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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

OA/ID Number: 13560
Folder ID Number: 13560-001

Folder Title:
Hispanic Alliance for Free Trade 3/19/91 [OA 6031]

Stack:	Row:	Section:	Shelf:	Position:
G	26	16	7	3

HISPANIC ALLIANCE FOR FREE TRADE \ THE EAST ROOM
TUESDAY, MAR. 19, 1991 \ 2:00 P.M.

THANK YOU. WELCOME TO THE WHITE HOUSE. IT'S GOOD TO SEE BOB MOSBACHER, WHO'S DOING SUCH AN OUTSTANDING JOB AS COMMERCE SECRETARY. CARLA HILLS, OUR VERY ABLE TRADE REPRESENTATIVE. AND DR. MICHAEL BOSKIN, CHAIRMAN OF THE COUNCIL OF ECONOMIC ADVISORS. WE'RE ALSO HONORED TO HAVE WITH US TODAY THE MEXICAN AMBASSADOR, GUSTAVO PETRICIOLI [PETRO-CHO-LEE].

THE PEOPLE GATHERED HERE SPAN THE 50 STATES, FROM CALIFORNIA TO NEW YORK TO FLORIDA, HOMETOWN HEROES WHO ARE HERE TO HELP LEAD AMERICA INTO THE 21ST CENTURY.

IT BRINGS TO MIND ANOTHER GROUP OF HEROES -- THE ALL-AMERICAN HEROES WE SEE ON TELEVISION ALMOST EVERY NIGHT NOW, STEPPING OFF THE PLANES AND INTO THE HISTORY BOOKS -- <u>THE COURAGEOUS MEN AND WOMEN OF OPERATION DESERT STORM</u>!

THINKING OF THEM, AND LOOKING OUT AT THIS FINE GATHERING, I CAN'T HELP BUT THINK OF THE INCREDIBLE CONTRIBUTIONS HISPANIC-AMERICANS HAVE MADE TO THE DEFENSE OF THIS NATION, IN PEACETIME AND IN WAR, EARNING 38 CONGRESSIONAL MEDALS OF HONOR.

I THINK OF HEROES LIKE CAPT. MANUEL RIVERA, WHO GREW UP IN THE SOUTH BRONX AND BECAME AN ACCOMPLISHED MARINE PILOT. ONE OF THE FIRST TO FALL IN THE AIR WAR OVER THE GULF, HE DREAMED OF BECOMING AN ASTRONAUT. AND TODAY HE HAS TAKEN HIS PLACE IN THE STARS, SO THAT WE MIGHT FIND A BETTER WAY ON EARTH.

THE COALITION TRIUMPH IN THE GULF SERVES TO REMIND US HOW MUCH THE WORLD CONTINUES TO LOOK TO THE UNITED STATES FOR LEADERSHIP.

IT REMINDED US ALSO THAT WE ARE A GREAT NATION, CAPABLE OF GREAT THINGS AT HOME AND ABROAD. AS I SAID IN MY ADDRESS TO THE JOINT SESSION, THE REAL WAY TO HONOR THE SACRIFICE OF OUR TROOPS IS TO ROLL UP OUR SLEEVES AND WORK TOGETHER WITH CONGRESS -- TO HELP BUILD A BETTER AMERICA, A BETTER WORLD, AND A BETTER TOMORROW. \\\

WE'VE GATHERED HERE TODAY TO SEIZE AN HISTORIC OPPORTUNITY TO DO JUST THAT.

EARLIER THIS MONTH, I SENT CONGRESS OUR REQUEST FOR AN EXTENSION OF THE "FAST TRACK" PROCEDURES FOR IMPLEMENTING NEW TRADE AGREEMENTS. IT'S A SIMPLE CONCEPT. FOR THE BETTER PART OF THIS CENTURY, THIS NATION HAS RECOGNIZED THAT TRADE AGREEMENTS REQUIRE A SPECIAL KIND OF COOPERATION BETWEEN CONGRESS AND THE EXECUTIVE OFFICE. THROUGH FAST TRACK AUTHORITY, CONGRESS MADE SURE THE PRESIDENT WENT TO THE TABLE EQUIPPED WITH THE SAME BARGAINING POWER AS HIS COUNTERPARTS:

THE ABILITY TO ENSURE THAT AN AGREEMENT REACHED OVERSEAS WOULD BE THE AGREEMENT VOTED UPON AT HOME.

MANY OF YOU KNOW WHAT IT'S LIKE TO RUN A BUSINESS. AND YOU UNDERSTAND HOW CRITICAL IT IS TO HAVE THE SIMPLE AUTHORITY TO REACH ACROSS THE TABLE AND SHAKE HANDS ON A DEAL.

NO ONE'S ASKING FOR CARTE BLANCHE. WE STILL HAVE TO BRING THE BEST AGREEMENT POSSIBLE BACK TO THE "HOME OFFICE" -- BACK TO CONGRESS FOR A VOTE.

BUT AT LEAST FAST TRACK GIVES US THE AUTHORITY TO GET THE DEAL IN WRITING -- SO THAT IT CAN BE PRESENTED TO CONGRESS FOR AN UP OR DOWN VOTE.

WE NEED AN EXTENSION OF "FAST TRACK" NOW -- TO PURSUE CRITICAL NEW TRADE INITIATIVES OF UNPRECEDENTED PROMISE -- LIKE THE URUGUAY ROUND, THE ENTERPRISE FOR THE AMERICAS INITIATIVE, AND THE NORTH AMERICAN FREE TRADE AGREEMENT.

FAST TRACK AUTHORITY GIVES US THE CHANCE TO NEGOTIATE AGREEMENTS THAT HELP EVERYONE CONCERNED. AND AS WITH EVERY GOOD BUSINESS DEAL -- EVERYBODY WINS. A VOTE AGAINST EXTENSION OF FAST TRACK AUTHORITY WOULD CUT OFF THE CHANCE TO NEGOTIATE <u>ANY</u> NEW AGREEMENTS. SIMPLY PUT, A VOTE AGAINST FAST TRACK IS A VOTE AGAINST TRADE -- AGAINST OURSELVES AND OUR NEIGHBORS. IF WE DO NOT MOVE FORWARD A FAST TRACK -- WE WILL FACE A DEAD END. \\\

IN ORDER TO SUSTAIN THE EXPANSION OF EXPORTS AND ECONOMIC GROWTH, WE MUST CONTINUE OUR EFFORTS TO OPEN WORLD MARKETS. AMBASSADOR HILLS IS WORKING HARD TO ACHIEVE SUCCESS IN THE URUGUAY ROUND -- TO OPEN MARKETS TO U.S. GOODS AND SERVICES WORLDWIDE. THE FREE TRADE TALKS WITH MEXICO AND CANADA AND OUR ENTERPRISE FOR THE AMERICAS INITIATIVE ARE DESIGNED TO STRENGTHEN U.S. TIES WITH OUR NEIGHBORS TO THE SOUTH.

RELATIONS BETWEEN THE U.S. AND MEXICO HAVE NEVER BEEN BETTER. MEXICO'S BOLD PRESIDENT CARLOS SALINAS HAS REFORMED HIS ECONOMY DRAMATICALLY -- ALMOST MIRACULOUSLY. HE HAS EXTENDED THE HAND OF FRIENDSHIP TO THE UNITED STATES. I PLEDGE TO YOU TODAY THAT I WILL DO MY PART TO BUILD ON THIS FRIENDSHIP, AND WORK TO CREATE AN EVEN CLOSER PARTNERSHIP BETWEEN NATIONS. FAIR AND FREE TRADE BETWEEN OUR COUNTRIES WILL HELP MEXICO. IN MY VIEW, THESE IMPORTANT STEPS ALSO SERVE OUR OWN BEST INTERESTS.

- 11 -

OUR TIES WITH WITH MEXICO GO BEYOND THE BOUNDS OF COMMERCE. WE SHARE CULTURES, HERITAGES -- FAMILIES. MILLIONS OF AMERICANS TRACE THEIR ROOTS TO LATIN AMERICA. THE GENIUS AND VITALITY OF LATIN CULTURE HAVE ADDED NEW SPARKLE TO OUR LIVES, OUR CULTURE, OUR GREAT COUNTRY.

WE WANT TO DO OUR BEST TO CONTINUE CULTIVATING THAT GENIUS AND VITALITY. AND HERE, HISPANIC BUSINESSMEN AND WOMEN ARE A CRITICAL AMERICAN RESOURCE.

- 12 -

YOU HAVE BEEN AT THE FOREFRONT OF OUR TRADE WITH LATIN AMERICA. YOU SPEAK THE LANGUAGE AND UNDERSTAND THE CULTURE. YOUR DETERMINATION, INGENUITY AND VISION HAVE DRIVEN YOU TO CREATE BUSINESSES THAT FUEL OUR ECONOMY AND ENRICH OUR LIVES. THAT'S WHY WE NEED YOUR LEADERSHIP. WE NEED YOUR SUPPORT IN URGING THE CONGRESS TO BACK FAST TRACK -- TO CLEAR THE WAY FOR THE URUGUAY ROUND, THE ENTERPRISE FOR THE AMERICAS INITIATIVE, AND THE NORTH AMERICAN FREE TRADE AGREEMENT.

- 13 -

A NORTH AMERICAN FREE TRADE AREA WOULD UNITE 360 MILLION CONSUMERS, AND A TOTAL OUTPUT OF SIX TRILLION DOLLARS. BY BOOSTING ECONOMIC PROSPERITY IN MEXICO, CANADA, AND THE U.S., IT WILL HELP US MOVE FORWARD ON THE ISSUES THAT CONCERN US ALL -- ISSUES SUCH AS DRUGS, EDUCATION, IMMIGRATION, AND THE ENVIRONMENT.

- 14 -

TAKE THE ENVIRONMENT AS JUST ONE EXAMPLE: COUNTRY BY COUNTRY, AROUND THE WORLD, THE PEOPLE OF THE MORE DEVELOPED NATIONS ENJOY CLEANER RIVERS, PURER AIR, BETTER HEALTH, AND LONGER LIVES THAN THEIR LESS DEVELOPED COUNTERPARTS. DEVELOPMENT AND PROSPERITY MEAN LESS POLLUTION, NOT MORE. \\\ IN THIS WAY, THE GOOD YOU DO TODAY CAN MEAN GOOD NEWS NOT ONLY FOR THE PEOPLE OF YOUR HOMETOWNS -- BUT ALSO FOR THE PEOPLE OF YOUR HOMELANDS. EVERYBODY WINS.

EVERY NATION HAS MUCH TO GAIN FROM A NEW ERA OF OPEN DOORS, OPEN MINDS, AND OPEN TRADE: A FUTURE OF SUSTAINED ECONOMIC GROWTH. LASTING REGIONAL STABILITY. LOWER PRICES AND GREATER CHOICES FOR CONSUMERS. MORE JOBS. AND AN IMPROVED STANDARD OF LIVING FOR OUR PEOPLE AND OUR NEIGHBORS.

TODAY IS AN AUSPICIOUS DAY TO LAUNCH THIS EFFORT. FOR TODAY IN CALIFORNIA, THE SWALLOWS RETURN TO MISSION SAN JUAN CAPISTRANO.

IT IS A HARBINGER OF SPRING -- A TIME OF CHANGE, NEW GROWTH, NEW BEGINNINGS. AND ACROSS THE CONTINENT FROM THE YUKON TO THE YUCATAN -- YOU CAN BE PART OF A NEW VISION FOR THE NEW WORLD: A COMMUNITY OF NATIONS, PROSPEROUS AND FREE -- THE CORNERSTONE OF THE WORLD'S FIRST FULLY DEMOCRATIC HEMISPHERE.

YES, MANY CHALLENGES REMAIN. BUT YOU CAN MAKE A DIFFERENCE. YOU CAN ENCOURAGE SUPPORT FOR THESE BOLD INITIATIVES.

- 17 -

YOU CAN ENCOURAGE CONGRESS TO ACT TO PROVIDE NEW MARKETS, MORE JOBS, AND NEW BUSINESS OPPORTUNITIES FOR ALL AMERICANS.

THE BUSES ARE OUTSIDE. IT'S TIME TO JUMP-START THIS EFFORT. IT'S TIME TO CHARGE UP THE HILL, STRIKE DOWN THE BARRIERS, AND OPEN UP TRADE. LET'S TELL CONGRESS IT'S TIME TO SHARE THE AMERICAN DREAM -- AND MAKE IT THE DREAM OF ALL THE AMERICAS. LET'S TELL CONGRESS WE NEED FAST TRACK NOW! \\\

- 18 -

THANK YOU. GOD BLESS YOU AND THE UNITED STATES OF AMERICA. # # #

[redacted]

Fax: 895-3133

This can be improved but is there

Relations between the U.S. and Mexico have never been better. Mexico's bold and bale President Carlos Salinas has done a fantastic job bringing needed reforms to Mexico's economy. He has reached out to the United States in amny many ways. I pleadge to you today that I will do my pwart to make htis relationship even stronger-even better. Working otu a fair and freet trade agreement with Mexico is not something to help Mexico. It is in my view, in our own self interest to take htis important step.

Robbin Tribble Jr.
& Laird Anderson

Gary Weaver
AMV-Cross-cultural Comm.
202/
363-8695

Meridian House

[redacted]

POTUS wants insert, but does not want speech any longer than it already is.

D²

8:26
3-19

Document No. _____

WHITE HOUSE STAFFING MEMORANDUM

DATE: 3/14/91 **ACTION/CONCURRENCE/COMMENT DUE BY:** 3/15/91

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☑	MCCLURE	☑	☐
SUNUNU	☐	☐	NEWMAN	☐	☐
SCOWCROFT	☑	☐	PORTER	☑	☐
DARMAN	☑	☐	ROGICH N/C	☑	☐
BRADY	☐	☑	UNTERMEYER	☐	☐
CARD	☐	☑	SNOW	☐	☑
DEMAREST	☑	☐	_____	☐	☐
FITZWATER	☐	☑	_____	☐	☐
GRAY	☑	☐	_____	☐	☐
HOLIDAY	☑	☐	_____	☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., Friday March 15, with a copy to this office. Thank you.

RESPONSE:

91 MAR 14 P1:39

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

McNally/Dooley
Mar. 14, 1991
Draft Three (B:HISP-BUS)

91 MAR 14 PM 1:06

PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE
ROOM 450, O.E.O.B.
TUESDAY, MAR. 19, 1991 _:00 _.M.

Thank you. Welcome to the White House. It's good to see Bob Mosbacher, who's doing such an outstanding job as Secretary of Commerce. Carla Hills, our very able Trade Representative. And it's always a pleasure to welcome so many distinguished members of Congress down to this end of Pennsylvania Avenue. \\\

The people gathered here span the 50 states, from California to New York, from Texas to Florida, hometown heroes who are here to help lead America into the 21st Century. And it brings to mind another group of heroes -- the all-American heroes we see on television almost every night now, stepping off the planes and into the history books -- **the courageous men and women of Operation Desert Storm!** \\\

Thinking of them, and looking out at this impressive gathering, I can't help but think of the incredible contributions Hispanic-Americans have made to the defense of this Nation in peacetime and in war -- earning the highest percentage of Congressional Medals of Honor. America's brave Hispanic troops in the Gulf served with tremendous distinction and pride. I think of heroes like Capt. Manuel Rivera, who overcame the obstacles of growing up in the South Bronx to become an accomplished Marine pilot. One of the first to fall in the air war, he dreamed of becoming an astronaut. **And today he has taken his place in the stars, so that we might find a better way on Earth.** \\\

The Coalition triumph in the Gulf serves to remind us how much the world continues to look to the United States for leadership. And as I said last week in my address to the Joint Session, **the real way to honor the sacrifice of our troops is to roll up our sleeves and work together with Congress -- to help build a better America, a better world, and a better tomorrow.**

We've gathered here today to seize a historic opportunity to do just that. Earlier this month, I sent Congress our request for an extension of the "fast track" procedures for implementing new trade agreements. It's a simple concept. For the better part of this century, Congress and the Executive have recognized that negotiating trade agreements requires special cooperation. Through the fast track, Congress made sure the President went to the table equipped with the same bargaining power as his counterparts: the ability to ensure that the agreement reached overseas would be the agreement voted upon at home.

Many of you know what it's like to run a business. And you understand how critical it is to have this simple authority -- the authority to reach across the table and shake hands on a deal. That's why we need an extension of "fast track" now -- to pursue critical new trade initiatives of unprecedented promise -- like the Uruguay Round, the North American Free Trade Agreement, and our Enterprise for the Americas Initiative.

Every country in the region will reap great benefits from these bold new trade ventures. **But when it comes to a truly open global economy, no country stands to gain more than the United**

States. Unfortunately, a vote against extension would cut off the chance to negotiate any new agreements. Simply put, a vote against fast track is a vote against trade. **And instead of moving forward on the fast track -- America will be facing a dead end.**

In order to sustain the expansion of exports and economic growth, we must continue our efforts to open world markets. The free trade talks with Mexico and Canada and our Enterprise for the Americas Initiative are part of our strategy for expanding U.S. trade, economic, and business ties with our neighbors in Latin America. We have a vital stake in the region. Obviously, we have an interest in promoting stability and economic growth. But our relationship goes well beyond that. We have bonds of culture, heritage, and family that transcend business and politics. Like many in this room, millions of Americans trace their roots to Latin America. And you have brought the genius and vitality of Latin culture as your distinctive contribution to the special magic of this great country.

We want to tap that genius and vitality. Before the debt crisis, Latin America was a key market for U.S. trade. It remains a natural market for U.S. goods, services, and investments. And here, Hispanic businessmen and women are a critical American resource. You have been at the forefront of our trade with Mexico, the Caribbean, and Latin America. You speak the language and understand the culture. **You have shown the determination, the ingenuity, and the vision that have created the enterprises that drive our economy and enrich our lives.** That's why we need

your leadership. **And that's why we need your support in urging the Congress to back fast track, the North American free trade agreement, and our Enterprise for the Americas Initiative.**

A North American Free Trade Area would bring together 360 million consumers, and a total output of six trillion dollars. It would create an enormous new market, honing America's competitive edge against the increasingly unified markets of Europe and Asia. At home it will mean a stronger economy, with increased exports, and increased access to lower-cost, higher quality products. And by boosting economic prosperity in the U.S., Mexico, and Canada, it will help us progress on issues such as drugs, education, immigration, and the environment.

Like these free trade proposals, our Enterprise for the Americas Initiative was spurred by a common concern for not only economic growth, but also environmental health. I've said many times that environmental destruction knows no borders. **And I'm very pleased today to be able to mark this distinguished gathering by signing into law an unprecedented new initiative to clean up the neighborhood -- the hemispheric neighborhood.**

This Executive Order, implementing part of the Enterprise for the Americas Initiative, will not only authorize the unique "debt for nature" provisions of the plan, but also create an "Environment for the Americas Board." Taken together, these new efforts will permit qualified Latin American nations to pay off their debts through deposits in local currency -- and then unleash these funds to help clean up the environment.

Every nation has much to gain from an era of open doors, open minds, and open trade: A new season of sustained economic growth. Unprecedented regional stability. Lower prices and greater choices for consumers. More jobs. And an improved standard of living for our people and our neighbors. Country by country, around the world, the people of the more developed nations enjoy cleaner rivers, purer air, better health, and longer lives than their less developed counterparts. **Development and prosperity mean less pollution, not more.** \\\

Today in Washington, we make good on a promise to Mother Nature. And today in California, Mother Nature makes good on an annual promise of her own. Today the swallows return to Mission San Juan Capistrano. It is a harbinger of spring -- a time of change, new growth, new beginnings.

Yes, many challenges remain. **But you can make a difference. You can encourage support for these bold initiatives. You can encourage Congress to act to provide new markets, more jobs, and new business opportunities for all Americans.** And, working together, we can help realize the dream of the Americas -- a community of nations, prosperous and free -- and the world's first completely democratic hemisphere. \\\

Thank you for coming to the White House today. God bless you and the United States. And now, I will sign into law Executive Order No. _____, the "Implementation of the Enterprise for the Americas Initiative."

# # #

THE WHITE HOUSE

WASHINGTON

91 MAR 15 A11 : 44

March 14, 1991

MEMORANDUM FOR TONY SNOW

FROM: STEPHEN G. RADEMAKER SR
ASSOCIATE COUNSEL TO THE PRESIDENT

SUBJECT: Presidential Remarks: Hispanic Alliance for Free Trade

Pursuant to Phillip Brady's request, Counsel's Office has reviewed the above-referenced matter and has no objection, subject to the comments provided on the attached text.

cc: Phillip D. Brady

Document No. _____

WHITE HOUSE STAFFING MEMORANDUM

DATE: 3/14/91 ACTION/CONCURRENCE/COMMENT DUE BY: 3/15/91 10:00a.m.

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☑	MCCLURE	☑	☐
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DARMAN	☑	☐	ROGICH	☑	☐
BRADY	☐	☑	UNTERMEYER	☐	☐
CARD	☐	☑	SNOW	☐	☑
DEMAREST	☑	☐	_____	☐	☐
FITZWATER	☐	☑	_____	☐	☐
GRAY	☑	☐	_____	☐	☐
HOLIDAY	☑	☐	_____	☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., Friday March 15, with a copy to this office. Thank you.

RESPONSE:

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

McNally/Dooley
Mar. 14, 1991
Draft Three (B:HISP-BUS)

91 MAR 14 PM 1:06

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ROOM 450, O.E.O.B.
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Thank you. Welcome to the White House. It's good to see Bob Mosbacher, who's doing such an outstanding job as Secretary of Commerce. Carla Hills, our very able Trade Representative. And it's always a pleasure to welcome so many distinguished members of Congress down to this end of Pennsylvania Avenue. \\\

The people gathered here span the 50 states, from California to New York, from Texas to Florida, hometown heroes who are here to help lead America into the 21st Century. And it brings to mind another group of heroes -- the all-American heroes we see on television almost every night now, stepping off the planes and into the history books -- **the courageous men and women of Operation Desert Storm!** \\\

Thinking of them, and looking out at this impressive gathering, I can't help but think of the incredible contributions Hispanic-Americans have made to the defense of this Nation in peacetime and in war -- earning the highest percentage of Congressional Medals of Honor. America's brave Hispanic troops in the Gulf served with tremendous distinction and pride. I think of heroes like Capt. Manuel Rivera, who overcame the obstacles of growing up in the South Bronx to become an accomplished Marine pilot. One of the first to fall in the air war, he dreamed of becoming an astronaut. **And today he has taken his place in the stars, so that we might find a better way on Earth.** \\\

percentage of what — of all medals? of all ethnic groups in the military? I think what is meant is that hispanics in the military earn the medal at a higher rate than any other groups in the military.

The Coalition triumph in the Gulf serves to remind us how much the world continues to look to the United States for leadership. And as I said last week in my address to the Joint Session, **the real way to honor the sacrifice of our troops is to roll up our sleeves and work together with Congress -- to help build a better America, a better world, and a better tomorrow.**

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# # #

Document No. _____

WHITE HOUSE STAFFING MEMORANDUM

91 MAR 18 A9:37

DATE: 3/18/91 ACTION/CONCURRENCE/COMMENT DUE BY: ---

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☑	MCCLURE	☐	☑
SUNUNU	☐	☐	NEWMAN	☐	☐
SCOWCROFT	☐	☑	PORTER	☐	☑
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BRADY	☐	☑	UNTERMEYER	☐	☐
CARD	☐	☑	ROGERS	☐	☑
DEMAREST	☐	☑	SNOW	☐	☑
FITZWATER	☐	☑	_____	☐	☐
GRAY	☐	☑	_____	☐	☐
HOLIDAY	☐	☑	_____	☐	☐

REMARKS:

The attached has been forwarded to the President.

RESPONSE:

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

Bruce
to P
3-18

THE WHITE HOUSE

WASHINGTON

March 15, 1991

INFORMATION

MEMORANDUM FOR THE PRESIDENT

THROUGH: TONY SNOW

FROM: EDWARD E. McNALLY

SUBJECT: HISPANIC ALLIANCE FOR FREE TRADE

I. SUMMARY

On Tuesday, March 19, at 2:00 p.m., you will address 200 Hispanic business leaders in the East Room on the necessity of Fast Track negotiating authority. The remarks are 9 minutes, on cards.

II. DISCUSSION

In cooperation with the White House -- and in recognition of the advantages their heritage could offer in freer trade with Latin America -- a group of Hispanic businessmen have formed the Hispanic Alliance for Free Trade.

These remarks are an appeal to them to help convince Congress of the benefits the U.S. economy will gain from free trade agreements with Latin America and Mexico. As a first step, we are asking them to help pass the Fast Track legislation.

McNally/Dooley/Simon
Mar. 15, 1991, Draft Four

PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE
THE EAST ROOM
TUESDAY, MAR. 19, 1991, 2:00 P.M.

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The stakes are high. We need an extension of "fast track" now -- to pursue critical new trade initiatives of unprecedented promise -- like the Uruguay Round, the Enterprise for the Americas Initiative, and the North American Free Trade Agreement.

And as with every good business deal -- **everybody wins.** Every country in the region will reap huge benefits from these bold new trade ventures. **But when it comes to a truly open global economy, no country stands to gain more than the United States.** There are enormous potential gains for the U.S. in increased and freer trade. Unfortunately, a vote against extension of fast track authority would cut off the chance to negotiate any new agreements. Simply put, a vote against fast track is a vote against trade. **And instead of moving forward on a fast track -- America will be facing a dead end.** \\\

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McNally/Dooley/Simon
Mar. 15, 1991, Draft Four

PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE
THE EAST ROOM
TUESDAY, MAR. 19, 1991, 2:00 P.M.

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addl. edits — McNally

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Mar. 15, 1991, Draft Four

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# # #

THE WHITE HOUSE

WASHINGTON

March 15, 1991

INFORMATION

MEMORANDUM FOR THE PRESIDENT

THROUGH: TONY SNOW TS

FROM: EDWARD E. McNALLY EEM

SUBJECT: HISPANIC ALLIANCE FOR FREE TRADE

I. SUMMARY

On Tuesday, March 19, at 2:00 p.m., you will address 200 Hispanic business leaders in the East Room on the necessity of Fast Track negotiating authority. The remarks are 9 minutes, on cards.

II. DISCUSSION

In cooperation with the White House -- and in recognition of the advantages their heritage could offer in freer trade with Latin America -- a group of Hispanic businessmen have formed the Hispanic Alliance for Free Trade.

These remarks are an appeal to them to help convince Congress of the benefits the U.S. economy will gain from free trade agreements with Latin America and Mexico. As a first step, we are asking them to help pass the Fast Track legislation.

Document No. _____

WHITE HOUSE STAFFING MEMORANDUM

91 MAR 15 A11 : 05

DATE: 3/14/91 ACTION/CONCURRENCE/COMMENT DUE BY: 3/15/91

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☑	MCCLURE	☑	☐
SUNUNU	☐	☐	NEWMAN	☐	☐
SCOWCROFT	☑	☐	PORTER	☑	☐
DARMAN	☑	☐	ROGICH	☑	☐
BRADY	☐	☑	UNTERMEYER	☐	☐
CARD	☐	☑	SNOW	☐	☑
DEMAREST	☑	☐	_____	☐	☐
FITZWATER	☐	☑	_____	☐	☐
GRAY	☑	☐	_____	☐	☐
HOLIDAY	☑	☐	_____	☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., Friday March 15, with a copy to this office. Thank you.

RESPONSE: See comments

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

McNally/Dooley
Mar. 14, 1991
Draft Three (B:HISP-BUS)

91 MAR 14 PM 1:06

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ROOM 450, O.E.O.B.
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Every country in the region will reap great benefits from these bold new trade ventures. **But when it comes to a truly open global economy, no country stands to gain more than the United**

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In order to sustain the expansion of exports and economic growth, we must continue our efforts to open world markets. The free trade talks with Mexico and Canada and our Enterprise for the Americas Initiative are part of our strategy for expanding U.S. trade, economic, and business ties with our neighbors in Latin America. We have a vital stake in the region. Obviously, we have an interest in promoting stability and economic growth. But our relationship goes well beyond that. We have bonds of culture, heritage, and family that transcend business and politics. Like many in this room, millions of Americans trace their roots to Latin America. And you have brought the genius and vitality of Latin culture as your distinctive contribution to the special magic of this great country.

We want to tap that genius and vitality. Before the debt crisis, Latin America was a key market for U.S. trade. It remains a natural market for U.S. goods, services, and investments. And here, Hispanic businessmen and women are a critical American resource. You have been at the forefront of our trade with Mexico, the Caribbean, and Latin America. You speak the language and understand the culture. **You have shown the determination, the ingenuity, and the vision that have created the enterprises that drive our economy and enrich our lives.** That's why we need

your leadership. **And that's why we need your support in urging the Congress to back fast track, the North American free trade agreement, and our Enterprise for the Americas Initiative.**

Scully f5178

A North American Free Trade Area would bring together 360 million consumers, and a total output of six trillion dollars. It would create an enormous new market, honing America's competitive edge against the increasingly unified markets of Europe and Asia. At home it will mean a stronger economy, with increased exports, and increased access to lower-cost, higher quality products. And by boosting economic prosperity in the U.S., Mexico, and Canada, it will help us progress on issues such as drugs, education, immigration, and the environment.

Like these free trade proposals, our Enterprise for the Americas Initiative was spurred by a common concern for not only economic growth, but also environmental health. I've said many times that environmental destruction knows no borders. **And I'm very pleased today to be able to mark this distinguished gathering by signing into law an unprecedented new initiative to clean up the neighborhood -- the hemispheric neighborhood.**

This Executive Order, implementing part of the Enterprise for the Americas Initiative, will not only authorize the unique "debt for nature" provisions of the plan, but also create an "Environment for the Americas Board." Taken together, these new efforts will permit qualified Latin American nations to pay off their debts through deposits in local currency -- and then unleash these funds to help clean up the environment.

Every nation has much to gain from an era of open doors, open minds, and open trade: A new season of sustained economic growth. Unprecedented regional stability. Lower prices and greater choices for consumers. More jobs. And an improved standard of living for our people and our neighbors. Country by country, around the world, the people of the more developed nations enjoy cleaner rivers, purer air, better health, and longer lives than their less developed counterparts. **Development and prosperity mean less pollution, not more.** \\\

Today in Washington, we make good on a promise to Mother Nature. And today in California, Mother Nature makes good on an annual promise of her own. Today the swallows return to Mission San Juan Capistrano. It is a harbinger of spring -- a time of change, new growth, new beginnings.

Yes, many challenges remain. **But you can make a difference. You can encourage support for these bold initiatives. You can encourage Congress to act to provide new markets, more jobs, and new business opportunities for all Americans.** And, working together, we can help realize the dream of the Americas -- a community of nations, prosperous and free -- and the world's first completely democratic hemisphere. \\\

Thank you for coming to the White House today. God bless you and the United States. And now, I will sign into law Executive Order No. _____, the "Implementation of the Enterprise for the Americas Initiative."

# # #

Document No. _____

WHITE HOUSE STAFFING MEMORANDUM

91 MAR 15 AM : 05

DATE: 3/14/91 ACTION/CONCURRENCE/COMMENT DUE BY: 3/15/91 10:00a.m.

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☑	MCCLURE	☑	☐
SUNUNU	☐	☐	NEWMAN	☐	☐
SCOWCROFT	☑	☐	PORTER	☑	☐
DARMAN	☑	☐	ROGICH	☑	☐
BRADY	☐	☑	UNTERMEYER	☐	☐
CARD	☐	☑	SNOW	☐	☑
DEMAREST	☑	☐	_____	☐	☐
FITZWATER	☐	☑	_____	☐	☐
GRAY	☑	☐	_____	☐	☐
HOLIDAY	☑	☐	_____	☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., Friday March 15, with a copy to this office. Thank you.

RESPONSE:

Cathy - 2315

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

to clear the way for the Uruguay Round,

your leadership. **And that's why we need your support in urging the Congress to back fast track, the North American free trade agreement, and our Enterprise for the Americas Initiative.**

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Document No. _____

WHITE HOUSE STAFFING MEMORANDUM

91 MAR 15 A10:20

DATE: 3/14/91 ACTION/CONCURRENCE/COMMENT DUE BY: 3/15/91 10:00a.m.

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☑	MCCLURE	[redacted]	☐
SUNUNU	☐	☐	NEWMAN	☐	☐
SCOWCROFT	☑	☐	PORTER	☑	☐
DARMAN	☑	☐	ROGICH	☑	☐
BRADY	☐	☑	UNTERMEYER	☐	☐
CARD	☐	☑	SNOW	☐	☑
DEMAREST	☑	☐	_____	☐	☐
FITZWATER	☐	☑	_____	☐	☐
GRAY	☑	☐	_____	☐	☐
HOLIDAY	☑	☐	_____	☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., Friday March 15, with a copy to this office. Thank you.

RESPONSE:

Please see. suggestions.

3/15/91

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

10 ovr language, NO Members included.

McNally/Dooley
Mar. 14, 1991
Draft Three (B:HISP-BUS)

91 MAR 14 PM 1:06

PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE
ROOM 450, O.E.O.B.
TUESDAY, MAR. 19, 1991 _:00 _.M.

Thank you. Welcome to the White House. It's good to see Bob Mosbacher, who's doing such an outstanding job as Secretary of Commerce. Carla Hills, our very able Trade Representative. And it's always a pleasure to welcome so many distinguished members of Congress down to this end of Pennsylvania Avenue. \\\

The people gathered here span the 50 states, from California to New York, from Texas to Florida, hometown heroes who are here to help lead America into the 21st Century. And it brings to mind another group of heroes -- the all-American heroes we see on television almost every night now, stepping off the planes and into the history books -- **the courageous men and women of Operation Desert Storm!** \\\

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The Coalition triumph in the Gulf serves to remind us how much the world continues to look to the United States for leadership. And as I said last week in my address to the Joint Session, the real way to honor the sacrifice of our troops is to roll up our sleeves and work together with Congress -- to help build a better America, a better world, and a better tomorrow.

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Many of you know what it's like to run a business. And you understand how critical it is to have ~~this simple authority~~ the authority to reach across the table and shake hands on a deal. That's why we need an extension of "fast track" now -- to pursue critical new trade initiatives of unprecedented promise -- like the Uruguay Round, the North American Free Trade Agreement, and our Enterprise for the Americas Initiative.

Every country in the region will reap great benefits from these bold new trade ventures. But when it comes to a truly open global economy, no country stands to gain more than the United

Congress for an up or down vote. And foreign governments won't have a second round of negotiations with Congress on particular provisions.

Well, even fast track doesn't give us this - we still have to bring the best agreement we can negotiate back to Congress for a vote. But at least fast track gives us

States. Unfortunately, a vote against extension of fast track would cut off the chance to negotiate any new agreements. Simply put, a vote against fast track is a vote against trade. And instead of moving forward on ~~the~~ a fast track -- America will be facing a dead end.

In order to sustain the expansion of exports and economic growth, we must continue our efforts to open world markets. The free trade talks with Mexico and Canada and our Enterprise for the Americas Initiative are part of our strategy for expanding U.S. trade, economic, and business ties with our neighbors in Latin America. We have a vital stake in the region. Obviously, we have an interest in promoting stability and economic growth. But our relationship goes well beyond that. We have bonds of culture, heritage, and family that transcend business and politics. Like many in this room, millions of Americans trace their roots to Latin America. And you have brought the genius and vitality of Latin culture as your distinctive contribution to the special magic of this great country.

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The enormous potential gains there are for the United States in increased and freer trade.

Latin America = Mexico, Central Am, South Am.
(Mexico: North America)

your leadership. And that's why we need your support in urging the Congress to back fast track, the North American free trade agreement, and our Enterprise for the Americas Initiative.

A North American Free Trade Area would bring together 360 million consumers, and a total output of six trillion dollars. It would create an enormous new market, honing America's competitive edge against the increasingly unified markets of Europe and Asia. At home it will mean a stronger economy, with increased exports, and increased access to lower-cost, higher quality products. And by boosting economic prosperity in the U.S., Mexico, and Canada, it will help us progress on issues such as drugs, education, immigration, and the environment.

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Every nation has much to gain from an era of open doors, open minds, and open trade: A new season of sustained economic growth. Unprecedented regional stability. Lower prices and greater choices for consumers. More jobs. And an improved standard of living for our people and our neighbors. Country by country, around the world, the people of the more developed nations enjoy cleaner rivers, purer air, better health, and longer lives than their less developed counterparts. Development and prosperity mean less pollution, not more. \\\

Today in Washington, we make good on a promise to Mother Nature. And today in California, Mother Nature makes good on an annual promise of her own. Today the swallows return to Mission San Juan Capistrano. It is a harbinger of spring -- a time of change, new growth, new beginnings.

Yes, many challenges remain. But you can make a difference. You can encourage support for these bold initiatives. You can encourage Congress to act to provide new markets, more jobs, and new business opportunities for all Americans. And, working together, we can help realize the dream of the Americas -- a community of nations, prosperous and free -- and the world's first completely democratic hemisphere. \\\

Thank you for coming to the White House today. God bless you and the United States. And now, I will sign into law Executive Order No. _____, the "Implementation of the Enterprise for the Americas Initiative."

Our understanding ≠ not being signed.

Document No. _____

91 MAR 15 AM 10:27

WHITE HOUSE STAFFING MEMORANDUM

DATE: 3/14/91 **ACTION/CONCURRENCE/COMMENT DUE BY:** 3/15/91 10:00a.m.

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	✓	MCCLURE	✓	☐
SUNUNU	☐	☐	NEWMAN	☐	☐
SCOWCROFT	✓	☐	PORTER	✓	☐
DARMAN	✓	☐	ROGICH	✓	☐
BRADY	☐	✓	UNTERMEYER	☐	☐
CARD	☐	✓	SNOW	☐	✓
DEMAREST	✓	☐	_____	☐	☐
FITZWATER	☐	✓	_____	☐	☐
GRAY	✓	☐	_____	☐	☐
HOLIDAY	✓	☐	_____	☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., Friday March 15, with a copy to this office. Thank you.

RESPONSE:

See comments. Thanks.
Holly Williamson
3-15-91

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

McNally/Dooley
Mar. 14, 1991
Draft Three (B:HISP-BUS)

91 MAR 14 PM 1:06

PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE
ROOM 450, O.E.O.B.
TUESDAY, MAR. 19, 1991 _:00 _.M.

Thank you. Welcome to the White House. It's good to see Bob Mosbacher, who's doing such an outstanding job as Secretary of Commerce. Carla Hills, our very able Trade Representative. And it's always a pleasure to welcome so many distinguished members of Congress down to this end of Pennsylvania Avenue. \\\

The people gathered here span the 50 states, from California to New York, from Texas to Florida, hometown heroes who are here to help lead America into the 21st Century. And it brings to mind another group of heroes -- the all-American heroes we see on television almost every night now, stepping off the planes and into the history books -- **the courageous men and women of Operation Desert Storm!** \\\

Thinking of them, and looking out at this impressive gathering, I can't help but think of the incredible contributions Hispanic-Americans have made to the defense of this Nation in peacetime and in war -- earning the highest percentage of Congressional Medals of Honor. America's brave Hispanic troops in the Gulf served with tremendous distinction and pride. I think of heroes like Capt. Manuel Rivera, who overcame the obstacles of growing up in the South Bronx to become an accomplished Marine pilot. One of the first to fall in the air war, he dreamed of becoming an astronaut. **And today he has taken his place in the stars, so that we might find a better way on Earth.** \\\

The Coalition triumph in the Gulf serves to remind us how much the world continues to look to the United States for leadership. And as I said last week in my address to the Joint Session, **the <u>real</u> way to honor the sacrifice of our troops is to roll up our sleeves and work together with Congress -- to help build a better America, a better world, and a better tomorrow.**

We've gathered here today to seize ~~a~~ an historic opportunity to do just that. Earlier this month, I sent Congress our request for an extension of the "fast track" procedures for implementing new trade agreements. It's a simple concept. For the better part of this century, Congress and the Executive have recognized that negotiating trade agreements requires special cooperation. Through ~~the~~ fast track (authority), Congress made sure the President went to the table equipped with the same bargaining power as his counterparts: the ability to ensure that the agreement reached <u>overseas</u> would be the agreement voted upon at <u>home</u>.

Many of you know what it's like to run a business. And you understand how critical it is to have this simple authority -- the authority to reach across the table and shake hands on a deal. That's why we need an extension of "fast track" now -- to pursue critical new trade initiatives of unprecedented promise -- like the Uruguay Round, the North American Free Trade Agreement, and our Enterprise for the Americas Initiative.

Every country in the region will reap great benefits from these bold new trade ventures. **But when it comes to a truly open global economy, no country stands to gain more than the United**

States. Unfortunately, a vote against extension of fast track authority would cut off the chance to negotiate any new agreements. Simply put, a vote against fast track extension is a vote against trade. **And instead of moving forward on the fast track -- America will be facing a dead end.**

In order to sustain the expansion of exports and economic growth, we must continue our efforts to open world markets. The free trade talks with Mexico and Canada and our Enterprise for the Americas Initiative are part of our strategy for expanding U.S. trade, economic, and business ties with our neighbors in Latin America. We have a vital stake in the region. Obviously, we have an interest in promoting stability and economic growth. But our relationship goes well beyond that. We have bonds of culture, heritage, and family that transcend business and politics. Like many in this room, millions of Americans trace their roots to Latin America. And you have brought the genius and vitality of Latin culture as your distinctive contribution to the special magic of this great country.

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This Executive Order, implementing part of the Enterprise for the Americas Initiative, will provide for implementation of the unique "debt for nature" provisions of the plan, and create an "Environment for the Americas Board" in Washington to oversee the program. These new efforts will permit qualified Latin American nations to make interest payments on their debts reduced under the initiative through deposits in local currency -- and then unleash these funds to help clean up the environment.

OCA + Treasury
Not to sign at the event per discussions w/ Demarest et al. Also see my note from Treasury below. *

Treasury

* Treasury also notes that on Tuesday, the Senate might take up legislation that prohibits the President from making any EAI debt reduction this year. Treasury will call me back later today w/ more info. This could mean the Exec. Order would need the Pres' signature before Tuesday.

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# # #

President to have already signed before this event. Possibly Loen Monday

Document No. _____

WHITE HOUSE STAFFING MEMORANDUM

91 MAR 13 A8:31

DATE: 3/14/91 **ACTION/CONCURRENCE/COMMENT DUE BY:** 3/15/91 10:00a.m.

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☑	MCCLURE	☑	☐
SUNUNU	☐	☐	NEWMAN	☐	☐
SCOWCROFT	☑	☐	PORTER	☑	☐
DARMAN	☑	☐	ROGICH	☑	☐
BRADY	☐	☑	UNTERMEYER	☐	☐
CARD	☐	☑	SNOW	☐	☑
DEMAREST	☑	☐	_____	☐	☐
FITZWATER	☐	☑	_____	☐	☐
GRAY	☑	☐	_____	☐	☐
HOLIDAY	☑	☐	_____	☐	☐

REMARKS:

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RESPONSE:

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

McNally/Dooley
Mar. 14, 1991
Draft Three (B:HISP-BUS)

91 MAR 14 PM 1:06

PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE
ROOM 450, O.E.O.B.
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Every nation has much to gain from an era of open doors, open minds, and open trade: A new season of sustained economic growth. Unprecedented regional stability. Lower prices and greater choices for consumers. More jobs. And an improved standard of living for our people and our neighbors. Country by country, around the world, the people of the more developed nations enjoy cleaner rivers, purer air, better health, and longer lives than their less developed counterparts. **Development and prosperity mean less pollution, not more.** \\\

Today in Washington, we make good on a promise to Mother Nature. And today in California, Mother Nature makes good on an annual promise of her own. Today the swallows return to Mission San Juan Capistrano. It is a harbinger of spring -- a time of change, new growth, new beginnings.

Yes, many challenges remain. **But you can make a difference. You can encourage support for these bold initiatives. You can encourage Congress to act to provide new markets, more jobs, and new business opportunities for all Americans.** And, working together, we can help realize the dream of the Americas -- a community of nations, prosperous and free -- and the world's first completely democratic hemisphere. \\\

Thank you for coming to the White House today. God bless you and the United States. And now, I will sign into law Executive Order No. _____, the "Implementation of the Enterprise for the Americas Initiative."

# # #

for file — Tony's comments and edits (pre-staffing)

McNally/Dooley
Mar. 14, 1991
Draft Two (B:HISP-BUS)

PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE
ROOM 450, O.E.O.B.
TUESDAY, MAR. 19, 1991 _:00 _.M.

Thank you. Welcome to the White House. It's good to see Bob Mosbacher, who's doing such an outstanding job as Secretary of Commerce. Carla Hills, our very able Trade Representative. And it's always a pleasure to welcome so many distinguished members of Congress down to this end of Pennsylvania Avenue. \\\

The people gathered here ~~come from across~~ span the 50 states, from California to New York, from Texas to Florida, hometown heroes who are here to help lead America into the 21st Century. And it brings to mind another group of heroes -- the all-American heroes we see on television almost every night now, stepping off the planes and into the history books -- **the courageous men and women of Operation Desert Storm!** \\\

Thinking of them, and looking out at this impressive gathering, I can't help but think of the incredible contributions Hispanic-Americans have made to the defense of this Nation in peacetime and in war -- earning the highest percentage of Congressional Medals of Honor. America's brave Hispanic troops in the Gulf served with tremendous distinction and pride. I think of heroes like Capt. Manuel Rivera, who overcame the obstacles of growing up in the South Bronx to become an accomplished Marine pilot. One of the first to fall in the air war, he dreamed of becoming an astronaut. **And today he has taken his place in the stars, so that we might find a better way on Earth.** \\\

The Coalition triumph in the Gulf serves to remind us how much the world continues to look to the United States for leadership. And as I said last week in my address to the Joint Session, **the real way to honor the sacrifice of our troops is to roll up our sleeves and work together with Congress -- to help build a better America, a better world, and a better tomorrow.**

We've gathered here today to seize a historic opportunity to do just that. Earlier this month, I sent Congress our request for an extension of the "fast track" procedures for implementing new trade agreements. It's a simple concept. For the better part of this century, Congress and the Executive have recognized that negotiating trade agreements requires special cooperation. Through the fast track, Congress made sure the President went to the table equipped with the same bargaining power as his counterparts: the ability to ensure that the agreement reached overseas would be the agreement voted upon at home.

Many of you know what it's like to run a business. And you understand how critical it is to have this simple authority -- the authority to reach across the table and shake hands on a deal. That's why we need an extension of "fast track" now -- to pursue critical new trade initiatives of unprecedented promise -- like the Uruguay Round, the North American Free Trade Agreement, and our Enterprise for the Americas Initiative.

Every country in the region will reap great benefits from these bold new trade ventures. **But when it comes to a truly open global economy, no country stands to gain more than the United**

States. Unfortunately, a vote against extension would cut off the chance to negotiate any new agreements. Simply put, a vote against fast track is a vote against trade. **And instead of moving forward on the fast track -- America will be facing a dead end.**

In order to sustain the expansion of exports and economic growth, we must continue our efforts to open world markets. The free trade talks with Mexico and Canada and our Enterprise for the Americas Initiative are part of our strategy for expanding U.S. trade, economic, and business ties with our neighbors in Latin America. We have a vital stake in the region. Obviously, we have an interest in promoting stability and economic growth. But our relationship goes well beyond that. We have bonds of culture, heritage, and family that transcend business and politics. Like many in this room, millions of Americans trace their roots to Latin America. And you have brought the genius and vitality of Latin culture as your distinctive contribution to the special magic of this great country.

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# # #

McNally/Dooley
Mar. 13, 1991
Draft One (B:HISP-BUS)

PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE
ROOM 450, O.E.O.B.
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deal for both sides

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McNally/Dooley
Mar. 13, 1991
Draft One (B:HISP-BUS)

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# # #

Simon edits

McNally/Dooley
Mar. 14, 1991
Draft Three (B:HISP-BUS)

PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE
~~ROOM 450, O.E.O.B.~~ EAST ROOM
TUESDAY, MAR. 19, 1991 2:00 P.M.

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Executive Order signing has been cancelled

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# # #

Document No. 1912

WHITE HOUSE STAFFING MEMORANDUM

91 MAR 15 P12:46

DATE: 3/14/91 ACTION/CONCURRENCE/COMMENT DUE BY: 3/15/91 10:00a.m.

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☑	MCCLURE	☑	☐
SUNUNU	☐	☐	NEWMAN	☐	☐
SCOWCROFT	☑	☐	PORTER	☑	☐
DARMAN	☑	☐	ROGICH	☑	☐
BRADY	☐	☑	UNTERMEYER	☐	☐
CARD	☐	☑	SNOW	☐	☑
DEMAREST	☑	☐	_____	☐	☐
FITZWATER	☐	☑	_____	☐	☐
GRAY	☑	☐	_____	☐	☐
HOLIDAY	☑	☐	_____	☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., Friday March 15, with a copy to this office. Thank you.

RESPONSE:

March 15, 1991

TO: TONY SNOW

NSC concurs with the attached as revised.

Brent Scowcroft

cc: Phillip Brady

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

RECEIVED

91 MAR 14 P 1 : 59

Insert A

Insert at bottom of Page 1

He gave what Abraham Lincoln called "the last true measure of devotion" to his country. Now, with victory achieved, we must show the nation and the world that his sacrifice and devotion to duty were not in vain.

Insert B

Insert in middle of page 3

In my meetings with leaders of this hemisphere I've told them that the United States will not forget its neighbors - that we won't be distracted by crises or other events elsewhere. I intend to keep this promise -- and the Fast Track authority is an ~~vital~~ essential component of U.S. credibility.

McNally/Dooley
Mar. 14, 1991
Draft Three (B:HISP-BUS)

91 MAR 14 PM 1:06

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ROOM 450, O.E.O.B.
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(what does this mean?)

grew

* Treasury, State, EPA + USDA should be included because of EAI.

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Every country in the region will [reap great] benefits from these bold new trade ventures. But when it comes to a truly open global economy, no country stands to gain more than the United

States. Unfortunately, a vote against extension would cut off the chance to negotiate any new agreements. Simply put, a vote against fast track is a vote against trade. **And instead of moving forward on the fast track -- America will be facing a dead end.**

In order to sustain the expansion of exports and economic growth, we must continue our efforts to open world markets. The free trade talks with Mexico and Canada and our Enterprise for the Americas Initiative are part of our strategy for expanding U.S. trade, economic, and business ties with our neighbors in Latin America. Insert B ^ We have a vital stake in the region. Obviously, we have an interest in promoting stability and economic growth. But our relationship goes well beyond that. We have bonds of culture, heritage, and family that transcend business and politics. Like many in this room, millions of Americans trace their roots to Latin America. And you have brought the genius and vitality of Latin culture as your distinctive contribution to the special magic of this great country.

We want to tap that genius and vitality. Before the debt crisis, Latin America was a key market for U.S. trade. It remains a natural market for U.S. goods, services, and investments. And here, Hispanic businessmen and women are a critical American resource. You have been at the forefront of our trade with Mexico, the Caribbean, and Latin America. [You speak the language and understand the culture.] **You have shown the determination, the ingenuity, and the vision that have created the enterprises that drive our economy and enrich our lives.** That's why we need

your leadership. And that's why we need your support in urging the Congress to back fast track, the North American free trade agreement, and our Enterprise for the Americas Initiative.

A North American Free Trade Area would bring together 360 million consumers, and a total output of six trillion dollars. It would create an enormous new market, honing America's competitive edge against the increasingly unified markets of Europe and Asia. At home it will mean a stronger economy, with increased exports, and increased access to lower-cost, higher quality products. And by boosting economic prosperity in the U.S., Mexico, and Canada, it will help us progress on issues such as drugs, education, immigration, and the environment.

Like these free trade proposals, our Enterprise for the Americas Initiative was spurred by a common concern for not only economic growth, but also environmental health. I've said many times that environmental destruction knows no borders. And I'm very pleased today to be able to mark this distinguished gathering by signing [an Executive Order that begins the process of joint cooperation to improve the environment in our] into law an unprecedented new initiative to clean up the neighborhood -- the hemispheric neighborhood.

This Executive Order, implementing part of the Enterprise for the Americas Initiative, will not only [authorize] activate the unique "debt for nature" provisions of the [plan] recent legislation, but also create an "Environment for the Americas Board." Taken together, these new efforts will permit qualified Latin American nations to [pay off their debts through deposits] reduce the burden of their government to government debt to the U.S. and to pay the interest on the remainder in local currency -- and then to unleash these local funds to help clean up the environment.

Every nation has much to gain from an era of open [doors], open [minds], and open trade: A new season of sustained economic growth. Unprecedented regional stability. Lower prices and greater choices for consumers. More jobs. And an improved standard of living for our people and our neighbors. Country by country, around the world, the people of the more developed nations enjoy cleaner rivers, purer air, better health, and longer lives than their less developed counterparts. **Development and prosperity mean less pollution, not more.** \\\

Today in Washington, we make good on a promise to Mother Nature. And today in California, Mother Nature makes good on an annual promise of her own. Today the swallows return to Mission San Juan Capistrano. It is a harbinger of spring -- a time of change, new growth, new beginnings.

Yes, many challenges remain. **But you can make a difference. You can encourage support for these bold initiatives. You can encourage Congress to act to provide new markets, more jobs, and new business opportunities for all Americans.** And, working together, we can help realize the dream of the Americas -- a community of nations, prosperous and free -- and the world's first completely democratic hemisphere. \\\

Thank you for coming to the White House today. God bless you and the United States. And now, I will sign [into law] Executive Order No. _____, the "Implementation of the Enterprise for the Americas Initiative."

# # #

THE WHITE HOUSE

WASHINGTON

91 MAR 19 A9:33

March 15, 1991

MEMORANDUM FOR TONY SNOW

FROM: ROGER B. PORTER RBP

SUBJECT: Presidential Remarks: Hispanic Alliance for Free Trade

We have reviewed the Presidential remarks to the Hispanic Alliance for Free Trade and have indicated comments on pages three and four of the attached copy.

Attachment

c: Phillip D. Brady

Document No. _____

WHITE HOUSE STAFFING MEMORANDUM

DATE: 3/14/91 **ACTION/CONCURRENCE/COMMENT DUE BY:** 3/15/91 10:00a.m.

SUBJECT: PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☑	MCCLURE	☑	☐
SUNUNU	☐	☐	NEWMAN	☐	☐
SCOWCROFT	☑	☐	PORTER	☑	☐
DARMAN	☑	☐	ROGICH	☑	☐
BRADY	☐	☑	UNTERMEYER	☐	☐
CARD	☐	☑	SNOW	☐	☑
DEMAREST	☑	☐	_____	☐	☐
FITZWATER	☐	☑	_____	☐	☐
GRAY	☑	☐	_____	☐	☐
HOLIDAY	☑	☐	_____	☐	☐

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 10:00 a.m., Friday March 15, with a copy to this office. Thank you.

RESPONSE:

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

McNally/Dooley
Mar. 14, 1991
Draft Three (B:HISP-BUS)

91 MAR 14 PM 1:06

PRESIDENTIAL REMARKS: HISPANIC ALLIANCE FOR FREE TRADE
ROOM 450, O.E.O.B.
TUESDAY, MAR. 19, 1991 _:00 _.M.

Thank you. Welcome to the White House. It's good to see Bob Mosbacher, who's doing such an outstanding job as Secretary of Commerce. Carla Hills, our very able Trade Representative. And it's always a pleasure to welcome so many distinguished members of Congress down to this end of Pennsylvania Avenue. \\\

The people gathered here span the 50 states, from California to New York, from Texas to Florida, hometown heroes who are here to help lead America into the 21st Century. And it brings to mind another group of heroes -- the all-American heroes we see on television almost every night now, stepping off the planes and into the history books -- **the courageous men and women of Operation Desert Storm!** \\\

Thinking of them, and looking out at this impressive gathering, I can't help but think of the incredible contributions Hispanic-Americans have made to the defense of this Nation in peacetime and in war -- earning the highest percentage of Congressional Medals of Honor. America's brave Hispanic troops in the Gulf served with tremendous distinction and pride. I think of heroes like Capt. Manuel Rivera, who overcame the obstacles of growing up in the South Bronx to become an accomplished Marine pilot. One of the first to fall in the air war, he dreamed of becoming an astronaut. **And today he has taken his place in the stars, so that we might find a better way on Earth.** \\\

The Coalition triumph in the Gulf serves to remind us how much the world continues to look to the United States for leadership. And as I said last week in my address to the Joint Session, **the real way to honor the sacrifice of our troops is to roll up our sleeves and work together with Congress -- to help build a better America, a better world, and a better tomorrow.**

We've gathered here today to seize a historic opportunity to do just that. Earlier this month, I sent Congress our request for an extension of the "fast track" procedures for implementing new trade agreements. It's a simple concept. For the better part of this century, Congress and the Executive have recognized that negotiating trade agreements requires special cooperation. Through the fast track, Congress made sure the President went to the table equipped with the same bargaining power as his counterparts: the ability to ensure that the agreement reached overseas would be the agreement voted upon at home.

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Ambassador Hills is working hard to achieve success in the Uruguay Round -- to open markets to U.S. goods and services worldwide.

States. Unfortunately, a vote against extension would cut off the chance to negotiate any new agreements. Simply put, a vote against fast track is a vote against trade. **And instead of moving forward on the fast track -- America will be facing a dead end.**

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to clear the way for the Uruguay Round,

your leadership. **And that's why we need your support in urging the Congress to back fast track, the North American free trade agreement, and our Enterprise for the Americas Initiative.**

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