tax workers to pay for their own training and tax small businesses -- this is the one that's the worst -- taxing small businesses around the country 1.5 percent. That is 1.5 that will come out of your paycheck and it's on top of the new income and other payroll taxes he's proposing.

AUDIENCE: Boooo.

THE PRESIDENT: Think of what this is going to do to small business, which has created over two-thirds of the new jobs in the past decade. So let me say this to my opponent -- there is no point in training people for jobs if your plan is going to be in the process of destroying jobs. (Applause.)

MORE

And there's another difference between our two approaches. My opponent says he'll do more to help defense workers coping with the post-Cold War economic realities. What he won't tell you, though, is this: We sent forward a prudent defense budget. Because of what we've accomplished around the world, because the world is more peaceful, we are able to reduce spending. But he sent forward a program that plans \$60 billion in additional cuts in defense beyond what the experts say is responsible, and that not only will damage the national defense, it will throw one million more defense-related industry employees out of work and on to the unemployment rolls. And I'm not going to have it on two counts -- adding to the unemployment, but fundamentally I must protect the national security of the United States. (Applause.)

And once these workers have lost those jobs, high-paid, high-tech jobs, the other side will step in with some -- you know, kind of a make-work program. Someone ought to ask the workers whether they would rather have their high-tech jobs and good training for another high-tech industry, or some short-term government make-work job. I vote for the former. We can do it. We can get everybody engaged in high-tech jobs with this retraining approach. (Applause.)

Now, the big point I want to make here in this working state is higher spending and higher taxes will not do any favors to the American worker. According to one congressional analysis, it could cost America almost three million jobs -- this tax and spend approach. And my opponent's whole approach reminds me of the guy with the head cold. The doctor wants to amputate his leg. And to the patient it sounds a little odd, you know, a little radical. To the doctor it's logical. If your cold settles in your lungs, you'll get pneumonia; if you get pneumonia, your circulation will go; if your circulation goes, you'll get gangrene so just to be safe better take off the leg. (Laughter.)

Well, that ain't it. That's not going to get the job done. We need a new approach and one that doesn't cripple the economy and then offer workers a crutch. One that helps people keep the jobs they have, create the new jobs that they demand and one that helps America retool for the challenges of a new century, for the challenges of your lifetime.

I like the spirit here at Lincoln. The people at Lincoln, students and faculty, seem to understand -- (applause) -- they seem to understand that training for jobs that exist and moving people up the ladder is the goal that we all ought to share. And it's certainly one I do. And I appreciate this visit very much.

You know, I put forward this approach. I'm going to fight for it in the campaign; fight for it with what I hope is a new, nongridlocked Congress that is fouling up everything in this country. (Applause.)

And so I appreciate very much what you all have shown me here today. I wish each and every student at this wonderful institution Godspeed and good luck. And I'll tell you, I will do my level best to hold the line on the taxes and to hold the line on the spending, and create new jobs through this kind of new job training approach. (Applause.)

Thank you all. And God bless you. (Applause.) May God bless you all. And let me say this: I know things have been tough, but we are the United States of America. We can overcome our problems and continue to lead in the world. Thank you very much. (Applause.)

END

10:25 A.M. EDT

Findlay Machine and Tool - (419) 422-0768

Plant Mgr. Roger Moholland

Owner Joe Kirk

WH Advance - Diane Harrison on site

Advance (419) 222-6484

Lead Advance Tim Simonson in Lima, OH

Mayor Keith Romick (419) 424-7137

Michael Bacon, Plant Mgr. Createc and President City Council
(419) 625-2222

Lee Luff, President, Chamber of Commerce (419) 422-3313

Doug Priebe, Ohio B/Q (614) 222-1922

August 25, 1992

MEMORANDUM FOR ANDY FERGUSON

FROM: ED WALTERS

SUBJECT: FINDLAY, OHIO

4 years ago as a machine shop - Japanese, Germans, and
Netherlands - Cat GM Briggs and Stratton

Aegus - Water based, not environmentally destructive chemicals -
conveying equipment

Molton - J
Clevite Brigeston
Hisan - Jap Itt
Createc
Findlex - Jap brakes
Findlay tall timbers distribution ctr
Form Forge - rebuilds equipment
Distrib. for Coke
Fostoria Industris
Disan - C, forks for lifts
Filtech - J - auto parts
GSW - wiring harnesses J
Pruitt moving and storage

Foreign trade zone - ability to bring in materials from outside
the country

Northeast side - Mayor's Keith Romick - (419) 424-7137

5-6 years ago - woods

30 x Flags, Banner

1,500

Post-it brand

Fax Transmittal Memo 7672

To *Ed Walters*

Company

Location

Fax #

Telephone #

Comments

No. of Pages

Today's Date *8-25-92* Time

From

Company

Location

Dept. Charge

Fax #

Telephone #

Original
Disposition☐ Destroy☐ Return☐ Call for pickup

1950 Industrial Drive
Findlay, Ohio 45840

Phone (419) 422-0768
FAX (419) 422-0072
Toll-Free 1-800-878-8011

Findlay Machine & Tool, Inc. Fact Sheet

Business: FMT specializes in designing and fabricating aqueous cleaning equipment and produces the RB 100-1,000 Series Aqueous Parts Cleaning System. This system produces environmental benefits because it uses water and a biodegradable detergent instead of solvents to clean parts made from steel, aluminum, brass, plastic and other materials in high-tech manufacturing operations. These new systems eliminate use of ozone depleting chemicals.

FMT designs and fabricates customized material handling equipment, e.g., conveyors, augers, carts, and mixers, for industries across the country. FMT's capabilities include MIG and TIG welding, fabrication and assembly, repairing molds, updating and rebuilding machinery, painting, sandblasting, machinery moving and installation, and plant maintenance programs.

Employees: FMT's employees increased from 8 in 1938 to over 90 today. Employees include engineers, machinists, fabricators, and production personnel.

Domestic Customers: Domestic customers include Allied Signal; Briggs & Stratton; Cooper Tire and Rubber Company; General Motors Corp.; Honda of America; Martin Marietta; OHM Corporation; Paragon Electric Corp.; Textron Corp.; and Whirlpool Corporation.

International Customers: International customers include Komatsu Dresser; Owens Illinois-Nippon Electric Glass; Parker Hannifin; Phillips Display Components; Toshiba Display Devices; and TRW-Fuji Valve.

Gross Revenues:	Year	Gross Revenues
	1992	\$5.5-6 million
	1991	\$4 million
	1990	\$2.5 million
	1989	\$2.2 million
	1988	\$850,000

Background: In support of the community's economic growth, FMT was one of the first businesses to commit to building a facility in Findlay's Tall Timbers Center in 1988. A 28,000-square-foot addition in July 1992 completed FMT's 55,000-square-foot production facility, offices, and a fabrication shop.

Since 1988, FMT has been owned by Joseph R. Kirk, a prominent Findlay businessman who is also Executive Vice President of OHM Corporation. Founded by the Kirk family and headquartered in Findlay, Ohio, OHM Corporation is the country's leading on-site hazardous waste remediation company.

The General Manager of FMT is Roger J. Mullholand.

8-25-92

DAN - FM1. 

EXECUTIVE OFFICE OF THE PRESIDENT

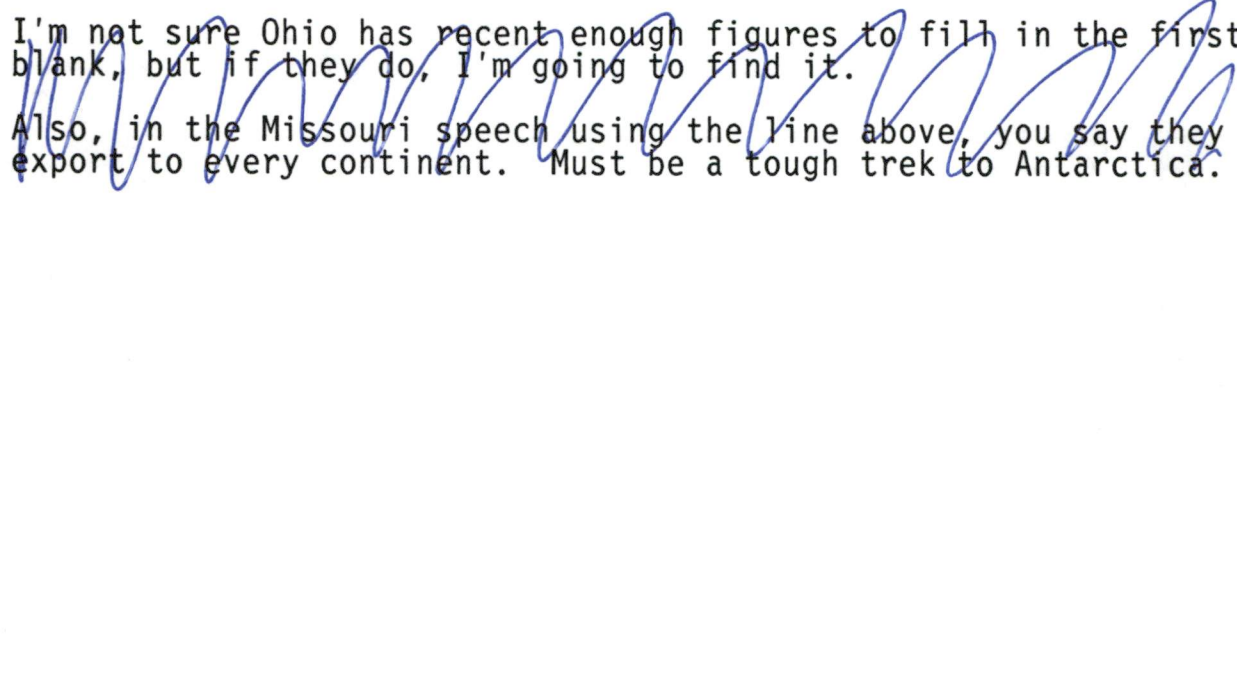
25-Aug-1992 05:40pm

TO: Andrew Ferguson
FROM: Edward J. Walters
Office of Communications
SUBJECT: OHIO

In Ohio, exports are up ___ percent over the last three years -- 28.5 billion worth of goods shipped to 172 countries.

I'm not sure Ohio has recent enough figures to fill in the first blank, but if they do, I'm going to find it.

Also, in the Missouri speech using the line above, you say they export to every continent. Must be a tough trek to Antarctica.



E X E C U T I V E O F F I C E O F T H E P R E S I D E N T

25-Aug-1992 03:29pm

TO: Andrew Ferguson
FROM: Edward J. Walters
 Office of Communications

SUBJECT: OHIO trade numbers

25.8 billion dollars tied to exports (direct and indirect),
representing 6.5 percent of the state's economy.

315,000 workers in jobs tied to exports (1 in 7 jobs in the
state).

EXECUTIVE OFFICE OF THE PRESIDENT

25-Aug-1992 05:30pm

TO: Andrew Ferguson
FROM: Edward J. Walters
Office of Communications
SUBJECT: Findlay

. . . so you don't face trade barriers when you want to export products from Lima, Ohio to Lima, Peru.

1. How many Findlay MT employees, + how many from other Tall Timbers Companies
2. Size + Shape of industrial park
- 3.

For Findley

Bob

May want to say something
on Tanks in Sena.

Jon

Subject: Ohio Statement on M1A2s

This administration has worked hard to match the needs of our allies abroad with the strength of the American defense industry. Operations Desert Shield and Desert Storm underscored both the qualitative superiority of America's defense industry and the wisdom of building the deterrent capabilities of our allies in a still dangerous world. I'm proud to note that we are proceeding with the sale of some 465 M1A2 tanks to Saudi Arabia, tanks built here in Lima, Ohio. This sale represents both jobs for Americans and a commitment to the defense of vital national interests in a volatile part of the the world.

Z- or compound? Please?

Grady - $\frac{ORE + \overline{WASH}}{2}$?

✓ Long are with work with...
✓ 10% check off...

✓
seam + stings
Amount of have
+ ahead... -

THE WHITE HOUSE
WASHINGTON

August 25, 1992

MEMORANDUM FOR BOB ZOELICK

FROM: DAN MC GROARTY *DMG*
SUBJECT: FINDLAY (OH) EVENT

URGENT

According to White House Advance (on site in Lima, OH), the Findlay stop will take place at Findlay Machine and Tool.

Advance emphasized that they have not yet visited the site, but plan to do so today. I've asked them to fax info as it is available.

#

*Andy -
FYI.*

Company Phone

419-422-0768

Lima, Oh - Signal

Diane Harrison

419

222

Roger

6484

Moholland

Plant Mgr.

Tim Simonson

Lead advance

Joe Kirk - owner

12 AUG 25 All: 04

TEL:

Andy - Fyl. - DMCH

From Advance
Lima, OH

Tall Timbers Industrial Center has thirteen industries and employs 1,500-1,600 people. There are six American firms, six Japanese firms and one Canadian owned. Of the 209 acres that were zoned, 205.88 acres have been sold and this has created over 2,000 manufacturing jobs since Tall Timbers' inception. When President Bush last visited Findlay in 1988, Tall Timbers was a concept and a soybean field, which in four years has become a tangible success story. Moreover, there have been no federal or state money used in the construction of Tall Timbers.

Of the thirteen industries within Tall Timbers Industrial Park I propose the President give a speech at Findlay's Machine and Tool, Inc. Findlay Machine and Tool is an American owned firm that manufactures machines which clean machine parts. They design and construct these industrial washers (about the size of a mini-van) from scratch. Their machines use steam and environmentally sound detergents rather than chemicals.

They also custom build machine parts. On site is a large steel dye rack built for a local company in Findlay. Another customer is Phillips Steel and Worthington Steel. Findlay Machine and Tool manufactures steel bands which are used to hold television picture tubes to the set itself.

Findlay Machine and Tool is only 2 1/2 years old. A few months ago they expanded to their second phase by adding on a several thousand square foot plant. Its American owner, Joe Kirk, also owns a company called OMN Corp., an environmental firm that cleans up hazardous waste. Locally, they have a very good reputation with environmentalists.

I propose the event site be constructed in the phase-one plant which opens up to the much larger, phase-two room. The dais could be placed with its back to the wall where the administrative and engineering offices are located. The phase-one area has a few large machine washers, large drums of detergent, and other racks of machinery. It would be large enough to hold a standing audience of 2,000 or so area employees and the press platform. The larger room could be used as overflow for general public.

Tall Timbers Industrial Center has over 1,000 employees. Each employee could be given two tickets to attend the event. The President of the Chamber of Commerce also felt he could invite the business community outside Tall Timbers. The entire site can hold a standing crowd of over 10,000. However, the area in around the stage should be primarily made up of the employees of Tall Timbers and other businesses in Findlay.

Unlike a few of the other firms, this site does not offer a natural, industrious backdrop, but rather, one that would have to be constructed. The large machine washers may be able to be moved to flank the stage along with stacks of crates holding steel bands. Other displays may also be considered from another plant within the complex. The press platform would have to be placed at a 45 degree

export
business?

crates-

+
2
machinesNo
exportscustomers: GM...
Priggin Shotton...

TEL:

angle so as not to block the view of the general public in the larger room. The overflow room is also large enough to hold the press filing center.

The limo could have an enclosed arrival in an adjoining plant which is accessible from the main parking lot. There is plenty of room to bring in the secure package of cars and still allow for a hold and off-stage announce area.

There are several options for a landing zone. Virtually all the businesses in Tall Timbers Park have large paved parking lots. The lot behind the Tall Timbers Distribution Center probably offers the most space and security (it is enclosed on three sides).

The Republican Mayor of Findlay, Keith Remick, has served for 9 years and was in attendance for President Bush's rally in 1988. He understands we want the President to address primarily the employees of Tall Timbers but he would like to open it up to the general public. He feels confident that the President has great support in Findlay and we could make the event as big or as small as possible.

Other potential sites:

Createc: Best overall facility as far as visual backdrop, size, accessibility and logistics. The drawback is the fact that they are a manufacturer of molded packaging, a fancy term for styrofoam. Environmentally, styrofoam is considered politically incorrect. That aspect alone could overshadow the President's real message of jobs and economic growth.

Form Forge Machinery: Another good site visually (large cranes, lathes, drill presses, etc.). They are in the business of remanufacturing older and out-of-date machines. Would be a good site for just employees. Logistically not as convenient as others because there is a lot of permanent machinery, not much room for general crowd or press filing center.

CONTACTS:

Mayor Keith Remick 419/434-7137

Lee Luff, President, Chamber of Commerce 419/422-3313

Michael Bacon, Plant Manager, Createc and President of City Council
419/433-2222

Roger Moholland, Plant Manager, Findlay Machine and Tool
419/432-0768

Joe Kirk, Owner, Findlay Machine and Tool

Doug Preisse, Ohio BQ E.D. 614/222-1932 (office)

Post-it brand

Fax Transmittal Memo 7672

To *Ed Walters*

Company

Location

Fax #

Comments

No. of Pages

Today's Date *8-25-92* Time

From

Company

Location

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The General Manager of FMT is Roger J. Mullinoland.

8-25-92

VISIT OF THE PRESIDENT

TO

FINDLAY, OHIO

AUGUST 27, 1992

MEDIA ADVISORY
FOR IMMEDIATE RELEASE
AUGUST 26, 1992

CONTACT: SCOTT FASSETT
JOHN MEYERS
PHONE: (419) 223-2101
(419) 223-2061
FAX: (419) 223-2014

SENSITIVE INFORMATION
FOR PLANNING PURPOSES ONLY
NOT FOR PUBLICATION OR BROADCAST

The President will visit Findlay, Ohio August 27, 1992. He will participate in the following events:

- ARRIVAL AND DEPARTURE ABOARD AIR FORCE ONE OPEN PRESS
Toledo Express Airport, Toledo, Ohio
- ARRIVAL & DEPARTURE ABOARD MARINE ONE OPEN PRESS
Tall Timbers Center, Findlay, Ohio
- ADDRESS TO FINDLAY COMMUNITY OPEN PRESS
Findlay Machine & Tool, Inc., Findlay, Ohio

PRESS CREDENTIALS WILL BE ISSUED AT THE ABOVE OPEN PRESS EVENT SITES. To obtain a credential you will be required to produce the following:

- National, state, or local photo press pass; or
- Police or Fire Department issued press pass; or
- Letter of Introduction on company letterhead (no FAX or photocopies will be accepted) accompanied by photo ID.

NOTE: It is suggested that separate crews be assigned to each event site. Transportation will not be provided and heavy traffic can be anticipated.

- two -

SUMMARY SCHEDULE OF EVENTS
FOR PLANNING PURPOSES ONLY
NOT FOR PUBLICATION OR BROADCAST

11:00 AM - 12:00 PM Media wishing to cover The President's arrival aboard Air Force One should pre-set heavy equipment (trucks, cable, etc.) near GATE 14, Toledo Express Airport, during this time. Doors will close between 12:00 PM - 2:00 PM for security sweep.

Microwave truck parking is located in the north parking lot near rental car area.

11:00 AM - 12:00 PM Media wishing to cover The President's arrival aboard Marine One should pre-set heavy equipment (trucks, cable, etc.) at Findlay Landing Zone, Tall Timbers Center, at the intersection of Production and Industrial Drive, Findlay, Ohio, during this time. Doors will close between 12:00 PM - 2:30 PM for security sweep.

Microwave truck parking is located behind Press Platform off of Production drive.

11:00 AM - 12:00 PM Media wishing to cover The President's remarks to Findlay Machine and Tool Co. should pre-set heavy equipment (trucks, cable, etc.) at FM&T, Inc., 1950 Industrial Drive, Findlay, Ohio, during this time. Doors will close between 12:00 PM - 2:00 PM for security sweep.

Microwave truck parking is located at the rear (north) end of the main parking lot.

2:00 PM - 3:45 PM PRESS CREDENTIALS WILL BE ISSUED outside Toledo Express Airport, GATE 14 during this time. All press should be in place on press platform by 4:00 PM

2:00 PM - 4:00 PM PRESS CREDENTIALS WILL BE ISSUED outside of Findlay Machine & Tool, Inc., 1950 Industrial Drive, Findlay, Ohio.

NOTE:

Press wishing to cover the Arrival and Departure of Marine One will be

- three -

transported to landing zone from Findlay Machine & Tool, Inc. It will not be possible to cover both events and therefore it is suggested separate crews be assigned to each event site. Press should be in place on the main camera platform by 4:30 pm.

All other press wishing to cover The President's Address To Findlay Community should proceed inside Findlay Machine & Tool and be in place on the main camera platform by 4:45 PM.

4:20 PM
(E.D.T.)

The President arrives Toledo Express Airport, Toledo, Ohio and boards Marine One.

OPEN PRESS COVERAGE

155' Camera Throw
Raised Camera Platform

4:55 PM

The President is announced onto stage to Address Findlay Community.

OPEN PRESS COVERAGE

75' Camera Throw
Raised Camera Platform
Television Quality Lighting
Audio Mult

5:00 PM

The President begins remarks.

5:20 PM

The President concludes remarks and departs Findlay Machine & Tool, Inc.

6:05 PM

The President departs Toledo Express Airport, Toledo, Ohio en route Andrews Air Force Base.

OPEN PRESS COVERAGE

155' Camera Throw
Raised Camera Platform

- four -

For access to LOCAL POOL COVERAGE from the above OPEN PRESS events, please contact the following LOCAL POOL REPRESENTATIVES:

THE FINDLAY COURIER	BOB HESSE	419/ 422-5151
TV 47 FINDLAY	NEIL WALLACE	419/ 427-8847
TOLEDO BLADE	LARRY KEELER	419/ 245-6161
	LORI KRAUTH	419/ 245-6070

#