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(Smith/Garmey)
November 16, 1990
7 A.M.
CASINO

PRESIDENTIAL REMARKS: CASINO MEETING
MONTERREY, MEXICO
TUESDAY, NOVEMBER 27, 1990
11:45 A.M.

Secretary Serra, Secretary Brady, Secretary Mosbacher,
Ambassador Hills, Ambassador Negroponte [NEG-ró-ponti], friends.
Thank you, Mr. President, for that kind introduction.

Already, this has been a memorable visit. Yesterday, I was
President Salinas' guest in his home town of Agualeguas [AG-WA-
LAY-GWAS]. I'll never forget the great barbecue we had -- nor
the rodeo which preceded it. //

((I hadn't been to a rodeo since I hosted the seven-Nation
Economic Summit last June in Houston. Of course, I'm not
counting the times my opposition in Washington has tried to
lassoo me since then.)) //

This morning I got to thinking what a great 16th Century
writer, Bernal Diaz, once said of Mexico: "I stood looking at it
and thought that never in the world would there be discovered
other lands such as these." //

Over the last day I've learned anew the meaning of those
words. I've seen a Nation proud of **yesterday** -- and buoyant
about **tomorrow**. And thought of how our two countries are both
friends, and allies -- enhancing what is already one of the
world's broadest and most complex bilateral relationships. //

Think about it: Today, more people cross the border than ever before. / Today, more illegal drugs are being seized than ever before. / Today, more universities are developing exchange programs than ever before. / And more is being done between us to protect our environment -- up here along the Rio Grande to as far south as the tropical forests of Lacondon [La-KOAN-Doan]. //

You can see why Mexico is so strong -- and why the relationship between our Nations has never been more special. Yet it is difficult to imagine any theme more vital than the one you are discussing this morning -- how the private sector can create and, yes, expand the economic resources that sustain our relationship as a whole. //

In my travels here I've seen a symbol in all your government buildings. It's an eagle landing on a cactus -- the Aztec symbol for the founding of Mexico. // Well, this meeting can help create another historic founding -- the passage of a Free Trade Agreement between America and Mexico. //

Free trade means more jobs and productivity. Consider that Mexico is now America's third-largest trading partner -- \$52 billion in trade last year, and 1990's numbers should be even higher. / Mexico has long understood the economic importance of **America**. Finally, America realizes the economic importance of **Mexico**. / Since every billion dollars of exports creates roughly 25,000 jobs, more **cooperation** means more **ways** to make progress a reality. //

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America's third-largest trading partner -- \$52 billion in trade in 1989, and this year's number should be even higher. Since every billion dollars of exports creates roughly 25,000 jobs, more cooperation means more prosperity for more people.

I know there is no blueprint; no one size fits-all approach to progress and reform. Each nation in this region must decide how best to achieve economic growth. But it was President Salinas who said in his recent State of the Union Address, "Mexico doesn't want to be a third world nation. It wants to be a first world nation."

He understands that prosperity in this hemisphere depends on trade not aid. Already, your automotive, electronic, tourism and other industries have shown world-class productive capability and when you grow, we grow. A Mexico that wants to get out and compete has selling power, but it also has buying power. That's good for Mexico and good for America.

Negotiating a Free Trade Agreement won't be easy. We will hear criticism -- just as we did when we negotiated the Free Trade Agreement with Canada. But we should remember what trade liberalization can and already has done.

In 1988, Mexico entered the GATT-- and ^{our} bilateral trade with Mexico soared to \$52 billion -- up \$17 billion from the year before. ^{GATT entry} The bond industry took hold and reached growth rates of 20 percent a year, creating half-a-million jobs. Virtually, everyone favors free trade, but not everyone has the vision to make it a reality. I believe Mexico and the United States do --

be done. Let's remember what trade liberalization **can** and has **already** done. //

Mexico enters GATT -- and bilateral trade soars by \$17 billion from the \$35 billion of 1987. / The bond industry takes hold -- and reaches growth rates of 20 percent a year, creating half a million jobs. // Virtually everyone favors free trade -- but not everyone has the vision to make it a reality. I believe Mexico and America do -- and I ask you not only to make it happen, but to make it succeed. //

We are two Nations -- but one family. Sharing the same values of hard work, belief in private enterprise, and love of God. // Thank you for what you **have** and **will** do to strengthen them. And let me leave you with these words of the great Mexican philosopher, Alfonso Reyes [REYES], born 101 years ago: "Let us go forward together," he said: "Together in our efforts -- together in friendship and affection -- ever together." //

Thanks to my good friend President Salinas -- and to all of you. And God bless the great Nation of Mexico.

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Casino

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Comments

CABINET AFFAIRS

PRESIDENTIAL REMARKS: CASINO MEETING
MONTERREY, MEXICO
TUESDAY, NOVEMBER 27, 1990
11:45 A.M.

apparently Salinas
will not be in
attendance (Treasury)

Ambassador (Treasury)

Secretary Serra, Secretary Mosbacher, ~~Mrs.~~ Hills, friends.

Thank you, (Mr. President,) for that kind introduction and for the warm friendship that has grown between our families and our countries.

You know, forty-seven years ago, the last American President to visit Monterrey, Franklin Roosevelt told of his hopes that one day every Mexican and American President would feel at "liberty to visit each other just as neighbors visit each other"-- just as neighbors talk things over and get to know one another." Today, that dream of a special relationship between the United States and Mexico is no longer a dream. It is as real as the spirit and drive, the compassion and courage of this great Mexican President and his people.

Bernal Diaz, a great 16th Century writer, once wrote of Mexico "that never in the world would there be discovered other lands such as these." The Mexico of 1990 lives up to that early vision. Yours is a land of beauty and the boundless energy of a creative people. It is a land of optimism and a land of infinite opportunity.

You are a nation proud of yesterday and hopeful for the future, and it is a future the United States wants to share.

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It is easy to see why Mexico is so strong-- and why the relationship between our two nations has never been more important or interrelated. Today, more people are crossing the borders joining our countries than ever before - crossing legally and establishing strong social, cultural and economic ties.

Today, our governments are working closely to win the war on drugs -- a war that takes a terrible toll on the lifeblood of both Mexico and the United States. ^{And ~~our~~ ^{Their (Justice)} efforts are beginning to pay off as we see more illegal drugs seized than ever before. We also see more and more universities on both sides of the border developing exchange programs as we work to encourage intellectual achievement and better understanding between our peoples. And we have committed ourselves to protect our environment.}

But it is difficult to imagine any theme more vital than the one you are discussing this morning -- how the private sector can create and expand the economic resources that sustain our relationship as a whole.

I can tell you that I am convinced that the most important step we can take together as nations and as two peoples with drive and determination is the passage of a Free Trade Agreement between the United States and Mexico.

You know that free trade means more jobs and productivity for both Mexicans and Americans. You understand the economic importance of the United States; and America, too, realizes the economic importance of Mexico. Consider that Mexico is now

our attorneys general, investigators and prosecutors have been meeting regularly and working closely together.
(Justice)

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America's third-largest trading partner -- \$52 billion in trade in 1989, and this year's number should be even higher. Since every billion dollars of exports creates roughly 25,000 jobs, more cooperation means more prosperity for more people.

I know there is no blueprint; no one size fits-all approach to progress and reform. Each nation in this region must decide how best to achieve economic growth. But it was President Salinas who said in his recent State of the Union Address, "Mexico doesn't want to be a third world nation. It wants to be a first world nation.

He understands that prosperity in this hemisphere depends on trade not aid. Already, your automotive, electronic, tourism and other industries have shown world-class productive capability and when you grow, we grow. A Mexico that wants to get out and compete has selling power, but it also has buying power. That's good for Mexico and good for America.

Negotiating a Free Trade Agreement won't be easy. We will hear criticism -- just as we did when we negotiated the Free Trade Agreement with Canada. But we should remember what trade liberalization can and already has done.

In 1988, Mexico entered the GATT-- and bilateral trade soared to \$52 billion -- up \$17 billion from the year before. The bond industry took hold and reached growth rates of 20 percent a year, creating half-a-million jobs. Virtually, everyone favors free trade, but not everyone has the vision to make it a reality. I believe Mexico and the United States do --

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and I ask you not only to help make it happen but to make it succeed.

Both our peoples can then look to a future of peace and prosperity. A proud future for two nations sharing not just common borders -- not just common ideals but a friendship that last generations.

Thank you for your kindness and a truly wonderful visit. Thanks to my good friend President Salinas -- and God bless the great nation of Mexico.

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**CASINO MEETING \ MONTERREY, MEXICO
TUESDAY, NOVEMBER 27, 1990 \ 11:45 A. M.**

SECRETARY SERRA, SECRETARY BRADY, ATTORNEY GENERAL THORNBURGH, SECRETARY MOSBACHER, AMBASSADOR HILLS, AND DEPUTY SECRETARY EAGLEBURGER, FRIENDS. THANK YOU, MR. PRESIDENT, FOR THAT KIND INTRODUCTION AND FOR THE WARM FRIENDSHIP THAT HAS GROWN BETWEEN OUR FAMILIES AND OUR COUNTRIES.

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YOU KNOW, FORTY-SEVEN YEARS AGO, THE LAST AMERICAN PRESIDENT TO VISIT MONTERREY -- FRANKLIN ROOSEVELT -- TOLD OF HIS HOPES THAT ONE DAY EVERY MEXICAN AND AMERICAN PRESIDENT WOULD FEEL AT "LIBERTY TO VISIT EACH OTHER JUST AS NEIGHBORS VISIT EACH OTHER" -- JUST AS "NEIGHBORS TALK THINGS OVER AND GET TO KNOW ONE ANOTHER." TODAY, THAT DREAM OF A SPECIAL RELATIONSHIP BETWEEN THE UNITED STATES AND MEXICO IS NO LONGER A DREAM.

IT IS AS REAL AS THE SPIRIT AND DRIVE, THE COMPASSION AND COURAGE OF THIS GREAT MEXICAN PRESIDENT AND HIS PEOPLE.

BERNAL DIAZ, A GREAT 16TH CENTURY WRITER, ONCE WROTE OF MEXICO "THAT NEVER IN THE WORLD WOULD THERE BE DISCOVERED OTHER LANDS SUCH AS THESE." THE MEXICO OF 1990 LIVES UP TO THAT EARLY VISION. YOURS IS A LAND OF BEAUTY AND THE BOUNDLESS ENERGY OF A CREATIVE PEOPLE. IT IS A LAND OF OPTIMISM AND A LAND OF INFINITE OPPORTUNITY.

YOU ARE A NATION PROUD OF YESTERDAY AND HOPEFUL FOR THE FUTURE, AND IT IS A FUTURE THE UNITED STATES WANTS TO SHARE.

IT IS EASY TO SEE WHY MEXICO IS SO STRONG -- AND WHY THE RELATIONSHIP BETWEEN OUR TWO NATIONS HAS NEVER BEEN BETTER, NEVER MORE IMPORTANT OR INTERRELATED. TODAY, MORE PEOPLE ARE CROSSING THE BORDERS JOINING OUR COUNTRIES THAN EVER BEFORE -- CROSSING LEGALLY AND ESTABLISHING STRONG SOCIAL, CULTURAL AND ECONOMIC TIES.

TODAY, OUR GOVERNMENTS ARE WORKING CLOSELY TO WIN THE WAR ON DRUGS -- A WAR THAT TAKES A TERRIBLE TOLL ON THE LIFEBLOOD OF BOTH MEXICO AND THE UNITED STATES. OUR LAW ENFORCEMENT OFFICIALS HAVE BEEN MEETING REGULARLY WITH THEIR COUNTERPARTS IN MEXICO AND WORKING CLOSELY TOGETHER. THEIR EFFORTS ARE BEGINNING TO PAY OFF AS WE SEE MORE ILLEGAL DRUGS SEIZED THAN EVER BEFORE.

WE ALSO SEE MORE AND MORE UNIVERSITIES ON BOTH SIDES OF THE BORDER DEVELOPING EXCHANGE PROGRAMS AS WE WORK TO ENCOURAGE INTELLECTUAL ACHIEVEMENT AND BETTER UNDERSTANDING BETWEEN OUR PEOPLES. AND WE HAVE COMMITTED OURSELVES TO PROTECT OUR ENVIRONMENT.

BUT IT IS DIFFICULT TO IMAGINE ANY THEME MORE VITAL THAN THE ONE YOU ARE DISCUSSING THIS MORNING -- HOW THE PRIVATE SECTOR CAN CREATE AND EXPAND THE ECONOMIC RESOURCES THAT SUSTAIN OUR RELATIONSHIP AS A WHOLE.

I CAN TELL YOU THAT I AM CONVINCED THAT THE MOST IMPORTANT STEP WE CAN TAKE TOGETHER AS TWO NATIONS AND AS TWO PEOPLES WITH DRIVE AND DETERMINATION IS THE CONCLUSION OF A FREE TRADE AGREEMENT BETWEEN THE UNITED STATES AND MEXICO.

YOU KNOW THAT FREE TRADE MEANS MORE JOBS AND PRODUCTIVITY FOR BOTH MEXICANS AND AMERICANS. YOU UNDERSTAND THE ECONOMIC IMPORTANCE OF THE UNITED STATES; AND AMERICA, TOO, REALIZES THE ECONOMIC IMPORTANCE OF MEXICO.

CONSIDER THAT MEXICO IS NOW AMERICA'S THIRD-LARGEST TRADING PARTNER -- \$52 BILLION IN TRADE IN 1989, AND THIS YEAR'S NUMBER SHOULD BE EVEN HIGHER. SINCE EVERY BILLION DOLLARS OF EXPORTS CREATES ROUGHLY 25,000 JOBS, MORE COOPERATION MEANS MORE PROSPERITY FOR MORE PEOPLE.

I KNOW THERE IS NO BLUEPRINT; NO "ONE-SIZE-FITS-ALL" APPROACH TO PROGRESS AND REFORM. EACH NATION IN THIS REGION MUST DECIDE HOW BEST TO ACHIEVE ECONOMIC GROWTH.

BUT IT WAS PRESIDENT SALINAS WHO SAID IN HIS RECENT STATE OF THE UNION ADDRESS, "MEXICO DOESN'T WANT TO BE A THIRD WORLD NATION. IT WANTS TO BE A FIRST WORLD NATION.

HE UNDERSTANDS THAT PROSPERITY IN THIS HEMISPHERE DEPENDS ON TRADE NOT AID. ALREADY, YOUR AUTOMOTIVE, ELECTRONIC, TOURISM AND OTHER INDUSTRIES HAVE SHOWN WORLD-CLASS PRODUCTIVE CAPABILITY, AND WHEN YOU GROW, WE GROW.

A MEXICO THAT WANTS TO GET OUT AND COMPETE HAS SELLING POWER, BUT IT ALSO HAS BUYING POWER. THAT'S GOOD FOR MEXICO AND GOOD FOR AMERICA.

NEGOTIATING A FREE TRADE AGREEMENT WON'T BE EASY. WE WILL HEAR CRITICISM -- JUST AS WE DID WHEN WE NEGOTIATED THE FREE TRADE AGREEMENT WITH CANADA. BUT WE SHOULD REMEMBER WHAT TRADE LIBERALIZATION CAN AND ALREADY HAS DONE.

[IN 1988, MEXICO ENTERED THE GATT -- AND OUR BILATERAL TRADE WITH MEXICO SOARED TO OVER \$50 BILLION -- UP \$17 BILLION FROM THE YEAR BEFORE GATT ENTRY. VIRTUALLY EVERYONE FAVORS FREE TRADE, BUT NOT EVERYONE HAS THE VISION TO MAKE IT A REALITY. I BELIEVE MEXICO AND THE UNITED STATES DO -- AND I ASK YOU NOT ONLY TO HELP MAKE IT HAPPEN, BUT TO MAKE IT SUCCEED.

BOTH OUR PEOPLES CAN THEN LOOK TO A FUTURE OF PEACE AND PROSPERITY. A PROUD FUTURE FOR TWO NATIONS SHARING NOT JUST COMMON BORDERS, NOT JUST COMMON IDEALS, BUT A FRIENDSHIP THAT CAN LAST GENERATIONS.

THANK YOU FOR YOUR KINDNESS AND A TRULY WONDERFUL VISIT. THANKS TO MY GOOD FRIEND PRESIDENT SALINAS -- AND GOD BLESS THE GREAT NATION OF MEXICO.

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