

Originally Processed With FOIA(s):

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FOIA Number:

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# FOIA MARKER

**This is not a textual record. This is used as an administrative marker by the George Bush Presidential Library Staff.**

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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:** 13551  
**Folder ID Number:** 13551-005

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**Folder Title:**  
Santiago Chamber of Commerce, 12/7/90

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Stack:	Row:	Section:	Shelf:	Position:
<b>G</b>	<b>26</b>	<b>16</b>	<b>6</b>	<b>1</b>

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(Smith/Dooley)  
Dec. 4, 1990  
3:30 p.m.  
CHILE

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
SANTIAGO, CHILE  
FRIDAY, DECEMBER 7, 1990  
7:55 A.M.

Ambassador Gillespie, members of AmCham Chile, friends. I want to thank you, Ed [Tillman], for those kind words. It is an honor to be with you -- and to be the first American President to visit Chile in thirty years. //

Three decades ago, the last U.S. President to visit Chile said this to your country's Congress: The friendship between the two Nations is based on "shared philosophy, -- faith in God, respect for the spiritual dignity of man, and the conviction that government must be the servant of the people." //

Today, our two Nations are united as never before by those beliefs Dwight Eisenhower spoke of so eloquently. But we are also united in another way -- through our commitment to bring democracy and prosperity to all the people of this hemisphere. // We are witnessing the brink of an era of unparalleled opportunity -- a New Dawn in the New World. //

As business leaders, you have an especially crucial role to play to ensure that Chile continues down this path to prosperity. Already, you have helped the United States become Chile's largest trading partner. We want to further expand that trade, and we will. But only if both economies continue to remain open -- open to ideas, open to reform, open to free-market creativity. //

That requires continued support for Chile's embrace of democracy. As your President said this fall in New York at the Council of the Americas: "Chile is showing that an expanding, stable, and equitable economy is compatible with an open and democratic political system." //

President Aylwin knows that the tide toward freedom -- once begun -- is irresistible. In that spirit, we can take great pride in recently concluding a trade and investment framework agreement between our countries. America's confidence in Chilean business is a major reason for this accomplishment. // Yet even better times -- I believe -- lie ahead. //

Last June, I proposed a wide-ranging initiative to begin a new economic partnership in the hemisphere -- supported by leaders like President Aylwin who know that the key to progress is **trade, not aid.** // We call it the Enterprise for the Americas an initiative to help bring prosperity to Chile and its neighbors through free trade, official debt reduction, and foreign investment. It is designed to build on the market-oriented economic reforms pioneered by Chile and now sweeping Latin America. These reforms -- privatization, removing trade and investment barriers, eliminating failed state planning -- are the key to restoring economic growth in the next decade. // I call on the business sectors of Chile and the United States to make the **individual** -- not the State -- our voice of tomorrow. // Through Enterprise For the Americas, we can -- and must -- create free and open trade throughout the hemisphere.//

Progress on free trade can help to actively stem the siren song of **protectionism**. // Consider that Japan receives Chilean food. And Peru buys Chilean forestry products. The European community buys your fruit. And the United States takes about 18 percent of Chilean exports. //

Free trade will help the farmer in San Fernando -- the miner in Atacama -- the worker in Valdivia gain what all Chileans deserve: Employment and economic opportunity. // But **free trade** is just one way to reach this New World we envision. A second is **official debt reduction**. //

The Enterprise Initiative for the Americas' includes a number of proposals to address debt reduction in Latin America. Our Congress has authorized one of these proposals -- the reduction of food assistance debt -- and I will do all I can to see that our Congress approves all our bilateral debt reduction proposals next year. I am pleased that Chile has been a pioneer of similar creative programs to reduce commercial bank debt. **Debt for equity swaps** -- exchanges that have transformed burdensome debt from a drag on development into new opportunities for growth. //

Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the **third** and **final** part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

Since 1985, about **\$2.5 billion** U.S. investment dollars have flowed into Chile. And from 1990-95, a projected **\$13.2 billion**

dollars will aid Chile's development -- most of it focusing on mining, industry, energy, and telecommunications. // From the Andes to the coast of Alaska, our Nations must -- and **have** -- become **partners** -- not merely **friends**. //

But we want to spur even **more** investment. The Inter-American Development Bank is moving forward on a new lending program to help countries improve their ability to attract investment. In addition, OPIC -- the Overseas Private Investment Corporation -- has begun to encourage investment in **Chile**. // I have asked OPIC to mobilize resources to design a financial model for private investment throughout Latin America. And because Chile is already a pioneer, OPIC members will visit here early next year bringing a group of private investors to discuss investment and joint-venture opportunities. // What's more, your companies have become an example of reform.

What's more, your companies have become an example of reform. Chile, indeed Latin America as a whole, has already proven that market forces work and that we market reforms are the way to prosperity. For example, the great Latin American economist, Hernando de Soto, found in Peru that the ordinary streetside entrepreneurs of Lima -- without any centralized, bureaucratic direction -- are producing wealth on a scale that rivals the economy officially-approved by the state bureaucracy. If the streetside enterprises can cumulatively produce such wealth, imagine what more and larger enterprises can produce if government just lets them.

So let us build on these beginnings -- and carry them to your neighbors. Give us your ideas on the privatization of state enterprises. Tell us how investment has enriched your Nation -- so that further investment can enrich the Southern Hemisphere. //

Less than a decade from now, we will enter the 21st Century. Already, we see its outline. // It will be a world in which those Nations which modernize and compete will prosper. A world in which investment and trade will create opportunity and progress. // I see a world where only unprecedented cooperation among Nations can confront a new generation of challenges. A new world which reflects the spirit of the Chilean people.

Today -- **together** -- we have the chance to fulfill those words -- to make the New Dawn of our New World an age of the offered hand and open heart. So let us achieve, as the diplomatic note said, "A community of shared ideas, of feelings and necessities." Acting not for ourselves alone -- but for the generations to come. //

Thank you for this occasion. Good luck to you all. And God bless the Nations we so dearly love -- Chile and the United States of America.

# # # #

Not  
Reconciled

(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
SANTIAGO, CHILE  
FRIDAY, DECEMBER 7, 1990  
7:55 A.M.

Ambassador Gillispie, members of AmCham Chile, friends. I want to thank you, Ed [Tillman], for those kind words. It is an honor to with you -- and to be the first American President to visit Chile in thirty years. //

I want first to salute my friend and vecino [ve-see-no], President Aylwin. Two months ago, we first met at the White House. Over the last day, I have again had the chance to observe his insight and eloquence. // There is a Chilean word -- "salvaje" [ ] -- which describes such leadership. I thank your President on behalf of every American. //

Three decades ago, the last U.S. President to visit Chile said this to your country's Congress: "The friendship between the two Nations is based on shared philosophy, on faith in God, respect for the spiritual dignity of man, and the conviction that government is the servant of the people." //

Today, our two Nations are united as never before by those beliefs Dwight Eisenhower spoke of so eloquently. But we are also united in another way -- through our efforts to bring democracy and prosperity to all the people of this hemisphere. // We stand at the bring of an era of unparalleled opportunity -- at the brink of New Dawn in the New World. //

As business leaders, you have an especially crucial role to play to ensure that Chile continues down this path to prosperity. Already, you have helped America become Chile's largest trading partner. We want to further expand that trade, and and we will. But only if both economies remain open -- open to ideas, open to reform, open to free-market creativity. // That requires continued support for Chile's embrace of democracy. As your President said this fall at the United Nations: "Chile is showing that an expanding, stable, and equitable economy is compatible with an open and democratic political system." //

President Aylwin knows that the tide toward freedom -- once begun -- is irresistible. In that spirit, we can take great pride in recently concluding a trade and investment framework agreement between our countries. America's confidence in Chilean business is a major reason for this accomplishment. // Yet the best -- I believe -- lies ahead. //

Last June, I introduced a wide-ranging initiative to begin a new economic partnership in the hemisphere -- supported by leaders like President Aylwin who know that the key to progress is trade, not aid. // We called it Enterprise for the Americas - - an initiative which can help foreign investment, free trade, and official debt reduction bring prosperity to Chile and its neighbors. // I call on the business sectors of Chile and America to use this initiative to make the individual -- not the State -- our voice of tomorrow. // Through Enterprise For the Americas, we can -- and must -- sign an eventual Free Trade

Agreement between our two countries to bring prosperity and opportunity to both our peoples. //

A favorite Chilean expression goes, "El movieminto se prueba andando." [ ] Yes, action rather than words. // A free trade agreement will actively stem the siren song of protectionism. // Consider that Japan receives Chilean food. And Peru buys Chilean forestry products. The European community buys your fruit. And America takes about 16 percent of Chilean exports. // The only thing you don't export are Nobel Prize winners and world-renowned pianists. You keep them here.//

Free trade will also demand that we lift tariff and non-tariff barriers. Helping the farmer in San Fernando -- the miner in Calamara -- the worker in Valdivia gain what all Chileans deserve: Employment and dignity. // But free trade is just one way to reach this New World we envision. A second is official debt reduction. //

Enterprise for the America has a number of proposals to address debt reduction in Latin America. I will do all I can to see that they are passed next year. // I am pleased, too, by the creative debt reduction programs that Chile has pioneered. Debt for equity swaps -- exchanges that have transformed debt from a boondoggle on development into new opportunities for growth. //

Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the third and final part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

Consider that since 1985, about \$2.5 billion U.S. investment dollars have flowed into Chile. And that from 1990-95, an estimated \$13.2 billion dollars will aid Chile's development -- most of it focusing on mining, industry, energy, and telecommunications. // From the Andes to the coast of Alaska, our Nations must -- and have -- become partners -- not merely friends. //

But we want to spur even more investment. So as Chile returns to democracy, OPIC -- the Overseas Private Investment Corporation -- will return to Chile. // I have asked OPIC to mobilize resources to design a financial model for private investment throughout Latin America. And because Chile is already a pioneer, OPIC members will make a ten-day visit here next month. // What's more, your companies have become an example of reform. So let us build on these beginnings -- and carry them to your neighbors. Give us your ideas on the privatization of state enterprises. Tell us how investment has enriched your Nation --so that further investment can enrich the Southern Hemisphere. //

A decade from now, we will enter the 21st Century. Already, we see its outline. // It will be a world in which only those Nations which modernize and compete will prosper. A world in which investment and trade will create opportunity and progress. // I see a world where only unprecedented cooperation among Nations can confront a new generation of challenges. A new world

which reflects the spirit of the Chilean people. A people that is brave, valiant, industrious, alive. //

Nearly 180 years ago, your government sent our President Madison a note which initiated diplomatic relations. It spoke of how "Chile [must seize] the opportunity to offer a friendly and brotherly hand to the . . . American people." //

Today -- together -- we have the chance to fulfill those words -- to make the New Dawn of our New World an age of the offered hand and open heart. So let us achieve, as the diplomatic note said, "A community of shared ideas, of feelings and necessities." Acting not for ourselves alone -- but for the generations to come. //

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Fri.

(Smith/Dooley)  
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# # # #

CHILE

# NATIONAL SECURITY COUNCIL

## EXECUTIVE SECRETARIAT STAFFING DOCUMENT

TIME STAMP

30 OCT 30

P4: 25

SYSTEM LOG NUMBER:

9404

ACTION OFFICER:

Johnson

DUE: 10:00 A.M. 30 NOV

Prepare Memo For Scowcroft/Gates

Appropriate Action

Prepare Memo For Cicconi

Prepare Memo for Sittmann

Prepare Memo Scowcroft

to WINSTON W/ INFO CICCONI

### CONCURRENCES/COMMENTS\*

PHONE\* to action officer at ext. 4592

Concur FYI

- Barth
- Basora
- Beers
- Broome
- Burns
- Canas
- Charles
- Coulson
- Davis
- Deal
- Dorminey
- Dyke
- Frasure
- Fry
- Gordon
- Gompert
- Haass
- Hayden

Concur FYI

- Hutchings
- Jackson
- Johnson
- Kanter
- Kitchen
- Kuehne
- Lampley
- Lundsager
- Melby
- Menan
- Merchant
- Miller
- Needles
- O'Leary
- Paal
- Pacelli
- Pavitt
- Pilling

Concur FYI

- Poneman
- Popadiuk
- Pryce
- Rademaker
- Rice
- Rostow
- Tilley
- Tobey
- Van Eron
- Watson
- Welch
- Whitley
- Wilson
- Working
- Zelikow

### INFORMATION

- Sittmann
- Scowcroft (advance)

- Hill
- Gates (advance)

- Exec Sec Desk
- Secretariat

### COMMENTS

November 29, 1990

Eric Melby and Nick Rostow concur with annotated changes in text.

*William T. Pryce*  
 William T. Pryce

Logged By W

Return to Secretariat  
379 OE0B

**WHITE HOUSE STAFFING MEMORANDUM**

9404

DATE: 11/29/80

ACTION/CONCURRENCE/COMMENT DUE BY:

NOON, FRI., 11/30/90

PRESIDENTIAL REMARKS: CHAMBER OF COMMERCE, SANTIAGO, CHILE  
FRIDAY, DEC. 7, 1990, 7:55 A.M.

SUBJECT: \_\_\_\_\_

	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 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 type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WINSTON	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

**REMARKS:**

Please send your comments directly to Chriss Winston, Rm. 122, x2930, by Noon, Friday, November 30, 1990, with a copy to my office. Thank you.

**RESPONSE:**

TO: CHRISS WINSTON

The NSC Staff concurs with changes annotated in text.

\_\_\_\_\_  
Brent Scowcroft

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

cc: James Cicconi

(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

90 NOV 29 PM 12:03

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
SANTIAGO, CHILE  
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"SALVAJE"  
"SAVAGE"  
"SAVAGES"

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We <sup>ARE WITNESSING</sup> stand at the ~~Brink~~ of an era of unparalleled opportunity -- at <sup>ONE IN WHICH WE CAN BRING NEW MEANING TO THE IDEA OF "THE NEW WORLD"</sup> the ~~brink of Now Down in the New World.~~ //

As business leaders, you have an especially crucial role to play to ensure that Chile continues down this path to prosperity. Already, you have helped ~~America~~ <sup>TO DO THIS</sup> become Chile's largest trading partner. We want to further expand that trade, and and we will. But only if both economies remain open -- open to ideas, open to reform, open to free-market creativity. // That requires continued support for Chile's embrace of democracy. As your President said this fall at the <sup>COUNCIL OF THE AMERICAS IN NEW YORK</sup> United Nations: "Chile is showing that an expanding, stable, and equitable economy is compatible with an open and democratic political system." //

President Aylwin knows that the tide toward freedom -- once begun -- is irresistible. In that spirit, we can take great pride in recently concluding a trade and investment framework agreement between our countries. America's confidence in Chilean business is a major reason for this accomplishment. // Yet <sup>EVEN BETTER</sup> ~~the~~ <sup>THINGS</sup> ~~best~~ -- I believe -- <sup>BEFORE US</sup> lies ~~ahead~~. //

Last June, I <sup>PROMISED</sup> introduced a wide-ranging initiative to begin a new economic partnership in the hemisphere -- supported by leaders like President Aylwin who know that the key to progress is trade, not aid. // We called it Enterprise for the Americas - - an initiative which <sup>IS BASED ON</sup> ~~can help~~ foreign investment, free trade, and official debt reduction <sup>TO</sup> bring prosperity to Chile and its neighbors. // I call on the business sectors of Chile and America to use this initiative to make the individual -- not the State -- our voice of tomorrow. // ~~Through Enterprise For the Americas, we can -- and must -- sign an eventual Free Trade~~

~~Agreement between our two countries to bring prosperity and opportunity to both our peoples. //~~

*Handwritten note:*  
The movie is a Spanish expression.

<sup>IN TALK THERE IS A SPANISH</sup>  
~~A favorite Chilean expression goes,~~ <sup>THAT SAYS</sup> "El movimiento se <sup>MOVIMIENTO</sup> demuestra <sup>AS WE SAY IN ENGLISH</sup> prueba andando." <sup>"THE PROOF OF THE PUDDING IS IN THE EATING"</sup> [ ] Yes, ~~action rather than words.~~ // ~~a~~

<sup>FROM THERE IS A LOT OF PROOF COMING OUT OF CHILE.</sup>  
~~free trade agreement will actively stem the siren song of protectionism. //~~ Consider that Japan receives Chilean food.

And Peru buys Chilean forestry products. The European community buys your fruit. <sup>THE UNITED STATES</sup> And ~~America~~ takes about 16 percent of Chilean exports. // The only thing you don't export are Nobel Prize winners and world-renowned pianists. <sup>THEY CHOOSE TO STAY.</sup> ~~You keep them here.~~ //

Free trade will also demand that we lift tariff and non-tariff barriers. Helping the farmer in San Fernando -- the miner in Calama -- the worker in Valdivia gain what all Chileans deserve: <sup>ECONOMIC OPPORTUNITY</sup> Employment and dignity. // But free trade is just one way to reach this New World we envision. A second is official debt reduction. //

<sup>INITIATIVE</sup>  
~~THE~~ Enterprise ~~for the Americas~~ has a number of proposals to address debt reduction in Latin America. I will do all I can to see that they are passed next year. // I am pleased, too, by the creative debt reduction programs that Chile has pioneered. Debt for equity swaps -- exchanges that have transformed debt from a <sup>BLACK</sup> ~~burden~~ on development into new opportunities for growth. //

Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the third and final part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

Consider that since 1985, about \$2.5 billion U.S. investment dollars have flowed into Chile. And that from 1990-95, an estimated \$13.2 billion dollars will aid Chile's development -- most of it focusing on mining, industry, energy, and telecommunications. // From the Andes to the coast of Alaska, our Nations must -- and have -- become partners -- not merely friends. //

But we want to spur even more investment. ~~So as Chile returns to democracy, OPIC~~ <sup>HAS ~~BEEN~~ BEGUN TO COVER INVESTMENT IN</sup> the Overseas Private Investment Corporation -- ~~will return to Chile.~~ // I have asked OPIC to mobilize resources to design a financial model for private investment throughout Latin America. And because Chile is already a pioneer, OPIC members will make a ten-day visit here next month. // What's more, your companies have become an example of reform. So let us build on these beginnings -- and carry them to your neighbors. Give us your ideas on the privatization of state enterprises. Tell us how investment has enriched your Nation --so that further investment can enrich the Southern Hemisphere. //

A decade from now, we will enter the 21st Century. Already, we see its outline. // It will be a world in which ~~only~~ those Nations which modernize and compete will prosper. A world in which investment and trade will create opportunity and progress. // I see a world where only unprecedented cooperation among Nations can confront a new generation of challenges. A new world

which reflects the spirit of the Chilean people. A people that is brave, valiant, industrious, alive. //

Nearly 180 years ago, your government sent our President Madison a note which initiated diplomatic relations. It spoke of how "Chile [must seize] the opportunity to offer a friendly and brotherly hand to the . . . American people." //

Today -- together -- we have the chance to fulfill those words -- to make ~~the New Dawn of our~~ <sup>OUR</sup> New World ~~an age of the~~ <sup>ONE CHARACTERIZED BY AN</sup> offered hand and open heart. So let us achieve, as the diplomatic note said, "A community of shared ideas, of feelings and necessities." Acting not for ourselves alone -- but for the generations to come. //

Thank you for this occasion. Good luck to you all. And God bless the Nations we so dearly love -- Chile and the United States of America.

# # # #

**WHITE HOUSE STAFFING MEMORANDUM**

DATE: 11/29/80 ACTION/CONCURRENCE/COMMENT DUE BY: NOON, FRI., 11/30/90

PRESIDENTIAL REMARKS: CHAMBER OF COMMERCE, SANTIAGO, CHILE  
FRIDAY, DEC. 7, 1990, 7:55 A.M.

SUBJECT: \_\_\_\_\_

	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 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 type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WINSTON	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>Rogers</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input type="checkbox"/>	<input type="checkbox"/>	<u>Pinkerton</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please send your comments directly to Chriss Winston, Rm. 122, x2930, by Noon, Friday, November 30, 1990, with a copy to my office. Thank you.

RESPONSE:

*No comments per Ed R -*

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

(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

90 NOV 29 PM 12:03

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
SANTIAGO, CHILE  
FRIDAY, DECEMBER 7, 1990  
7:55 A.M.

Ambassador Gillispie, members of AmCham Chile, friends. I want to thank you, Ed [Tillman], for those kind words. It is an honor to with you -- and to be the first American President to visit Chile in thirty years. //

I want first to salute my friend and vecino [ve-see-no], President Aylwin. Two months ago, we first met at the White House. Over the last day, I have again had the chance to observe his insight and eloquence. // There is a Chilean word -- "salvaje" [ ] -- which describes such leadership. I thank your President on behalf of every American. //

Three decades ago, the last U.S. President to visit Chile said this to your country's Congress: "The friendship between the two Nations is based on shared philosophy, on faith in God, respect for the spiritual dignity of man, and the conviction that government is the servant of the people." //

Today, our two Nations are united as never before by those beliefs Dwight Eisenhower spoke of so eloquently. But we are also united in another way -- through our efforts to bring democracy and prosperity to all the people of this hemisphere. // We stand at the bring of an era of unparalleled opportunity -- at the brink of New Dawn in the New World. //

As business leaders, you have an especially crucial role to play to ensure that Chile continues down this path to prosperity. Already, you have helped America become Chile's largest trading partner. We want to further expand that trade, and and we will. But only if both economies remain open -- open to ideas, open to reform, open to free-market creativity. // That requires continued support for Chile's embrace of democracy. As your President said this fall at the United Nations: "Chile is showing that an expanding, stable, and equitable economy is compatible with an open and democratic political system." //

President Aylwin knows that the tide toward freedom -- once begun -- is irresistible. In that spirit, we can take great pride in recently concluding a trade and investment framework agreement between our countries. America's confidence in Chilean business is a major reason for this accomplishment. // Yet the best -- I believe -- lies ahead. //

Last June, I introduced a wide-ranging initiative to begin a new economic partnership in the hemisphere -- supported by leaders like President Aylwin who know that the key to progress is trade, not aid. // We called it Enterprise for the Americas - - an initiative which can help foreign investment, free trade, and official debt reduction bring prosperity to Chile and its neighbors. // I call on the business sectors of Chile and America to use this initiative to make the individual -- not the State -- our voice of tomorrow. // Through Enterprise For the Americas, we can -- and must -- sign an eventual Free Trade

Agreement between our two countries to bring prosperity and opportunity to both our peoples. //

A favorite Chilean expression goes, "El moviemineto se prueba andando." [ ] Yes, action rather than words. // A free trade agreement will actively stem the siren song of protectionism. // Consider that Japan receives Chilean food. And Peru buys Chilean forestry products. The European community buys your fruit. And America takes about 16 percent of Chilean exports. // The only thing you don't export are Nobel Prize winners and world-renowned pianists. You keep them here. //

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Enterprise for the America has a number of proposals to address debt reduction in Latin America. I will do all I can to see that they are passed next year. // I am pleased, too, by the creative debt reduction programs that Chile has pioneered. Debt for equity swaps -- exchanges that have transformed debt from a boondoggle on development into new opportunities for growth. //

Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the third and final part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

Consider that since 1985, about \$2.5 billion U.S. investment dollars have flowed into Chile. And that from 1990-95, an estimated \$13.2 billion dollars will aid Chile's development -- most of it focusing on mining, industry, energy, and telecommunications. // From the Andes to the coast of Alaska, our Nations must -- and have -- become partners -- not merely friends. //

But we want to spur even more investment. So as Chile returns to democracy, OPIC -- the Overseas Private Investment Corporation -- will return to Chile. // I have asked OPIC to mobilize resources to design a financial model for private investment throughout Latin America. And because Chile is already a pioneer, OPIC members will make a ten-day visit here next month. // What's more, your companies have become an example of reform. So let us build on these beginnings -- and carry them to your neighbors. Give us your ideas on the privatization of state enterprises. Tell us how investment has enriched your Nation --so that further investment can enrich the Southern Hemisphere. //

A decade from now, we will enter the 21st Century. Already, we see its outline. // It will be a world in which only those Nations which modernize and compete will prosper. A world in which investment and trade will create opportunity and progress. // I see a world where only unprecedented cooperation among Nations can confront a new generation of challenges. A new world

which reflects the spirit of the Chilean people. A people that is brave, valiant, industrious, alive. //

Nearly 180 years ago, your government sent our President Madison a note which initiated diplomatic relations. It spoke of how "Chile [must seize] the opportunity to offer a friendly and brotherly hand to the . . . American people." //

Today -- together -- we have the chance to fulfill those words -- to make the New Dawn of our New World an age of the offered hand and open heart. So let us achieve, as the diplomatic note said, "A community of shared ideas, of feelings and necessities." Acting not for ourselves alone -- but for the generations to come. //

Thank you for this occasion. Good luck to you all. And God bless the Nations we so dearly love -- Chile and the United States of America.

# # # #

WHITE HOUSE STAFFING MEMORANDUM

90 OCT 2 AIO: 38

9404

DATE: 11/29/80

ACTION/CONCURRENCE/COMMENT DUE BY:

NOON, FRI., 11/30/90

PRESIDENTIAL REMARKS: CHAMBER OF COMMERCE, SANTIAGO, CHILE FRIDAY, DEC. 7, 1990, 7:55 A.M.

SUBJECT:

	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 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 type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WINSTON	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please send your comments directly to Chriss Winston, Rm. 122, x2930, by Noon, Friday, November 30, 1990, with a copy to my office. Thank you.

RESPONSE:

TO: CHRISS WINSTON

November 30, 1990

The NSC Staff concurs with changes annotated in text.

*Brent Scowcroft*  
Brent Scowcroft

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

cc: James Cicconi

RECEIVED

90 NOV 29 P 1 : 57

80 OCT 5 10 : 00



(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

90 NOV 29 PM 12:03

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
SANTIAGO, CHILE  
FRIDAY, DECEMBER 7, 1990  
7:55 A.M.

Ambassador Gill<sup>2</sup>ispie, members of AmCham Chile, friends. I want to thank you, Ed [Tillman], for those kind words. It is an honor to with you -- and to be the first American President to visit Chile in thirty years. //

I want first to salute my friend and vecino [ve-see-no], President Aylwin. Two months ago, we first met at the White House. Over the last day, I have again had the chance to observe his insight and eloquence. // There is a <sup>SPANISH</sup> Chilean word -- "<sup>BRILLANTE</sup> salvaje" [ ] -- which describes such leadership. I <sup>WANT TO</sup> thank your President <sup>Aylwin</sup> on behalf of every American. // <sup>FOR HIS FRIENDSHIP AND HOSPITALITY.</sup>

Three decades ago, the last U.S. President to visit Chile said this to your country's Congress: "The friendship between the two Nations is based on shared philosophy, on faith in God, respect for the spiritual dignity of man, and the conviction that government is the servant of the people." //

Today, our two Nations are united as never before by those beliefs Dwight Eisenhower spoke of so eloquently. But we are also united in another way -- through our <sup>COMMITMENT</sup> efforts to bring democracy and prosperity to all the people of this hemisphere. // We <sup>ARE WITNESSING</sup> stand at the ~~bring~~ of an era of unparalleled opportunity -- at <sup>ONE IN WHICH WE CAN BRING NEW MEANING TO THE IDEA OF "THE NEW WORLD."</sup> the ~~brink of New Dawn in the New World.~~ //

"SALVAJE" MESSAGE

As business leaders, you have an especially crucial role to play to ensure that Chile continues down this path to prosperity. Already, you have helped <sup>THE UNITED STATES</sup> ~~America~~ become Chile's largest trading partner. We want to further expand that trade, and and we will. But only if both economies remain open -- open to ideas, open to reform, open to free-market creativity. // That requires continued support for Chile's embrace of democracy. As your President said this fall at the United Nations: "Chile is showing that an expanding, stable, and equitable economy is compatible with an open and democratic political system." //

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~~Agreement between our two countries to bring prosperity and opportunity to both our peoples. //~~

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~~A favorite Chilean expression goes,~~ <sup>THAT SAYS</sup> "El moviemineto se <sup>MOVIMIENTO</sup>  
~~prueba andando."~~ <sup>AS WE SAY IN ENGLISH "THE PROOF OF THE PUDDING IS IN THE EATING</sup> <sup>DEMUETRA</sup> [ ] ~~Yes, action rather than words. //~~

<sup>AND THERE IS A LOT OF PROOF COMING OUT OF CHILE.</sup>  
~~free trade agreement will actively stem the siren song of protectionism. //~~ Consider that Japan receives Chilean food.

And Peru buys Chilean forestry products. The European community buys your fruit. And <sup>THE UNITED STATES</sup> ~~America~~ takes about 16 percent of Chilean exports. // The only thing you don't export are Nobel Prize winners and world-renowned pianists. <sup>THEY CHOOSE TO STAY.</sup> ~~You keep them here. //~~

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<sup>INITIATIVE</sup>  
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Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the third and final part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

*Handwritten notes:*  
THE MOVIE  
THE PROOF OF THE PUDDING IS IN THE EATING  
AND THERE IS A LOT OF PROOF COMING OUT OF CHILE.

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# # # #

WHITE HOUSE STAFFING MEMORANDUM

90 OCT 29 10:19

DATE: 11/29/80 ACTION/CONCURRENCE/COMMENT DUE BY: NOON, FRI., 11/30/90

PRESIDENTIAL REMARKS: CHAMBER OF COMMERCE, SANTIAGO, CHILE  
FRIDAY, DEC. 7, 1990, 7:55 A.M.

SUBJECT:

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<i>N/C</i> <input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT <i>Booth kg</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input type="checkbox"/>	ROGICH	<i>N/C</i> <input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMEYER	<input type="checkbox"/>	<input type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WINSTON	<del><input checked="" type="checkbox"/></del>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN	<i>N/C</i> <input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<i>Rogers</i>	<i>N/C</i> <input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input type="checkbox"/>	<input type="checkbox"/>	<i>Pinkerton</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

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RESPONSE:

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

(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

90 NOV 29 PM 12:03

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SANTIAGO, CHILE  
FRIDAY, DECEMBER 7, 1990  
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Three decades ago, the last U.S. President to visit Chile said this to your country's Congress: ~~X~~The friendship between the two Nations is based on shared philosophy, ~~on~~ <sup>||</sup> faith in God, respect for the spiritual dignity of man, and the conviction that government <sup>must be</sup> ~~is~~ the servant of the people." //

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As business leaders, you have an especially crucial role to play to ensure that Chile continues down this path to prosperity. Already, you have helped ~~America~~ <sup>the United States</sup> become Chile's largest trading partner. We want to further expand that trade, and and we will. But only if both economies <sup>continue</sup> remain open -- open to ideas, open to reform, open to free-market creativity. // That requires continued support for Chile's embrace of democracy. As your President said this fall <sup>in New York at the Council of the Americas:</sup> ~~at the United Nations:~~ "Chile is showing that an expanding, stable, and equitable economy is compatible with an open and democratic political system." //

President Aylwin knows that the tide toward freedom -- once begun -- is irresistible. In that spirit, we can take great pride in recently concluding a trade and investment framework agreement between our countries. America's confidence in Chilean business is a major reason for this accomplishment. // Yet <sup>even</sup> ~~the~~ <sup>better times</sup> best -- I believe -- lies ahead. //

Last June, I introduced <sup>proposed</sup> a wide-ranging initiative to begin a new economic partnership in the hemisphere -- supported by leaders like President Aylwin who know that the key to progress is trade, not aid. // We called it <sup>the</sup> Enterprise for the Americas ~~x~~ -- <sup>to help</sup> ~~an~~ <sup>③</sup> initiative which can help <sup>①</sup> foreign investment, free trade, and <sup>②</sup> official debt reduction bring prosperity to Chile and its neighbors <sup>through</sup> // I call on the business sectors of Chile and <sup>the United States</sup> ~~America~~ to use this initiative to make the individual -- not the State -- our voice of tomorrow. // <sup>stet</sup> ~~(Through Enterprise For the Americas, we can -- and must) -- sign an eventual Free Trade~~ <sup>3</sup> ~~agreement~~ <sup>3</sup> ~~that~~ <sup>3</sup> ~~will~~ <sup>3</sup> ~~create~~ <sup>3</sup> ~~free and open trade~~ <sup>3</sup> ~~throughout the hemisphere.~~

Insert A

~~Agreement between our two countries to bring prosperity and opportunity to both our peoples. //~~

~~A favorite Chilean expression goes, "El movieminete se prueba andando." [ ] Yes, action rather than words. //~~ <sup>?</sup>  
<sup>Progression</sup> ~~free trade agreement~~ <sup>can help to</sup> will actively stem the siren song of protectionism. // Consider that Japan receives Chilean food. And Peru buys Chilean forestry products. The European community buys your fruit. And <sup>the United States</sup> America <sup>8</sup> takes about 16 percent of Chilean exports. // ~~The only thing you don't export are Nobel Prize winners and world-renowned pianists. You keep them here.//~~

Free trade will also demand that we lift tariff and non-tariff barriers. <sup>Atacama</sup> Helping the farmer in San Fernando -- the miner in Calamara -- the worker in Valdivia gain what all Chileans deserve: Employment and <sup>economic opportunity</sup> dignity. // But free trade is just one way to reach this New World we envision. A second is official debt reduction. //

<sup>The</sup> <sup>Initiative</sup> <sup>includes</sup> Enterprise for the Americas <sup>B</sup> has a number of proposals to address debt reduction in Latin America. I will do all I can to see that they are passed next year. // I am pleased, too, by the creative debt reduction programs that Chile has pioneered. Debt for equity swaps -- exchanges that have transformed <sup>burdensome</sup> debt from a <sup>drag</sup> <sup>dead weight</sup> boondoggle on development into new opportunities for growth. //

Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the third and final part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

~~Consider that~~ since 1985, about \$2.5 billion U.S. investment dollars have flowed into Chile. And ~~that~~ from 1990-95, an <sup>Projected</sup> ~~estimated~~ \$13.2 billion dollars will aid Chile's development -- most of it focusing on mining, industry, energy, and telecommunications. // From the Andes to the coast of Alaska, our Nations must -- and have -- become partners -- not merely friends. //

But we want to spur even more investment. ~~So as Chile~~ returns to democracy, OPIC -- the Overseas Private Investment Corporation -- <sup>has begun to encourage investment in</sup> ~~will return to~~ Chile. // I have asked OPIC to mobilize resources to design a financial model for private investment throughout Latin America. And because Chile is already a pioneer, OPIC members will ~~make a ten-day visit here~~ <sup>early next year, bringing a group of private investors to discuss.</sup> ~~next month.~~ // What's more, your companies have become an example of reform. <sup>(D)</sup> So let us build on these beginnings -- and carry them to your neighbors. Give us your ideas on the privatization of state enterprises. Tell us how investment has enriched your Nation --so that further investment can enrich the Southern Hemisphere. //

<sup>less than</sup> A decade from now, we will enter the 21st Century. Already, we see its outline. // It will be a world in which ~~only~~ those Nations which modernize and compete will prosper. A world in which investment and trade will create opportunity and progress. // I see a world where only unprecedented cooperation among Nations can confront a new generation of challenges. A new world

Investment and joint-venture opportunities.

which reflects the spirit of the Chilean people. ~~A people that is brave, valiant, industrious, alive. //~~

Nearly 180 years ago, your government sent our President Madison a note which initiated diplomatic relations. It spoke of how ~~"Chile [must seize] the opportunity to offer a friendly and brotherly hand to the . . . American people."~~ //

Today -- together -- we have the chance to fulfill those words -- to make the New Dawn of our New World an age of the offered hand and open heart. So let us achieve, as the diplomatic note said, "A community of ~~shared~~ ideas, of feelings and necessities." Acting not for ourselves alone -- but for the generations to come. //

Thank you for this occasion. Good luck to you all. And God bless the Nations we so dearly love -- Chile and the United States of America.

# # # #

90 OCT 30 All: 38

THE WHITE HOUSE  
WASHINGTON

November 30, 1990

MEMORANDUM TO CHRISS WINSTON

FROM: JIM PINKERTON

SUBJECT: American Chamber of Commerce -- Chile

Again we propose making some mention of Hernando de Soto in these Latin American speeches to businessmen because, most importantly, it dovetails so exactly with the larger message we wish to send, but also because de Soto and his work, El Otro Sendero (The Other Path), is so famous in Latin America (the number one bestseller), and he -- notwithstanding his populist message -- is a sympathetic figure to businessmen and pro-market intellectuals. Thus, our one comment below:

pg. 4, para. 2, line 7 "What's more, your companies have become an example of reform."

In addition to changing "example" to the plural in order to agree with "companies," we suggest here a one or two sentence explanation of why Chile's companies are such an example, followed by a reference to de Soto's discovery of the massive wealth-production occurring outside the aristocratic and bureaucratic officially-approved economy:

"What's more, your companies have become an example of reform. Chile, indeed Latin American as a whole, has already proven that market forces work and that we market reforms are the way to prosperity. For example, the great Latin American economist, Hernando de Soto, found in Peru that the ordinary streetside entrepreneurs of Lima -- without any centralized, bureaucratic direction -- are producing wealth on a scale that rivals the economy officially-approved by the state bureaucracy. If the streetside enterprises can cumulatively produce such wealth, imagine what more and larger enterprises can produce if government just lets them."

(D)

President Bush's Address to Chilean Chamber of Commerce

Insert 1:

(b) Our Congress has authorized one of these proposals -- the reduction of food assistance debt -- and I will do all I can to see that <sup>the</sup> Congress approves all our bilateral debt reduction proposals next year. I am pleased that Chile has been a pioneer of similar creative programs to reduce commercial bank debt.

Insert 2:

(c) The Inter-American Development Bank is moving forward on a new lending program to help countries improve their ability to attract investment. [REDACTED]  
[REDACTED]. In addition,

which reflects the spirit of the Chilean people. A people that is brave, valiant, industrious, alive. //

Nearly 180 years ago, your government sent our President Madison a note which initiated diplomatic relations. It spoke of how "Chile [must seize] the opportunity to offer a friendly and brotherly hand to the . . . American people." //

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Thank you for this occasion. Good luck to you all. And God bless the Nations we so dearly love -- Chile and the United States of America.

# # # #

Insert, last paragraph, page 2:

- \* It is designed to build on the market-oriented economic reforms pioneered by Chile and now sweeping Latin America. These reforms -- privatization, removing trade and investment barriers, <sup>eliminating</sup> ~~getting rid of~~ failed state planning -- are the key to restoring economic growth in the next decade.

A

**WHITE HOUSE STAFFING MEMORANDUM**

*9404*

DATE: 11/29/80

ACTION/CONCURRENCE/COMMENT DUE BY:

NOON, FRI., 11/30/90

PRESIDENTIAL REMARKS: CHAMBER OF COMMERCE, SANTIAGO, CHILE  
FRIDAY, DEC. 7, 1990, 7:55 A.M.

SUBJECT: \_\_\_\_\_

	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 type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCO	<i>Chile - Your clear draft attached</i>			<input checked="" type="checkbox"/>	<input type="checkbox"/>
DAR				<input checked="" type="checkbox"/>	<input type="checkbox"/>
CAR				<input type="checkbox"/>	<input type="checkbox"/>
CICC				<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEM				<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZ				<input type="checkbox"/>	<input type="checkbox"/>
GRA				<input type="checkbox"/>	<input type="checkbox"/>
HAG				<input type="checkbox"/>	<input type="checkbox"/>
HOL				<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please send your comments directly to Chriss Winston, Rm. 122, x2930, by Noon, Friday, November 30, 1990, with a copy to my office. Thank you.

RESPONSE:

TO: CHRISS WINSTON

November 30, 1990

The NSC Staff concurs with changes annotated in text.

*Brent Scowcroft*  
Brent Scowcroft

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

cc: James Cicconi

(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

90 NOV 29 PM 12:03

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
SANTIAGO, CHILE  
FRIDAY, DECEMBER 7, 1990  
7:55 A.M.

Ambassador Gill<sup>✓</sup>aspie, members of AmCham Chile, friends. I want to thank you, Ed [Tillman], for those kind words. It is an honor to with you -- and to be the first American President to visit Chile in thirty years. //

I want first to salute my friend and vecino [ve-see-no], President Aylwin. Two months ago, we first met at the White House. Over the last day, I have again had the chance to observe his insight and eloquence. // There is a <sup>SPANISH</sup> Chilean word -- "<sup>BRILLANTE</sup>salvaje" [ ] -- which describes such leadership. I <sup>CANNOT TO</sup> thank you <sup>FOR HIS FRIENDSHIP AND HOSPITALITY</sup> President <sup>Aylwin</sup> on behalf of every American. //

Three decades ago, the last U.S. President to visit Chile said this to your country's Congress: "The friendship between the two Nations is based on shared philosophy, on faith in God, respect for the spiritual dignity of man, and the conviction that government is the servant of the people." //

Today, our two Nations are united as never before by those beliefs Dwight Eisenhower spoke of so eloquently. But we are also united in another way -- through our <sup>COMMITMENT</sup> efforts to bring democracy and prosperity to all the people of this hemisphere. //

<sup>BE WITNESSING</sup> We ~~stand at the brink of~~ an era of unparalleled opportunity -- ~~at~~ <sup>ONE IN WHICH WE CAN BRING NEW MEANING TO THE IDEA OF "THE NEW WORLD"</sup> ~~the brink of New Dawn in the New World.~~ //

MB.  
"SAVAGE"

As business leaders, you have an especially crucial role to play to ensure that Chile continues down this path to prosperity. Already, you have helped <sup>THE UNITED STATES</sup> ~~America~~ become Chile's largest trading partner. We want to further expand that trade, and and we will. But only if both economies remain open -- open to ideas, open to reform, open to free-market creativity. // That requires continued support for Chile's embrace of democracy. As your President said this fall at the United Nations: "Chile is showing that an expanding, stable, and equitable economy is compatible with an open and democratic political system." //

President Aylwin knows that the tide toward freedom -- once begun -- is irresistible. In that spirit, we can take great pride in recently concluding a trade and investment framework agreement between our countries. America's confidence in Chilean business is a major reason for this accomplishment. // Yet <sup>EVEN BETTER</sup> ~~the~~ <sup>THINGS</sup> ~~best~~ -- I believe -- <sup>BEFORE US</sup> ~~lies ahead.~~ //

Last June, I <sup>PROPOSED</sup> ~~introduced~~ a wide-ranging initiative to begin a new economic partnership in the hemisphere -- supported by leaders like President Aylwin who know that the key to progress is trade, not aid. // We called it Enterprise for the Americas - - an initiative which <sup>IS BASED ON</sup> ~~can help~~ foreign investment, free trade, and official debt reduction <sup>TO</sup> bring prosperity to Chile and its neighbors. // I call on the business sectors of Chile and America to use this initiative to make the individual -- not the State -- our voice of tomorrow. // ~~Through Enterprise For the Americas, we can -- and must -- sign an eventual Free Trade~~

~~Agreement between our two countries to bring prosperity and opportunity to both our peoples. //~~

In total there is a Spanish <sup>TRAD SAYS</sup> A favorite Chilean expression goes, <sup>MOVIMIENTO</sup> "El movimiento se <sup>AS WE SAY IN ENGLISH</sup> prueba andando." [ ] Yes, <sup>"THE PROOF OF THE PUDDING IS IN THE EAT"</sup> action rather than words. //

~~free trade agreement will actively stem the siren song of protectionism. //~~ Consider that Japan receives Chilean food.

And Peru buys Chilean forestry products. The European community buys your fruit. And <sup>THE UNITED STATES</sup> America takes about 16 percent of Chilean exports. // The only thing you don't export are Nobel Prize winners and world-renowned pianists. <sup>THEY CHOOSE TO STAY.</sup> ~~You keep them here. //~~

Free trade will also demand that we lift tariff and non-tariff barriers. Helping the farmer in San Fernando -- the miner in Calamara -- the worker in Valdivia gain what all Chileans deserve: <sup>ECONOMIC OPPORTUNITY</sup> Employment and dignity. // But free trade is just one way to reach this New World we envision. A second is official debt reduction. //

<sup>INITIATIVE</sup> ~~The Enterprise for the Americas~~ has a number of proposals to address debt reduction in Latin America. I will do all I can to see that they are passed next year. // I am pleased, too, by the creative debt reduction programs that Chile has pioneered. Debt for equity swaps -- exchanges that have transformed debt from a <sup>BRAKE</sup> ~~brake~~ on development into new opportunities for growth. //

Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the third and final part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

*Handwritten scribbles and notes in the left margin.*

Consider that since 1985, about \$2.5 billion U.S. investment dollars have flowed into Chile. And that from 1990-95, an estimated \$13.2 billion dollars will aid Chile's development -- most of it focusing on mining, industry, energy, and telecommunications. // From the Andes to the coast of Alaska, our Nations must -- and have -- become partners -- not merely friends. //

But we want to spur even more investment. ~~So as Chile returns to democracy, OPIC~~ <sup>HAS BEEN TO COVER INVESTMENT IN</sup> the Overseas Private Investment Corporation -- ~~will return to Chile.~~ // I have asked OPIC to mobilize resources to design a financial model for private investment throughout Latin America. And because Chile is already a pioneer, OPIC members will make a ten-day visit here next month. // What's more, your companies have become an example of reform. So let us build on these beginnings -- and carry them to your neighbors. Give us your ideas on the privatization of state enterprises. Tell us how investment has enriched your Nation --so that further investment can enrich the Southern Hemisphere. //

A decade from now, we will enter the 21st Century. <sup>✓</sup> Already, we see its outline. // It will be a world in which ~~only~~ those Nations which modernize and compete will prosper. A world in which investment and trade will create opportunity and progress. // I see a world where only unprecedented cooperation among Nations can confront a new generation of challenges. A new world

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Nearly 180 years ago, your government sent our President Madison a note which initiated diplomatic relations. It spoke of how "Chile [must seize] the opportunity to offer a friendly and brotherly hand to the . . . American people." //

Today -- together -- we have the chance to fulfill those words -- to make ~~the New Dawn of our~~ <sup>OUR</sup> New World ~~an age of the~~ <sup>ONE CHARACTERIZED BY AN</sup> offered hand and open heart. So let us achieve, as the diplomatic note said, "A community of shared ideas, of feelings and necessities." Acting not for ourselves alone -- but for the generations to come. //

Thank you for this occasion. Good luck to you all. And God bless the Nations we so dearly love -- Chile and the United States of America.

# # # #

*We sent  
your comments on  
this one already ->  
attached*

(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
SANTIAGO, CHILE  
FRIDAY, DECEMBER 7, 1990  
7:55 A.M.

Ambassador Gillispie, members of AmCham Chile, friends. I want to thank you, Ed [Tillman], for those kind words. It is an honor to with you -- and to be the first American President to visit Chile in thirty years. //

I want first to salute my friend and vecino [ve-see-no], President Aylwin. Two months ago, we first met at the White House. Over the last day, I have again had the chance to observe his insight and eloquence. // There is a Chilean word -- "salvaje" [ ] -- which describes such leadership. I thank your President on behalf of every American. //

Three decades ago, the last U.S. President to visit Chile said this to your country's Congress: "The friendship between the two Nations is based on shared philosophy, on faith in God, respect for the spiritual dignity of man, and the conviction that government is the servant of the people." //

Today, our two Nations are united as never before by those beliefs Dwight Eisenhower spoke of so eloquently. But we are also united in another way -- through our efforts to bring democracy and prosperity to all the people of this hemisphere. // We stand at the bring of an era of unparalleled opportunity -- at the brink of New Dawn in the New World. //

As business leaders, you have an especially crucial role to play to ensure that Chile continues down this path to prosperity. Already, you have helped America become Chile's largest trading partner. We want to further expand that trade, and and we will. But only if both economies remain open -- open to ideas, open to reform, open to free-market creativity. // That requires continued support for Chile's embrace of democracy. As your President said this fall at the United Nations: "Chile is showing that an expanding, stable, and equitable economy is compatible with an open and democratic political system." //

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Agreement between our two countries to bring prosperity and opportunity to both our peoples. //

A favorite Chilean expression goes, "El moviemineto se prueba andando." [ ] Yes, action rather than words. // A free trade agreement will actively stem the siren song of protectionism. // Consider that Japan receives Chilean food. And Peru buys Chilean forestry products. The European community buys your fruit. And America takes about 16 percent of Chilean exports. // The only thing you don't export are Nobel Prize winners and world-renowned pianists. You keep them here. //

Free trade will also demand that we lift tariff and non-tariff barriers. Helping the farmer in San Fernando -- the miner in Calamara -- the worker in Valdivia gain what all Chileans deserve: Employment and dignity. // But free trade is just one way to reach this New World we envision. A second is official debt reduction. //

Enterprise for the America has a number of proposals to address debt reduction in Latin America. I will do all I can to see that they are passed next year. // I am pleased, too, by the creative debt reduction programs that Chile has pioneered. Debt for equity swaps -- exchanges that have transformed debt from a boondoggle on development into new opportunities for growth. //

Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the third and final part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

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# # # #

# RESEARCH CHANGES

(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
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[El moh-vee-mee-én-to say proo-áy-ba ahn-dahn-do]

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X

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# # # #

THE WHITE HOUSE

WASHINGTON

90 OCT 30 P2: 06  
November 30, 1990

MEMORANDUM FOR CHRISS WINSTON

FROM: ROGER B. PORTER *RBP*  
SUBJECT: Presidential Remarks, Chamber of Commerce,  
Santiago, Chile

As requested, we have reviewed the Presidential remarks to the Chamber of Commerce, Santiago, Chile, and have indicated our comments on the attached copy.

If you have any questions or we can help in any other way, please let me know.

Attachment

c: James W. Cicconi

# WHITE HOUSE STAFFING MEMORANDUM

DATE: 11/29/80

ACTION/CONCURRENCE/COMMENT DUE BY:

NOON, FRI., 11/30/90

PRESIDENTIAL REMARKS: CHAMBER OF COMMERCE, SANTIAGO, CHILE  
FRIDAY, DEC. 7, 1990, 7:55 A.M.

SUBJECT: \_\_\_\_\_

	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 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 type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WINSTON	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>Rogers</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input type="checkbox"/>	<input type="checkbox"/>	<u>Pinkerton</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please send your comments directly to Chriss Winston, Rm. 122, x2930, by Noon, Friday, November 30, 1990, with a copy to my office. Thank you.

RESPONSE:

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

(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

90 NOV 29 PM 12:03

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
SANTIAGO, CHILE  
FRIDAY, DECEMBER 7, 1990  
7:55 A.M.

Ambassador Gillispie, members of AmCham Chile, friends. I want to thank you, Ed [Tillman], for those kind words. It is an honor to with you -- and to be the first American President to visit Chile in thirty years. //

I want first to salute my friend and vecino [ve-see-no], President Aylwin. Two months ago, we first met at the White House. Over the last day, I have again had the chance to observe his insight and eloquence. // There is a Chilean word -- "salvaje" [ ] -- which describes such leadership. I thank your President on behalf of every American. //

Three decades ago, the last U.S. President to visit Chile said this to your country's Congress: "The friendship between the two Nations is based on shared philosophy, on faith in God, respect for the spiritual dignity of man, and the conviction that government is the servant of the people." //

Today, our two Nations are united as never before by those beliefs Dwight Eisenhower spoke of so eloquently. But we are also united in another way -- through our efforts to bring democracy and prosperity to all the people of this hemisphere. // We stand at the bring of an era of unparalleled opportunity -- at the brink of New Dawn in the New World. //

As business leaders, you have an especially crucial role to play to ensure that Chile continues down this path to prosperity. Already, you have helped America become Chile's largest trading partner. We want to further expand that trade, and and we will. But only if both economies <sup>continue to</sup> remain open -- open to ideas, open to reform, open to free-market creativity. // That requires continued support for Chile's embrace of democracy. As your President said this fall at the United Nations: "Chile is showing that an expanding, stable, and equitable economy is compatible with an open and democratic political system." //

President Aylwin knows that the tide toward freedom -- once begun -- is irresistible. In that spirit, we can take great pride in recently concluding a trade and investment framework agreement between our countries. America's confidence in Chilean business is a major reason for this accomplishment. // Yet the best -- I believe -- lies ahead. //

Last June, I introduced a wide-ranging initiative to begin a new economic partnership in the hemisphere -- supported by leaders like President Aylwin who know that the key to progress is trade, not aid. // We called it Enterprise for the Americas - - an initiative which can help foreign investment, free trade, and official debt reduction bring prosperity to Chile and its neighbors. <sup>(see insert on page 5)</sup> // <sup>work together</sup> I call on the business sectors of Chile and America to ~~use this initiative~~ to make the individual -- not the State -- our voice of tomorrow. // Through Enterprise For the Americas, we can -- and must -- ~~sign an eventual Free Trade~~ create free and open trade

throughout this hemisphere. //

~~Agreement between our two countries to bring prosperity and opportunity to both our peoples. //~~

A favorite Chilean expression goes, "El moviemineo se prueba andando." [ ] Yes, action rather than words. // A free trade agreement will actively stem the siren song of protectionism. // Consider that Japan receives Chilean food. And Peru buys Chilean forestry products. The European community buys your fruit. And America takes about 16 percent of Chilean exports. // The only thing you don't export are Nobel Prize winners and world-renowned pianists. You keep them here. //

Free trade is just one way to reach this New World we

~~Free trade will also demand that we lift tariff and non-tariff barriers. -- Helping the farmer in San Fernando -- the miner in Calamara -- the worker in Valdivia gain what all Chileans deserve: -- Employment and dignity. -- // -- But free trade is just one way to reach this New World we envision. A second is official debt reduction. //~~

Enterprise for the Americas has a number of proposals to address debt reduction in Latin America. I will do all I can to see that they are passed next year. // I am pleased, too, by the creative debt reduction programs that Chile has pioneered. Debt for equity swaps -- exchanges that have transformed debt from a boondoggle on development into new opportunities for growth. //

Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the third and final part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

Consider that since 1985, about \$2.5 billion U.S. investment dollars have flowed into Chile. And that from 1990-95, an estimated \$13.2 billion dollars will aid Chile's development -- most of it focusing on mining, industry, energy, and telecommunications. // From the Andes to the coast of Alaska, our Nations must -- and have -- become partners -- not merely friends. //

But we want to spur even more investment. So as Chile returns to democracy, OPIC -- the Overseas Private Investment Corporation -- will return to Chile. // I have asked OPIC to mobilize resources to design a financial model for private investment throughout Latin America. And because Chile is already a pioneer, OPIC members will make a ten-day visit here next month. // What's more, your companies have become an example of reform. So let us build on these beginnings -- and carry them to your neighbors. Give us your ideas on the privatization of state enterprises. Tell us how investment has enriched your Nation --so that further investment can enrich the Southern Hemisphere. //

A decade from now, we will enter the 21st Century. Already, we see its outline. // It will be a world in which only those Nations which modernize and compete will prosper. A world in which investment and trade will create opportunity and progress. // I see a world where only unprecedented cooperation among Nations can confront a new generation of challenges. A new world

THE WHITE HOUSE

WASHINGTON

November 30, 1990

MEMORANDUM FOR CHRISS WINSTON

FROM: ROGER B. PORTER

SUBJECT: Presidential Remarks, Chamber of Commerce,  
Santiago, Chile

As requested, we have reviewed the Presidential remarks to the Chamber of Commerce, Santiago, Chile, and have indicated our comments on the attached copy.

If you have any questions or we can help in any other way, please let me know.

Attachment

c: James W. Cicconi

90-93986

*Treasury (late comments)*

90 OCT 30 P1:52

90 NOV 29 PM12:03

(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
SANTIAGO, CHILE  
FRIDAY, DECEMBER 7, 1990  
7:55 A.M.

Ambassador Gillispie, members of ANCHAM Chile, friends. I want to thank you, Ed [Tillman], for those kind words. It is an honor to with<sup>be</sup> you -- and to be the first American President to visit Chile in thirty years. //

I want first to salute my friend and vecino [ve-see-no], President Aylwin. Two months ago, we first met at the White House. Over the last day, I have again had the chance to observe his insight and eloquence. // There is a Chilean word -- "salvaje" [ ] -- which describes such leadership. I thank your President on behalf of every American. //

Three decades ago, the last U.S. President to visit Chile said this to your country's Congress: "The friendship between the two Nations is based on shared philosophy, on faith in God, respect for the spiritual dignity of man, and the conviction that government is the servant of the people." //

Today, our two Nations are united as never before by those beliefs Dwight Eisenhower spoke of so eloquently. But we are also united in another way -- through our efforts to bring democracy and prosperity to all the people of this hemisphere. // We stand at the brink of an era of unparalleled opportunity -- at the brink of New Dawn in the New World. //

2

As business leaders, you have an especially crucial role to play to ensure that Chile continues down this path to prosperity. Already, you have helped America become Chile's largest trading partner. We want to further expand that trade, and and we will. But only if both economies remain open -- open to ideas, open to reform, open to free-market creativity. // That requires continued support for Chile's embrace of democracy. As your President said this fall at the United Nations: "Chile is showing that an expanding, stable, and equitable economy is compatible with an open and democratic political system." //

President Aylwin knows that the tide toward freedom -- once begun -- is irresistible. In that spirit, we can take great pride in recently concluding a trade and investment framework agreement between our countries. America's confidence in Chilean business is a major reason for this accomplishment. // Yet the best -- I believe -- lies ahead. //

Last June, I introduced a wide-ranging initiative to begin a new economic partnership in the hemisphere -- supported by leaders like President Aylwin who know that the key to progress is trade, not aid. // We called it Enterprise for the Americas -- an initiative which can help foreign investment, free trade, and <sup>bilateral</sup> official/debt reduction bring prosperity to Chile and its neighbors. // I call on the business sectors of Chile and America to use this initiative to make the individual -- not the State -- our voice of tomorrow. // Through Enterprise For the Americas, we can -- and must -- sign an eventual Free Trade

3

Agreement between our two countries to bring prosperity and opportunity to both our peoples. //

A favorite Chilean expression goes, "El movimiento se prueba andando." [ ] Yes, action rather than words. // A free trade agreement will actively stem the siren song of protectionism. // Consider that Japan receives Chilean food. And Peru buys Chilean forestry products. The European community buys your fruit. And America takes about 16 percent of Chilean exports. // The only thing you don't export are Nobel Prize winners and world-renowned pianists. You keep them here. //

Free trade will also demand that we lift tariff and non-tariff barriers. Helping the farmer in San Fernando -- the miner in Calamara -- the worker in Valdivia gain what all Chileans deserve: Employment and dignity. // But free trade is just one way to reach this New World we envision. A second is official debt reduction. //

✓  
✓  
The Enterprise for the Americas <sup>s includes</sup> has a number of proposals to address debt reduction in Latin America. <sup>Insert 1</sup> I will do all I can to see that they are passed next year. // I am pleased, too, by the creative debt reduction programs that Chile has pioneered. Debt for equity swaps -- exchanges that have transformed <sup>hardensome</sup> debt from a <sup>drag</sup> ~~boondoggle~~ on development into new opportunities for growth. //

Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the third and final part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

4

✓ Consider that since 1985, about \$2.5 billion U.S. investment dollars have flowed into Chile. And that ~~from~~ <sup>during</sup> 1990-95, an estimated \$13.2 billion dollars will aid Chile's development -- most of it focusing on mining, industry, energy, and telecommunications. // From the Andes to the coast of Alaska, our Nations must -- and have -- become partners -- not merely friends. //

✓ But we want to spur even more investment. <sup>Insert 2</sup> ~~So~~ as Chile returns to democracy, OPIC -- the Overseas Private Investment Corporation -- will return to Chile. // I have asked OPIC to mobilize resources to design a financial model for private investment throughout Latin America. And because Chile is already a pioneer, OPIC members will make a ten-day visit here next month. // What's more, your companies have become an example of reform. So let us build on these beginnings -- and carry them to your neighbors. Give us your ideas on the privatization of state enterprises. Tell us how investment has enriched your Nation --so that further investment can enrich the Southern Hemisphere. //

✓ A decade from now, we will <sup>be in</sup> ~~enter~~ the 21st Century. Already, we see its outline. // It will be a world in which only those Nations which modernize and compete will prosper. A world in which investment and trade will create opportunity and progress. // I see a world where only unprecedented cooperation among Nations can confront a new generation of challenges. A new world

5

which reflects the spirit of the Chilean people. A people that is brave, valiant, industrious, alive. //

Nearly 180 years ago, your government sent our President Madison a note which initiated diplomatic relations. It spoke of how "Chile [must seize] the opportunity to offer a friendly and brotherly hand to the . . . American people." //

Today -- together -- we have the chance to fulfill those words -- to make the New Dawn of our New World an age of the offered hand and open heart. So let us achieve, as the diplomatic note said, "A community of shared ideas, of feelings and necessities." Acting not for ourselves alone -- but for the generations to come. //

Thank you for this occasion. Good luck to you all. And God bless the Nations we so dearly love -- Chile and the United States of America.

# # # #

90 OCT 30 P 1: 25

Document No.

12/7  
194473 SS

WHITE HOUSE STAFFING MEMORANDUM

DATE: 11/29/80

ACTION/CONCURRENCE/COMMENT DUE BY:

NOON, FRI., 11/30/90

PRESIDENTIAL REMARKS: CHAMBER OF COMMERCE, SANTIAGO, CHILE  
FRIDAY, DEC. 7, 1990, 7:55 A.M.

SUBJECT:

	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 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 type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMEYER	<input type="checkbox"/>	<input type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WINSTON	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<i>Rogers</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input type="checkbox"/>	<input type="checkbox"/>	<i>Pinkerton</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please send your comments directly to Chriss Winston, Rm. 122, x2930, by Noon, Friday, November 30, 1990, with a copy to my office. Thank you.

RESPONSE:

*No comments  
11/30/90*

90 OCT 30 P 1: 25

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

**WHITE HOUSE STAFFING MEMORANDUM**

90 OCT 30 11:01

DATE: 11/29/80

ACTION/CONCURRENCE/COMMENT DUE BY:

NOON, FRI., 11/30/90

PRESIDENTIAL REMARKS: CHAMBER OF COMMERCE, SANTIAGO, CHILE  
FRIDAY, DEC. 7, 1990, 7:55 A.M.

SUBJECT: \_\_\_\_\_

	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 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 type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMEYER	<input type="checkbox"/>	<input type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WINSTON	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please send your comments directly to Chriss Winston, Rm. 122, x2930, by Noon, Friday, November 30, 1990, with a copy to my office. Thank you.

RESPONSE:

*See Comments. Thanks.  
Holly Williamson  
11-30-90*

*Treasury has not sent comments  
in yet. Jhp*

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

(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

90 NOV 29 PM 12:03

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
SANTIAGO, CHILE  
FRIDAY, DECEMBER 7, 1990  
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I want first to salute my friend and vecino [ve-see-no], President Aylwin. Two months ago, we first met at the White House. Over the last day, I have again had the chance to observe his insight and eloquence. // There is a Chilean word -- <sup>no Chilean language - it's Spanish</sup> "salvaje" [ ] -- which describes such leadership. I thank you President on behalf of every American. //

means "savage" from what we've heard. Three decades ago, the last U.S. President to visit Chile said this to your country's Congress: "The friendship between the two Nations is based on shared philosophy, on faith in God, respect for the spiritual dignity of man, and the conviction that government is the servant of the people." //

✓ Today, our two Nations are united as never before by those beliefs Dwight Eisenhower spoke of so eloquently. But we are also united in another way -- through our efforts to bring democracy and prosperity to all the people of this hemisphere. // We stand at the <sup>brink</sup> brink of an era of unparalleled opportunity -- at the brink of New Dawn in the New World. //

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*for the Americas*

✓ USTR

~~Agreement between our two countries to bring prosperity and opportunity to both our peoples. //~~

A favorite Chilean expression goes, "El movieminto se prueba andando." [ ] Yes, action rather than words. //

✓ USTR

*Progress on free trade*

~~a free trade agreement~~ will actively stem the siren song of protectionism. // *We will trade with each other,*

~~And Peru buys Chilean forestry products,~~ ~~And America takes about~~ <sup>18</sup> percent of Chilean exports. // *The European community*

*Commerce*

The only thing you don't export are Nobel Prize winners and world-renowned pianists. You keep them here. //

*Commerce*

Free trade ~~will also demand~~ that we lift tariff and non-tariff barriers. Helping the farmer in San Fernando -- the miner in Calamara -- the worker in Valdivia gain what all Chileans deserve: Employment and dignity. // But free trade is just one way to reach this New World we envision. A second is official debt reduction. //

Enterprise for the America has a number of proposals to address debt reduction in Latin America. I will do all I can to see that they are passed next year. // I am pleased, too, by the creative debt reduction programs that Chile has pioneered. Debt for equity swaps -- exchanges that have transformed debt from a boondoggle on development into new opportunities for growth. //

✓ *Will that translate?*

Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the third and final part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

*Commerce*

~~Consider that~~ since 1985, about \$2.5 billion U.S. investment dollars have flowed into Chile. And that from 1990-95, an estimated \$13.2 billion dollars will aid Chile's development -- most of it focusing on mining, industry, energy, and telecommunications. // From the Andes to the coast of Alaska, our Nations must -- and have -- become partners -- not merely friends. //

But we want to spur even more investment. So as Chile returns to democracy, OPIC -- the Overseas Private Investment Corporation -- will return to Chile. // I have asked OPIC to mobilize resources to design a financial model for private investment throughout Latin America. And because Chile is already a pioneer, OPIC members will make a <sup>visit here early</sup> ~~ten-day visit here~~ <sub>next year. \* See OPIC insert below</sub> ~~next month.~~ // What's more, your companies have become an example of reform. So let us build on these beginnings -- and carry them to your neighbors. Give us your ideas on the privatization of state enterprises. Tell us how investment has enriched your Nation --so that further investment can enrich the Southern Hemisphere. //

*OPIC*

*OPIC*

~~A decade from now, we will enter the 21st Century,~~ <sup>As we approach</sup> ~~Already,~~ <sup>can already</sup> we see its outline. // It will be a world in which only those Nations which modernize and compete will prosper. A world in which investment and trade will create opportunity and progress. // I see a world where only unprecedented cooperation among Nations can confront a new generation of challenges. A new world

*Commerce*

\* OPIC insert: OPIC will bring a group of private investors to Chile to talk about specific investment opportunities and to discuss joint-venture opportunities.

✓ ~~are~~ which reflects the spirit of the Chilean people. A people that  
 is brave, valiant, industrious, alive. //

Nearly 180 years ago, your government sent our President Madison a note which initiated diplomatic relations. It spoke of how "Chile [must seize] the opportunity to offer a friendly and brotherly hand to the . . . American people." //

Today -- together -- we have the chance to fulfill those words -- to make the New Dawn of our New World an age of the offered hand and open heart. So let us achieve, as the diplomatic note <sup>says</sup> ~~said~~, "A community of shared ideas, of feelings and necessities." Acting not for ourselves alone -- but for the generations to come. //

Thank you for this occasion. Good luck to you all. And God bless the Nations we so dearly love -- Chile and the United States of America.

# # # #

## WHITE HOUSE STAFFING MEMORANDUM

90 OCT 30 PIZ: 14

DATE: 11/29/80 ACTION/CONCURRENCE/COMMENT DUE BY: NOON, FRI., 11/30/90

PRESIDENTIAL REMARKS: CHAMBER OF COMMERCE, SANTIAGO, CHILE  
 FRIDAY, DEC. 7, 1990, 7:55 A.M.

SUBJECT: \_\_\_\_\_

	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 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 type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	UNTERMEYER	<input type="checkbox"/>	<input type="checkbox"/>
CICCONI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WINSTON	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>Rogers</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input type="checkbox"/>	<input type="checkbox"/>	<u>Pinkerton</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
HAGIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

**REMARKS:**

Please send your comments directly to Chriss Winston, Rm. 122, x2930, by Noon, Friday, November 30, 1990, with a copy to my office. Thank you.

**RESPONSE:**

OK  
  
 11/29/90

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

(Smith/Dooley)  
November 29, 1990  
10 A.M.  
CHILE

90 NOV 29 PM 12:03

PRESIDENTIAL REMARKS: CHAMBER COMMERCE  
SANTIAGO, CHILE  
FRIDAY, DECEMBER 7, 1990  
7:55 A.M.

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Three decades ago, the last U.S. President to visit Chile said this to your country's Congress: "The friendship between the two Nations is based on shared philosophy, on faith in God, respect for the spiritual dignity of man, and the conviction that government is the servant of the people." //

Today, our two Nations are united as never before by those beliefs Dwight Eisenhower spoke of so eloquently. But we are also united in another way -- through our efforts to bring democracy and prosperity to all the people of this hemisphere. // We stand at the bring of an era of unparalleled opportunity -- at the brink of New Dawn in the New World. //

As business leaders, you have an especially crucial role to play to ensure that Chile continues down this path to prosperity. Already, you have helped America become Chile's largest trading partner. We want to further expand that trade, and and we will. But only if both economies remain open -- open to ideas, open to reform, open to free-market creativity. // That requires continued support for Chile's embrace of democracy. As your President said this fall <sup>in New York</sup> ~~at the United Nations~~: "Chile is showing that an expanding, stable, and equitable economy is compatible with an open and democratic political system." //

President Aylwin knows that the tide toward freedom -- once begun -- is irresistible. In that spirit, we can take great pride in recently concluding a trade and investment framework agreement between our countries. America's confidence in Chilean business is a major reason for this accomplishment. // Yet the best -- I believe -- lies ahead. //

Last June, I introduced a wide-ranging initiative to begin a new economic partnership in the hemisphere -- supported by leaders like President Aylwin who know that the key to progress is trade, not aid. // We called it Enterprise for the Americas - - an initiative which can help foreign investment, free trade, and official debt reduction bring prosperity to Chile and its neighbors. // I call on the business sectors of Chile and America to use this initiative to make the individual -- not the State -- our voice of tomorrow. // Through Enterprise For the Americas, we can -- and must -- sign an eventual Free Trade

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Agreement between our two countries to bring prosperity and opportunity to both our peoples. //

A favorite Chilean expression goes, "El moviemineto se prueba andando." [ ] Yes, action rather than words. // A free trade agreement will actively stem the siren song of protectionism. // Consider that Japan receives Chilean food. And Peru buys Chilean forestry products. The European community buys your fruit. And America takes about 16 percent of Chilean exports. // The only thing you don't export are Nobel Prize winners and world-renowned pianists. You keep them here. //

Free trade will also demand that we lift tariff and non-tariff barriers. Helping the farmer in San Fernando -- the miner in Calamara -- the worker in Valdivia gain what all Chileans deserve: Employment and dignity. // But free trade is just one way to reach this New World we envision. A second is official debt reduction. //

Enterprise for the America has a number of proposals to address debt reduction in Latin America. I will do all I can to see that they are passed next year. // I am pleased, too, by the creative debt reduction programs that Chile has pioneered. Debt for equity swaps -- exchanges that have transformed debt from a boondoggle on development into new opportunities for growth. //

Let us work together to reduce the crippling burden of debt. And as we do, let us achieve the third and final part of Enterprise for the Americas -- increased investment that means increased growth and jobs. //

Consider that since 1985, about \$2.5 billion U.S. investment dollars have flowed into Chile. And that from 1990-95, an estimated \$13.2 billion dollars will aid Chile's development -- most of it focusing on mining, industry, energy, and telecommunications. // From the Andes to the coast of Alaska, our Nations must -- and have -- become partners -- not merely friends. //

But we want to spur even more investment. So as Chile returns to democracy, OPIC -- the Overseas Private Investment Corporation -- will return to Chile. // I have asked OPIC to mobilize resources to design a financial model for private investment throughout Latin America. And because Chile is already a pioneer, OPIC members will make a ten-day visit here next month. // What's more, your companies have become an example of reform. So let us build on these beginnings -- and carry them to your neighbors. Give us your ideas on the privatization of state enterprises. Tell us how investment has enriched your Nation --so that further investment can enrich the Southern Hemisphere. //

A decade from now, we will enter the 21st Century. Already, we see its outline. // It will be a world in which only those Nations which modernize and compete will prosper. A world in which investment and trade will create opportunity and progress. // I see a world where only unprecedented cooperation among Nations can confront a new generation of challenges. A new world

which reflects the spirit of the Chilean people. A people that is brave, valiant, industrious, alive. //

Nearly 180 years ago, your government sent our President Madison a note which initiated diplomatic relations. It spoke of how "Chile [must seize] the opportunity to offer a friendly and brotherly hand to the . . . American people." //

Today -- together -- we have the chance to fulfill those words -- to make the New Dawn of our New World an age of the offered hand and open heart. So let us achieve, as the diplomatic note said, "A community of shared ideas, of feelings and necessities." Acting not for ourselves alone -- but for the generations to come. //

Thank you for this occasion. Good luck to you all. And God bless the Nations we so dearly love -- Chile and the United States of America.

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