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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 Draft Files  
**Subseries:** Chron File, 1989-1993

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**OA/ID Number:** 13475  
**Folder ID Number:** 13475-001

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**Folder Title:**  
Swearing-in of United States Trade Representative Carla A. Hills, 2/6/89

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Stack:	Row:	Section:	Shelf:	Position:
<b>G</b>	<b>25</b>	<b>6</b>	<b>1</b>	<b>2</b>

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THE WHITE HOUSE  
WASHINGTON

January 31, 1989  
KBK

MEMORANDUM

TO: David Bates

FROM: JOSEPH W. HAGIN

SUBJECT: APPROVED PRESIDENTIAL ACTIVITY

EVENT: Swearing In of United States Trade  
Representative Carla Hills

DATE: February 6, 1989

TIME: 1:45 p.m.

DURATION: 20 Minutes

LOCATION: Indian Treaty Room

ATTIRE: Business Suit

REMARKS REQUIRED: Yes

MEDIA COVERAGE: Open

FIRST LADY  
PARTICIPATION: No

ADDITIONAL  
INFORMATION:

NOTE: PROJECT OFFICER, SEE ATTACHED CHECKLIST

Ed Rogers	Steve Studdert
James Cicconi	John Keller
Fred McClure	Tim McBride
Susan Porter Rose	J. Bonnie Newman
Patty Presock	Tony Lopez
Speechwriting Office	David Bates
Laurie Firestone	David Valdez
Robert Guttman	USSS - PPD
Marlin Fitzwater	Operations - Executive Residence
David Demarest	WHCA Audio/Visual
Jean Lamb	WHCA Operations

THE WHITE HOUSE

WASHINGTON

February 2, 1989

MEMORANDUM FOR CHRISS WINSTON

FROM: ROGER B. PORTER *RBP*

SUBJECT: Presidential Remarks: Swearing-In of Secretary Hills

The draft remarks for Carla Hill's swearing-in are appropriately laudatory as well as reaffirming the President's commitment to expanding world trade and avoiding protectionism.

I have made a few minor editorial suggestions on the text particularly with reference to the Uruguay Round.

From a policy standpoint, the only reservation I have about the current draft concerns the second full paragraph on the second page. While it is appropriate to praise the recently signed U.S.-Canada Free Trade Agreement, we should take great care in any language suggesting it as a model.

Crucial to U.S. trade policy over the next two years is the question of whether we are going to signal that we want to engage in further bilateral treaties or have our major energies focused on the multilateral round. During Ambassador Hill's confirmation hearings she was questioned at length by Senator Max Baucus about her views on a U.S.-Japan Free Trade Agreement, which is one of the bilateral agreements that is most frequently spoken of by trade policy enthusiasts. She was very cautious and gave him no reason to believe that the U.S. was enthusiastic to commence negotiations on such an agreement.

There is also no sense at USTR that we want to engage in such an agreement with the EC. On balance, this paragraph (which is short) could easily be deleted without interrupting the flow of the remarks. For policy reasons, I would recommend doing so. The upside is negligible and the downside in retaining this paragraph is considerable.

If you have any questions, or there are others who do not concur with this recommendation, please let me know.

cc: James W. Cicconi

## WHITE HOUSE STAFFING MEMORANDUM

DATE: 2/2/89 ACTION/CONCURRENCE/COMMENT DUE BY: 12:00 TODAY

SUBJECT: PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input checked="" type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	STUDDERT	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BATES	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
BREEDEN	<input type="checkbox"/>	<input type="checkbox"/>	<u>WINSTON</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>ROGERS</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS: Please provide your comments/recommendations directly to Chriss Winston's office with an info copy to my office by 12:00 TODAY Thursday, February 2. Thank you.

RESPONSE: \_\_\_\_\_

James W. Cicconi  
Assistant to the President  
and Deputy to the Chief of Staff  
Ext. 2702

(Klugmann)  
February 2, 1989  
6:00 p.m.

PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS  
MONDAY, FEBRUARY 6, 1989

Thank you very much. It is a great pleasure to be here for the swearing-in of Carla Hills as United States Trade Representative. This <sup>IS</sup> ~~will be~~ a position of great importance <sup>NOW AND</sup> in the years ahead. Trade issues have taken on a new prominence with the emergence of a truly global economy.

Our goal in this Administration, simply put, is to open markets, not to close them; to fight protectionism, not to institute it. We are going to work to promote American exports and to see to it that in dealing with the United States other Nations play by the rules. Fairness demands nothing less than that, but even more, that is what is required to make the system work in a manner that will benefit all the free Nations of the world.

America, as the world's number one trading nation, has the largest stake in the continued expansion of world trade, which has been one of the key factors in our growing prosperity. In addition, our trade relationships are a vital factor in America's international alliances that help secure freedom and stability for so much of the world. We will apply firmness to help promote what is fair, but we will always remember that our major trading partners are not America's enemies, they are her allies.

At the same time, we have a leading role to play in modernizing a trading system that has served the world well for over four decades. There is a new and dynamic international

economy that offers the chance for higher levels of prosperity for all Nations which freely participate in it.

We want to do more to remove trade barriers, to address the issue of agriculture, and to <sup>EXPAND</sup> bring the benefits of free trade ~~to new areas~~, <sup>IN</sup> including services, investment, and the protection of intellectual property. The current Uruguay round of the GATT talks holds many opportunities for new progress in multi-lateral negotiations.

There is also a new international impetus for trade expansion created by the Canada-U.S. free trade agreement. This agreement can serve as a model for developing new, constructive reciprocal trade agreements within this hemisphere and across the two great oceans.

I have great confidence in the ability and wisdom of Carla Hills, which is why I chose her for this critically-important post. This is her second Cabinet-level position, and she won bi<sup>7</sup>partisan respect for her service as Secretary of the Department of Housing and Urban Development.

She is a skilled negotiator with a strong international background and extensive experience in Government. Trade issues involve listening to many voices within our Nation, while working with the full-breadth of Government and maintaining a clear sense of mission. I can think of no one better suited to this task or better able to represent the United States than Carla Hills.

And, Carla, it is my pleasure to now witness you take the oath of office, once again. [Sec. Hills takes the oath.]

# WHITE HOUSE STAFFING MEMORANDUM

DATE: 2/2/89 ACTION/CONCURRENCE/COMMENT DUE BY: 12:00 TODAY

SUBJECT: PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input checked="" type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>PORTER</b>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<b>DARMAN</b> 1:30	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<b>STUDDERT</b> 1:00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<b>BATES</b> 2:00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
BREEDEN	<input type="checkbox"/>	<input type="checkbox"/>	<u>WINSTON</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>ROGERS</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
<b>DEMAREST</b>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
<b>GRAY</b> 11:00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

**REMARKS:** Please provide your comments/recommendations directly to Chriss Winston's office with an info copy to my office by 12:00 TODAY Thursday, February 2. Thank you.

**RESPONSE:**

*commitment  
high morale  
esprit de corps  
you've got a talented group.*

**James W. Cicconi**  
Assistant to the President  
and Deputy to the Chief of Staff  
Ext. 2702

(Klugmann)  
February 2, 1989  
6:00 p.m.

PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS  
MONDAY, FEBRUARY 6, 1989

Thank you very much. It is a great pleasure to be here for the swearing-in of Carla Hills as United States Trade Representative. This will be a position of great importance in the years ahead. Trade issues have taken on a new prominence with the emergence of a truly global economy.

Our goal in this Administration, simply put, is to open markets, not to close them; to fight protectionism, not to institute it. We are going to work to promote American exports and to see to it that in dealing with the United States other Nations play by the rules. Fairness demands nothing less than that, but even more, that is what is required to make the system work in a manner that will benefit all the free Nations of the world.

America, as the world's number one trading nation, has the largest stake in the continued expansion of world trade, which has been one of the key factors in our growing prosperity. In addition, our trade relationships are a vital factor in America's international alliances that help secure freedom and stability for so much of the world. We will apply firmness to help promote what is fair, but we will always remember that our major trading partners are not America's enemies, they are her allies.

At the same time, we have a leading role to play in modernizing a trading system that has served the world well for over four decades. There is a new and dynamic international

1. add quote
2. add language on staff -

economy that offers the chance for higher levels of prosperity for all Nations which freely participate in it.

We want to do more to remove trade barriers, to address the issue of agriculture, and to bring the benefits of free trade to new areas, including services, investment, and the protection of intellectual property. The current Uruguay round of the GATT talks holds many opportunities for new progress in multi-lateral negotiations.

There is also a new international impetus for trade expansion created by the Canada-U.S. free trade agreement. This agreement can serve as a model for developing new, constructive reciprocal trade agreements within this hemisphere and across the two great oceans.

I have great confidence in the ability and wisdom of Carla Hills, which is why I chose her for this critically-important post. This is her second Cabinet-level position, and she won bi-partisan respect for her service as Secretary of the Department of Housing and Urban Development.

She is a skilled negotiator with a strong international background and extensive experience in Government. Trade issues involve listening to many voices within our Nation, while working with the full-breadth of Government and maintaining a clear sense of mission. I can think of no one better suited to this task or better able to represent the United States than Carla Hills.

And, Carla, it is my pleasure to now witness you take the oath of office, once again. [Sec. Hills takes the oath.]

**REMARKS FOR SWEARING-IN OF AMBASSADOR CARLA HILLS  
INDIAN TREATY ROOM  
FEBRUARY 6, 1989**

**THANK YOU VERY MUCH. IT IS A GREAT PLEASURE TO BE  
HERE FOR THE SWEARING-IN OF MY FRIEND CARLA HILLS AS  
UNITED STATES TRADE REPRESENTATIVE. THIS IS A POSITION OF  
GREAT IMPORTANCE TO THE FUTURE OF OUR COUNTRY. WITH THE  
EMERGENCE OF A TRULY GLOBAL ECONOMY, TRADE ISSUES HAVE  
TAKEN ON A NEW PROMINENCE. AND I THINK, AS LORD MACAULAY  
SO RIGHTLY SAID, THAT "FREE TRADE [IS] ONE OF THE GREATEST  
BLESSINGS WHICH A GOVERNMENT CAN CONFER ON A PEOPLE...."**

**2**

**I HAVE GREAT CONFIDENCE IN THE ABILITY, WISDOM, AND  
TOUGHNESS OF CARLA HILLS, WHICH IS WHY I CHOSE HER FOR  
THIS CRITICALLY IMPORTANT POST. THIS IS HER SECOND  
CABINET-LEVEL POSITION, AND SHE WON UNIVERSAL RESPECT FOR  
HER SERVICE AS SECRETARY OF THE DEPARTMENT OF HOUSING AND  
URBAN DEVELOPMENT. AND I KNOW THAT SHE WILL WIN STRONG  
SUPPORT IN HER CURRENT ROLE.**

**SHE IS A SKILLED NEGOTIATOR WITH A STRONG  
INTERNATIONAL BACKGROUND AND EXTENSIVE EXPERIENCE IN  
GOVERNMENT.**

**TRADE ISSUES INVOLVE LISTENING TO MANY VOICES WITHIN OUR NATION, WHILE WORKING WITH THE FULL BREADTH OF GOVERNMENT AND MAINTAINING A CLEAR SENSE OF MISSION. AS I SAID WHEN I NOMINATED HER, I CAN THINK OF NO ONE BETTER SUITED TO BE AMERICA'S "TRADE MINISTER AT HOME AND ABROAD."**

**AND CARLA WILL HAVE A VERY COMMITTED AND TALENTED GROUP OF PEOPLE AT U.S.T.R. WHO WORK HARD AND BARGAIN HARD FOR THE PEOPLE OF OUR COUNTRY.**

**I GREATLY RESPECT THEIR DEDICATION AND EXPERTISE, AND I'M GLAD SO MANY OF YOU COULD BE HERE TODAY.**

**AMERICA, AS THE WORLD'S NUMBER ONE TRADING NATION, HAS THE LARGEST STAKE IN THE CONTINUED EXPANSION OF WORLD TRADE, WHICH HAS BEEN ONE OF THE KEY FACTORS IN OUR GROWING PROSPERITY. IN ADDITION, OUR TRADE RELATIONSHIPS ARE A VITAL FACTOR IN AMERICA'S INTERNATIONAL ALLIANCES THAT HELP SECURE FREEDOM AND STABILITY FOR SO MUCH OF THE WORLD.**

5

**WE WILL APPLY FIRMNESS TO HELP PROMOTE WHAT IS FAIR, BUT WE WILL ALWAYS REMEMBER THAT OUR MAJOR TRADING PARTNERS ARE NOT AMERICA'S ENEMIES, THEY ARE HER ALLIES.**

**WE HAVE A LEADING ROLE TO PLAY IN MODERNIZING A TRADING SYSTEM THAT HAS SERVED THE WORLD WELL FOR OVER FOUR DECADES. THERE IS A NEW AND DYNAMIC INTERNATIONAL ECONOMY THAT OFFERS THE CHANCE FOR HIGHER LEVELS OF PROSPERITY FOR ALL NATIONS WHICH FREELY PARTICIPATE IN IT.**

6

**WE WANT TO DO MORE TO REMOVE TRADE BARRIERS, TO ADDRESS THE ISSUE OF AGRICULTURE, AND TO BRING THE BENEFITS OF FREE TRADE TO NEW AREAS, INCLUDING SERVICES, INVESTMENT, AND THE PROTECTION OF INTELLECTUAL PROPERTY. THE CURRENT URUGUAY ROUND OF THE GATT TALKS HOLDS MANY OPPORTUNITIES FOR PROGRESS IN MULTILATERAL NEGOTIATIONS.**

**THERE IS ALSO A NEW INTERNATIONAL IMPETUS FOR TRADE EXPANSION CREATED BY THE CANADA-U.S. FREE TRADE AGREEMENT. THIS AGREEMENT CAN SERVE AS A MODEL, AND IT PROVES THAT FREER TRADE BETWEEN NATIONS IS THE WAVE OF THE FUTURE.**

LADIES AND GENTLEMEN, THE GOAL OF THIS ADMINISTRATION'S TRADE POLICY, SIMPLY PUT, IS TO OPEN MARKETS, NOT TO CLOSE THEM; TO FIGHT PROTECTIONISM, NOT TO GIVE IN TO IT.

WE DON'T WANT AN AMERICA THAT IS CLOSED TO THE WORLD. WHAT WE WANT IS A WORLD THAT IS OPEN TO AMERICA. WE ARE GOING TO WORK TO PROMOTE AMERICAN EXPORTS AND TO SEE TO IT THAT IN DEALING WITH THE UNITED STATES OTHER NATIONS PLAY BY THE RULES.

AS CARLA SAID DURING HER CONFIRMATION HEARINGS, WE WILL OPEN FOREIGN MARKETS WITH A CROWBAR WHEREVER NECESSARY, BUT WITH A HANDSHAKE WHENEVER POSSIBLE.

AND, CARLA, IT IS MY PLEASURE TO NOW WITNESS YOU TAKE THE OATH OF OFFICE, ONCE AGAIN. [AMBASSADOR HILLS TAKES THE OATH.]

**CONGRATULATIONS. I HAVE A SMALL GIFT FOR YOU AS WELL, CARLA. AS I NOTED, YOU PROMISED THE SENATE THAT YOU WILL TRY TO ENSURE FREE TRADE WITH OUR TRADING PARTNERS BY EXTENDING A HANDSHAKE, BUT IF NECESSARY, YOU'D USE A CROWBAR. I AM PLEASED THEREFORE TO PRESENT YOU WITH THIS OFFICIAL PRESIDENTIAL CROWBAR, FOR USE ONLY AS NEEDED IN THE LINE OF DUTY. I AM CONFIDENT, HOWEVER, THAT YOUR EXPERIENCE AND SUBSTANTIAL NEGOTIATING SKILL WILL MAKE YOUR HANDSHAKE ALONE A POWERFUL FORCE FOR FREE TRADE.**

**# # #**

# WHITE HOUSE STAFFING MEMORANDUM

DATE: 2/2/89 ACTION/CONCURRENCE/COMMENT DUE BY: 12:00 TODAY

SUBJECT: PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input checked="" type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	STUDDERT	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BATES	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
BREEDEN	<input type="checkbox"/>	<input type="checkbox"/>	<u>WINSTON</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>ROGERS</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS: Please provide your comments/recommendations directly to Chriss Winston's office with an info copy to my office by 12:00 TODAY Thursday, February 2. Thank you.

RESPONSE: February 2, 1989  
TO: CHRISS WINSTON

The NSC staff recommends the changes as noted on the attached Presidential remarks.

*Robert M. Perito*  
Robert M. Perito  
Acting Executive Secretary

**James W. Cicconi**  
Assistant to the President  
and Deputy to the Chief of Staff  
Ext. 2702

cc: James Cicconi

(Klugmann)  
February 2, 1989  
6:00 p.m.

PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS  
MONDAY, FEBRUARY 6, 1989

Thank you very much. It is a great pleasure to be here for the swearing-in of Carla Hills as United States Trade Representative. This <sup>is</sup> [will be] a position of great importance <sup>and will remain so</sup> in the years ahead. Trade issues have taken on a new prominence with the emergence of a truly global economy.

Our goal in this Administration, simply put, is to open markets, not to close them; to fight protectionism, not to <sup>give it to</sup> ~~institute~~ it. We are going to work to promote American exports and to see to it that in dealing with the United States other Nations play by the rules. Fairness demands nothing less than that, but even more, that is what is required to make the system work in a manner that will benefit all the free Nations of the world.

America, as the world's number one trading nation, has the largest stake in the continued expansion of world trade, which has been one of the key factors in our growing prosperity. In addition, our trade relationships are a vital factor in America's international alliances that help secure freedom and stability for so much of the world. We will apply firmness to help promote what is fair, but we will always remember that our major trading partners are not America's enemies, they are her allies.

At the same time, we have a leading role to play in modernizing a trading system that has served the world well for over four decades. There is a new and dynamic international

economy that offers the chance for higher levels of prosperity for all Nations which freely participate in it.

We want to do more to remove trade barriers, to address the issue of agriculture, and to bring the benefits of free trade to new areas, including services, investment, and the protection of intellectual property. The current Uruguay round of the GATT talks holds many opportunities for ~~new~~ progress in multi-lateral negotiations.

There is also a new international impetus for trade expansion created by the Canada-U.S. ~~Free Trade~~ Agreement. This agreement can serve as a model for developing new, constructive reciprocal trade agreements within this hemisphere and across the two great oceans.

I have great confidence in the ability and wisdom of Carla Hills, which is why I chose her for this critically ~~important~~ post. This is her second Cabinet-level position, and she won bi-partisan respect for her service as Secretary of the Department of Housing and Urban Development.

She is a skilled negotiator with a strong international background and extensive experience in Government. Trade issues involve listening to many voices within our Nation, while working with the full ~~breadth~~ of Government and maintaining a clear sense of mission. I can think of no one better suited to this task or better able to represent the United States than Carla Hills.

And, Carla, it is my pleasure to now witness you take the oath of office, once again. [Sec. Hills takes the oath.]

# WHITE HOUSE STAFFING MEMORANDUM

DATE: 02/02/89 ACTION/CONCURRENCE/COMMENT DUE BY: ----

SUBJECT: PRESIDENTIAL REMARKS: SWEARING-IN OF AMBASSADOR HILLS  
(02/02 6:30 p.m. draft)

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input checked="" type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STUDDERT	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BATES	<input type="checkbox"/>	<input checked="" type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
BREEDEN	<input type="checkbox"/>	<input type="checkbox"/>	WINSTON	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

The attached has been forwarded to the President.

RESPONSE:

James W. Cicconi  
Assistant to the President  
and Deputy to the Chief of Staff  
Ext. 2702

(Klugmann)  
February 2, 1989  
6:30 p.m. (revised)

PRESIDENTIAL REMARKS: SWEARING-IN OF AMBASSADOR HILLS <sup>1989 FEB</sup> PW 8:12  
MONDAY, FEBRUARY 6, 1989

Thank you very much. It is a great pleasure to be here for the swearing-in of my friend Carla Hills as United States Trade Representative. This is a position of great importance to the future of our country. With the emergence of a truly global economy, trade issues have taken on a new prominence. And I think, as Lord Macaulay so rightly said, that "Free trade [is] one of the greatest blessings which a government can confer on a people...."

I have great confidence in the ability, wisdom, and toughness of Carla Hills, which is why I chose her for this critically important post. This is her second Cabinet-level position, and she won universal respect for her service as Secretary of the Department of Housing and Urban Development. And I know that she will win strong support in her current role.

She is a skilled negotiator with a strong international background and extensive experience in Government. Trade issues involve listening to many voices within our Nation, while working with the full breadth of Government and maintaining a clear sense of mission. As I said when I nominated her, I can think of no one better suited to be America's "trade minister at home and abroad."

And Carla will have a very committed and talented group of people at U.S.T.R. who work hard and bargain hard for the people.

of our country. I greatly respect their dedication and expertise, and I'm glad so many of you could be here today.

America, as the world's number one trading nation, has the largest stake in the continued expansion of world trade, which has been one of the key factors in our growing prosperity. In addition, our trade relationships are a vital factor in America's international alliances that help secure freedom and stability for so much of the world. We will apply firmness to help promote what is fair, but we will always remember that our major trading partners are not America's enemies, they are her allies.

We have a leading role to play in modernizing a trading system that has served the world well for over four decades. There is a new and dynamic international economy that offers the chance for higher levels of prosperity for all Nations which freely participate in it.

We want to do more to remove trade barriers, to address the issue of agriculture, and to bring the benefits of free trade to new areas, including services, investment, and the protection of intellectual property. The current Uruguay round of the GATT talks holds many opportunities for progress in multilateral negotiations.

There is also a new international impetus for trade expansion created by the Canada-U.S. Free Trade Agreement. ~~This agreement can serve as a model for developing new, constructive reciprocal trade agreements within this hemisphere and across the two great oceans.~~

*This agreement,*

Ladies and gentlemen, the goal of this Administration's trade policy, simply put, is to open markets, not to close them; to fight protectionism, not to give in to it.

We don't want an America that is closed to the world. What we want is a world that is open to America. We are going to work to promote American exports and to see to it that in dealing with the United States other Nations play by the rules. As Carla said during her confirmation hearings, we will open foreign markets with a crowbar wherever necessary, but with a handshake whenever possible.

And, Carla, it is my pleasure to now witness you take the oath of office, once again. [Ambassador Hills takes the oath.]

# WHITE HOUSE STAFFING MEMORANDUM

DATE: 2/2/89 ACTION/CONCURRENCE/COMMENT DUE BY: 12:00 TODAY

SUBJECT: PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input checked="" type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	STUDDERT	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BATES	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
BREEDEN	<input type="checkbox"/>	<input type="checkbox"/>	<u>WINSTON</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>ROGERS</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS: Please provide your comments/recommendations directly to Chriss Winston's office with an info copy to my office by 12:00 TODAY Thursday, February 2. Thank you.

RESPONSE: \_\_\_\_\_

27:08 2 FEB 2 89

James W. Cicconi  
Assistant to the President  
and Deputy to the Chief of Staff  
Ext. 2702

(Klugmann)  
February 2, 1989  
6:00 p.m.

AMBASSADOR

Raul  
x5044

PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS  
MONDAY, FEBRUARY 6, 1989

Thank you very much. It is a great pleasure to be here for the swearing-in of Carla Hills as United States Trade Representative. This will be a position of great importance in the years ahead. Trade issues have taken on a new prominence with the emergence of a truly global economy.

Our goal in this Administration, simply put, is to open markets, not to close them; to fight protectionism, not to institute it. We are going to work to promote American exports and to see to it that in dealing with the United States other Nations play by the rules. Fairness demands nothing less than that, but even more, that is what is required to make the system work in a manner that will benefit all the free Nations of the world.

America, as the world's number one trading nation, has the largest stake in the continued expansion of world trade, which has been one of the key factors in our growing prosperity. In addition, our trade relationships are a vital factor in America's international alliances that help secure freedom and stability for so much of the world. We will apply firmness to help promote what is fair, but we will always remember that our major trading partners are not America's enemies, they are her allies.

At the same time, we have a leading role to play in modernizing a trading system that has served the world well for over four decades. There is a new and dynamic international

economy that offers the chance for higher levels of prosperity for all Nations which freely participate in it.

We want to do more to remove trade barriers, to address the issue of agriculture, and to bring the benefits of free trade to new areas, including services, investment, and the protection of intellectual property. The current Uruguay round of the GATT talks holds many opportunities for new progress in multi-lateral negotiations.

There is also a new international impetus for trade expansion created by the Canada-U.S. free trade agreement. This agreement can serve as a model for developing new, constructive reciprocal trade agreements within this hemisphere and across the two great oceans.

I have great confidence in the ability and wisdom of Carla Hills, which is why I chose her for this critically-important post. This is her second Cabinet-level position, and she won *universal* bi-partisan respect for her service as Secretary of the Department of Housing and Urban Development.

She is a skilled negotiator with a strong international background and extensive experience in Government. Trade issues involve listening to many voices within our Nation, while working with the full-breadth of Government and maintaining a clear sense of mission. I can think of no one better suited to this task or better able to represent the United States than Carla Hills.

And, Carla, it is my pleasure to now witness you take the oath of office, once again. [~~Sec.~~ Hills takes the oath.]

*Ambassador*

*Why use this word.*

*Master*

February 2, 1989

MEMORANDUM FOR JIM CICCONI

FROM; DENISE SCHWARZ  
OFFICE OF CABINET AFFAIRS

SUBJECT; COMMENTS ON PRESIDENTIAL REMARKS; SWEARING IN  
CEREMONY OF AMBASSADOR CARLA HILLS

Attached is a re-draft of the President's remarks for the swearing-in ceremony for Ambassador Hills. Ambassador Hills office did the re-draft.

Attachment

cc: Chriss Winston

1. *generate*
2. *Staff language*

DRAFT DRAFT DRAFT DRAFT DRAFT DRAFT DRAFT

PRESIDENTIAL REMARKS:

SWEARING-IN OF AMBASSADOR HILLS

(Monday, February 6, 1989)

*Staff*

Thank you very much. It is a great pleasure to be here for the swearing-in of <sup>my friend</sup> Carla Hills as United States Trade Representative. This will be a position of great importance in the years ahead. Trade issues have taken on a new prominence with the emergence of a truly global economy. Dove

*Dorman*

I have great confidence in the ability, wisdom and toughness of Carla Hills, which is why I chose her for this critically-important post. This is her second Cabinet-level position, and she won <sup>universal</sup> ~~bi-partisan~~ respect and support for her service as Secretary of the Department of Housing and Urban Development. I expect that she will have such support in her current role.

*✓ X*

She is a skilled negotiator with a strong international background and extensive experience in Government. Trade issues involve listening to many voices within our Nation, while working with the full-breadth of Government and maintaining a clear sense of mission. As I said when I nominated her, I can think of no one better suited to be America's "trade minister at home and abroad."

Staff

America, as the world's number one trading nation, has the

largest stake in the continued expansion of world trade, which has been one of the key factors in our growing prosperity. In addition, our trade relationships are a vital factor in America's international alliances that help secure freedom and stability for so much of the world. We will apply firmness to help promote what is fair, but we will always remember that our major trading partners are not America's enemies, they are her allies.

We have a leading role to play in modernizing a trading system that has served the world well for over four decades. There is a new and dynamic international economy that offers the chance for higher levels of prosperity for all Nations which freely participate in it.

We want to do more to remove trade barriers, to address the issue of agriculture, and to bring the benefits of free trade to new areas, including services, investment, and the protection of intellectual property. The current Uruguay Round of the GATT talks holds many opportunities for new progress in multi-lateral negotiations.

There is also a new international impetus for trade expansion created by the Canada-U.S. free trade agreement. Together, we can show the rest of the world the way to freer trade. To begin the process of smooth implementation of this landmark agreement, *7.*  
*4.*  
*Bates*  
Carla Hills will be accompanying me to Canada later this week.

Ladies and gentlemen, the goal of this Administration's trade policy, simply put, is to open markets, not to close them; to fight protectionism, not to institute it.

We don't want an America that is closed to the world. What we want is a world that is open to America. We are going to work to promote American exports and to see to it that in dealing with the United States, other Nations play by the rules. As Carla said during her confirmation hearings, we will open foreign markets with a crowbar wherever necessary, but with a handshake whenever possible.

And, Carla, it is my pleasure to now witness you take the oath of office, once again.

# WHITE HOUSE STAFFING MEMORANDUM

DATE: 2/2/89 ACTION/CONCURRENCE/COMMENT DUE BY: 12:00 TODAY

SUBJECT: PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input checked="" type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	STUDDERT	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BATES	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
BREEDEN	<input type="checkbox"/>	<input type="checkbox"/>	<u>WINSTON</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>ROGERS</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS: Please provide your comments/recommendations directly to Chriss Winston's office with an info copy to my office by 12:00 TODAY Thursday, February 2. Thank you.

RESPONSE:   
*GWJ*

James W. Cicconi  
Assistant to the President  
and Deputy to the Chief of Staff  
Ext. 2702

(Klugmann)  
February 2, 1989  
6:00 p.m.

PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS  
MONDAY, FEBRUARY 6, 1989

*needs an adjective - like "my friend" or something*

Thank you very much. It is a great pleasure to be here for the swearing-in of Carla Hills as United States Trade Representative. This will be a position of great importance in *to the future of our country* the years ahead. Trade issues have taken on a new prominence with the emergence of a truly global economy.

*it's already is.*

Our goal in this Administration, simply put, is to open markets, not to close them; to fight protectionism, not to institute it. We are going to work to promote American exports and to see to it that in dealing with the United States other Nations play by the rules. Fairness demands nothing less than that, but even more, that is what is required to make the system work in a manner that will benefit all the free Nations of the world.

America, as the world's number one trading nation, has the largest stake in the continued expansion of world trade, which has been one of the key factors in our growing prosperity. In addition, our trade relationships are a vital factor in America's international alliances that help secure freedom and stability for so much of the world. We will apply firmness to help promote what is fair, but we will always remember that our major trading partners are not America's enemies, they are her allies.

At the same time, we have a leading role to play in modernizing a trading system that has served the world well for over four decades. There is a new and dynamic international

economy that offers the chance for higher levels of prosperity for all Nations which freely participate in it.

We want to do more to remove trade barriers, to address the issue of agriculture, and to bring the benefits of free trade to new areas, including services, investment, and the protection of intellectual property. The current Uruguay round of the GATT talks holds many opportunities for new progress in multi-lateral negotiations.

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I have great confidence in the ability and wisdom of Carla Hills, which is why I chose her for this critically-important post. This is her second Cabinet-level position, and she won bi-partisan respect for her service as Secretary of the Department of Housing and Urban Development.

She is a skilled negotiator with a strong international background and extensive experience in Government. Trade issues involve listening to many voices within our Nation, while working with the full-breadth of Government and maintaining a clear sense of mission. I can think of no one better suited to this task or better able to represent the United States than Carla Hills.

And, Carla, it is my pleasure to now witness you take the oath of office, once again. [Sec. Hills takes the oath.]

What about a challenge to USTR staff ?

THE WHITE HOUSE  
WASHINGTON



February 2, 1989

MEMORANDUM FOR CHRISS WINSTON  
DEPUTY ASSISTANT TO THE PRESIDENT  
FOR COMMUNICATIONS

FROM: C. DEAN MCGRATH, JR. *CDM*  
ASSOCIATE COUNSEL TO THE PRESIDENT

SUBJECT: Presidential Remarks: Swearing-in of Carla Hills  
as United States Trade Representative

Counsel's office has reviewed the above-referenced Presidential remarks, and we have no legal objection to their delivery.

cc: James W. Cicconi

# WHITE HOUSE STAFFING MEMORANDUM

DATE: 2/2/89 ACTION/CONCURRENCE/COMMENT DUE BY: 12:00 TODAY

SUBJECT: PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input checked="" type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	STUDDERT	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BATES	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMEYER	<input type="checkbox"/>	<input type="checkbox"/>
BREEDEN	<input type="checkbox"/>	<input type="checkbox"/>	<u>WINSTON</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>ROGERS</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

**REMARKS:**

Please provide your comments/recommendations directly to Chriss Winston's office with an info copy to my office by 12:00 TODAY Thursday, February 2. Thank you.

*Language could be a little more colorful in the speech*

**RESPONSE:**

*maybe a quotation or two.*

**James W. Cicconi**  
Assistant to the President  
and Deputy to the Chief of Staff  
Ext. 2702

(Klugmann)  
February 2, 1989  
6:00 p.m.

PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS  
MONDAY, FEBRUARY 6, 1989

Thank you very much. It is a great pleasure to be here for the swearing-in of Carla Hills as United States Trade Representative. This will be a position of great importance in the years ahead. Trade issues have taken on a new prominence with the emergence of a truly global economy.

Our goal in this Administration, simply put, is to open markets, not to close them; to fight protectionism, not to institute it. We are going to work to promote American exports and to see to it that in dealing with the United States other Nations play by the rules. Fairness demands nothing less than that, but even more, that is what is required to make the system work in a manner that will benefit all the free Nations of the world.

America, as the world's number one trading nation, has the largest stake in the continued expansion of world trade, which has been one of the key factors in our growing prosperity. In addition, our trade relationships are a vital factor in America's international alliances that help secure freedom and stability for so much of the world. We will apply firmness to help promote what is fair, but we will always remember that our major trading partners are not America's enemies, they are her allies.

At the same time, we have a leading role to play in modernizing a trading system that has served the world well for over four decades. There is a new and dynamic international

economy that offers the chance for higher levels of prosperity for all Nations which freely participate in it.

We want to do more to remove trade barriers, to address the issue of agriculture, and to bring the benefits of free trade to new areas, including services, investment, and the protection of intellectual property. The current Uruguay round of the GATT talks holds many opportunities for new progress in multi-lateral negotiations.

There is also a new international impetus for trade expansion created by the Canada-U.S. free trade agreement. This agreement can serve as a model for developing new, constructive reciprocal trade agreements within this hemisphere and across the two great oceans.

I have great confidence in the ability and wisdom of Carla Hills, which is why I chose her for this critically-important post. This is her second Cabinet-level position, and she won bi-partisan respect for her service as Secretary of the Department of Housing and Urban Development.

She is a skilled negotiator with a strong international background and extensive experience in Government. Trade issues involve listening to many voices within our Nation, while working with the full-breadth of Government and maintaining a clear sense of mission. I can think of no one better suited to this task or better able to represent the United States than Carla Hills.

And, Carla, it is my pleasure to now witness you take the oath of office, once again. [Sec. Hills takes the oath.]

(Klugmann)  
February 2, 1989  
6:00 p.m.

PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS  
MONDAY, FEBRUARY 6, 1989

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And, Carla, it is my pleasure to now witness you take the oath of office, once again. [Sec. Hills takes the oath.]

(Klugmann)  
February 2, 1989  
6:00 p.m.

PRESIDENTIAL REMARKS: SWEARING-IN OF SECRETARY HILLS  
MONDAY, FEBRUARY 6, 1989

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I have great confidence in the ability and wisdom of Carla Hills, which is why I chose her for this critically-important post. This is her second Cabinet-level position, and she won bi-partisan respect for her service as Secretary of the Department of Housing and Urban Development.

She is a skilled negotiator with a strong international background and extensive experience in Government. Trade issues involve listening to many voices within our Nation, while working with the full-breadth of Government and maintaining a clear sense of mission. I can think of no one better suited to this task or better able to represent the United States than Carla Hills.

And, Carla, it is my pleasure to now witness you take the oath of office, once again. [Sec. Hills takes the oath.]

THE WHITE HOUSE

WASHINGTON

I have a small gift for you as well, Carla. As I noted, you promised the Senate that you will try to ensure free trade with our trading partners by extending a handshake, but if necessary, you'd use a crowbar. I am pleased therefore to present you with this official presidential crowbar, for use only as needed in the line of duty. I am confident, however, that your experience and substantial negotiating skill will make your handshake alone a powerful force for free trade.

MILLS

- 2 -

of our country. I greatly respect their dedication and expertise, and I'm glad so many of you could be here today.

America, as the world's number one trading nation, has the largest stake in the continued expansion of world trade, which has been one of the key factors in our growing prosperity. In addition, our trade relationships are a vital factor in America's international alliances that help secure freedom and stability for so much of the world. We will apply firmness to help promote what is fair, but we will always remember that our major trading partners are not America's enemies, they are her allies.

We have a leading role to play in modernizing a trading system that has served the world well for over four decades. There is a new and dynamic international economy that offers the chance for higher levels of prosperity for all Nations which freely participate in it.

We want to do more to remove trade barriers, to address the issue of agriculture, and to bring the benefits of free trade to new areas, including services, investment, and the protection of intellectual property. The current Uruguay round of the GATT talks holds many opportunities for progress in multilateral negotiations.

There is also a new international impetus for trade expansion created by the Canada-U.S. Free Trade Agreement. This agreement can serve as a model, ~~for developing new, constructive~~ ~~reciprocal trade agreements within this hemisphere and across the~~ ~~two great oceans.~~ *all nations, and proves that the* *ever* *free trade between nations is the wave of the future.*

(Klugmann)  
February 3, 1989  
3:30 p.m. (revised)

PRESIDENTIAL REMARKS: SWEARING-IN OF AMBASSADOR HILLS  
MONDAY, FEBRUARY 6, 1989

Thank you very much. It is a great pleasure to be here for the swearing-in of my friend Carla Hills as United States Trade Representative. This is a position of great importance to the future of our country. With the emergence of a truly global economy, trade issues have taken on a new prominence. And I think, as Lord Macaulay so rightly said, that "Free trade [is] one of the greatest blessings which a government can confer on a people...."

I have great confidence in the ability, wisdom, and toughness of Carla Hills, which is why I chose her for this critically important post. This is her second Cabinet-level position, and she won universal respect for her service as Secretary of the Department of Housing and Urban Development. And I know that she will win strong support in her current role.

She is a skilled negotiator with a strong international background and extensive experience in Government. Trade issues involve listening to many voices within our Nation, while working with the full breadth of Government and maintaining a clear sense of mission. As I said when I nominated her, I can think of no one better suited to be America's "trade minister at home and abroad."

And Carla will have a very committed and talented group of people at U.S.T.R. who work hard and bargain hard for the people

of our country. I greatly respect their dedication and expertise, and I'm glad so many of you could be here today.

America, as the world's number one trading nation, has the largest stake in the continued expansion of world trade, which has been one of the key factors in our growing prosperity. In addition, our trade relationships are a vital factor in America's international alliances that help secure freedom and stability for so much of the world. We will apply firmness to help promote what is fair, but we will always remember that our major trading partners are not America's enemies, they are her allies.

We have a leading role to play in modernizing a trading system that has served the world well for over four decades. There is a new and dynamic international economy that offers the chance for higher levels of prosperity for all Nations which freely participate in it.

We want to do more to remove trade barriers, to address the issue of agriculture, and to bring the benefits of free trade to new areas, including services, investment, and the protection of intellectual property. The current Uruguay round of the GATT talks holds many opportunities for progress in multilateral negotiations.

There is also a new international impetus for trade expansion created by the Canada-U.S. Free Trade Agreement. This agreement can serve as a model, and it proves that freer trade between Nations is the wave of the future.

Ladies and gentlemen, the goal of this Administration's trade policy, simply put, is to open markets, not to close them; to fight protectionism, not to give in to it.

We don't want an America that is closed to the world. What we want is a world that is open to America. We are going to work to promote American exports and to see to it that in dealing with the United States other Nations play by the rules. As Carla said during her confirmation hearings, we will open foreign markets with a crowbar wherever necessary, but with a handshake whenever possible.

And, Carla, it is my pleasure to now witness you take the oath of office, once again. [Ambassador Hills takes the oath.]

Congratulations. I have a small gift for you as well, Carla. As I noted, you promised the Senate that you will try to ensure free trade with our trading partners by extending a handshake, but if necessary, you'd use a crowbar. I am pleased therefore to present you with this official presidential crowbar, for use only as needed in the line of duty. I am confident, however, that your experience and substantial negotiating skill will make your handshake alone a powerful force for free trade.

# # #

THE WHITE HOUSE

Office of the Press Secretary

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For Immediate Release

February 6, 1989

REMARKS BY THE PRESIDENT  
AND UNITED STATES TRADE REPRESENTATIVE  
CARLA HILLS AT SWEARING-IN CEREMONY

Indian Treaty Room

1:45 P.M. EST

THE PRESIDENT: Thank you very much. Well, it is a great pleasure for me to be here for the swearing-in of our friend, Carla Hills, as U. S. Trade Representative. This is a position of great importance to our country. And with the emergence of a truly global economy, trade issues have taken on a new prominence. And I think, as Lord Macaulay so rightly said, that "Free trade is one of the greatest blessings which a government can confer on a people."

I have great confidence in the ability, the wisdom, and the toughness of Carla Hills, which is why I chose her in the first place for this critically important post. This is her second Cabinet position, and she won universal respect for her service as Secretary at the Department of HUD -- Housing and Urban Development. And I know that she'll win strong support in this important current role.

She's a skilled negotiator with a strong international background and extensive experience in government. Trade issues involve listening to many voices within our nation, while working with the full breadth of government and maintaining a clear sense of mission. As I said when I nominated her, I can think of no one better suited to be America's trade minister at home and abroad.

And Carla will have a very committed and talented group of people at USTR who work hard and bargain hard for the people of our country. I greatly respect, incidentally, the dedication and expertise of those with whom Carla will be working at USTR, and I'm glad that many of you are here with us today.

America, as the world's number one trading nation, has the largest stake in the continued expansion of world trade, which has been one of the key factors in our growing prosperity. In addition, our trade relationships are a vital factor in our -- America's international alliances that help secure freedom and stability for so much of the world. We will apply firmness to help promote what is fair, but we will always remember that our major trading partners are not our enemies, but, indeed, they are our allies.

We have a leading role to play in modernizing a trading system that has served the world well for over four decades. There's a new and dynamic international order in the economy that offers the

between nations is the wave of the future.

Ladies and gentlemen, the goal of this administration's trade policy, simply put, is to open markets, not close them; to fight protectionism, not to give in to it.

We don't want an America that is closed to the world. What we want is a world that is open to America. We're going to work to promote American exports and to see to it that in dealing with the United States other nations play by the rules. As Carla said during her own confirmation hearings, we will open foreign markets with a crowbar where necessary, but with a handshake whenever possible.

And, Carla, it is now my pleasure to witness you take the oath of office. And we're very fortunate that Judge Scalia, one of our Supreme Court Justices, is here with us today. (Applause.)

(Ambassador Hills is sworn in.) (Applause.)

AMBASSADOR HILLS: Thank you. Mr. President, Justice Scalia, members of Congress, distinguished guests and dear friends, I thank you one and all for being here, and I especially want to thank the members of my wonderful family for their enormous support, and I confess that I am absolutely thrilled that they're all with me today.

I am honored and I look forward to serving as the United States Trade Representative, and to all of you I pledge to devote all of my energies to carrying out the trade policy goals that you, Mr. President, have just outlined. We will seek to open markets, not close them, and we will fight protectionism, not give in to it.

You can be certain -- absolutely certain, Mr. President -- that those are the goals of the office of U.S. Trade Representative. We seek free trade not just for a more prosperous America -- we seek it as a part of our great quest for a freer, fairer and more prosperous world. Rather we seek to have our markets opened -- our foreign markets opened to the entire community of nations, rich and poor, and from that unfettered commercial exchange comes healthy world growth and increased prosperity for all people. As a nation, we seek open trade because that goal is as morally correct as it is economically beneficial.

During the past week, I have had the opportunity to meet with and work with the extraordinarily talented and dedicated women and men at the U.S. Trade Representative's office, and, Mr. President, with this group of splendid professionals, we can meet the challenge that you have give us. Our office will work closely with other federal agencies and with Congress, and I know that you, Mr. President, share my gratitude for the commitments that members of both the House and the Senate have made to work alongside of our trade negotiators. And we all have gained immeasurably in drawing upon the experience and the commitment of the private sector. Together we can build an expanding multilateral trade system based upon equitable, clear and enforceable rules, we can strengthen our bilateral relationships and we can uphold our trade laws. In short, we can do great things together.

by a lot of conviction, is going to get the job done for the most part. But I was thinking the other day, when we had the Prime Minister of Japan here, and he met Carla -- perhaps not for the first time, but the first time officially with her new role about to unfold as USTR -- and maybe I was dreaming something, but I thought I saw him looking her over very carefully -- (laughter) -- and I just have a funny feeling that that combination of the handshake and the crowbar is going to be tremendously successful. (Laughter and applause.)

AMBASSADOR HILLS: Thank you very much. Thank you all for being here.

END

1:57 P.M. EST