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# FOIA MARKER

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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 Files, 1989-1993

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**OA/ID Number:** 13563  
**Folder ID Number:** 13563-003

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**Folder Title:**  
Associated General Contractors 4/15/91 [OA 6031]

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Stack:	Row:	Section:	Shelf:	Position:
<b>G</b>	<b>26</b>	<b>16</b>	<b>7</b>	<b>6</b>

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# WHITE HOUSE STAFFING MEMORANDUM

DATE: 04/14/91 ACTION/CONCURRENCE/COMMENT DUE BY: ----

SUBJECT: PRESIDENTIAL REMARKS: ASSOCIATED GENERAL CONTRACTORS  
(04/12 draft two)

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

The attached has been forwarded to the President.

RESPONSE:

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

THE WHITE HOUSE  
WASHINGTON

91 APR 12 PM 9:58

April 12, 1991

MEMORANDUM FOR THE PRESIDENT

THROUGH: TONY SNOW *TS*

FROM: CURT SMITH *CS*

SUBJECT: ASSOCIATED GENERAL CONTRACTORS

I. SUMMARY

At 10:00 a.m. on Monday, April 15, you will address a group from the Associated General Contractors in Room 450 of the OEOB. Following your remarks, Secretary Skinner will address the group, and the third speaker will be Tom Duesterberg, Assistant Secretary for International Economic Policy at the Commerce Department.

II. DISCUSSION

The remarks ask for the Associated General Contractors' support in keeping fast-track authority, and go on to explain why fast-track is so important -- both to America, and our neighbors. They also emphasize the efforts underway, by both Mexico and the United States, to make sure that industrial expansion in both nations is environmentally sound.

# # #

(Smith/Dooley)  
April 12, 1991  
Draft Two  
FAST

PRESIDENTIAL REMARKS: ASSOCIATED GENERAL CONTRACTORS  
ROOM 450  
MONDAY, APRIL 15, 1991  
10 A.M.

President Black, Members of the Associated General Contractors. Let me welcome you to the White House. I appreciate the chance to address a group whose loyalty has meant much to me, and to our Nation. /

I can't thank you enough for your support during Operation Desert Storm. You helped show that aggression would not stand. / I salute you -- as do the finest sailors, soldiers, airmen, Coast Guardsmen, and Marines any Nation has ever known.

Thank you also for your help in the past in promoting the cause of free trade -- especially during negotiations for the U.S.-Canada Free Trade Agreement.

Today, I ask for your support again. Support which can enhance our ability to compete in the global marketplace and our ability to negotiate with our trading partners. // I refer to the Fast-Track authority in trade negotiations which I have asked Congress to approve. //

Fast-Track is a way of assuring our trading counterparts that the agreements that they reach with us at the bargaining table -- the ones they reach with our negotiators -- will be the same ones that Congress has a chance to vote on, up or down. / Some allege that Congress has no say. That's simply not true. //

Fast-Track doesn't affect Congress' power to accept or reject trade agreements. But it does prevent 11th-hour changes to agreements that have been hammered out -- changes that force everyone to start all over again. //

We need Fast-Track authority to pursue vital trade objectives -- the Uruguay Round, the North American Free Trade Agreement, and the Enterprise for the Americas Initiative. If we lose our Fast-Track Authority, we lose any hope of achieving these three vital agreements. We lose trade. We lose jobs. And we jeopardize economic growth. //

Here's the key. A vote against Fast-Track is a vote against things that we all hold dear -- prosperity at home, and growth in other lands. It ignores the dramatic and wonderful changes in the world economy. // We want to play a leading role in that emerging, exciting world. We don't want to hide from it. We want to join in the thrilling business of innovation. We do not want to chain people to outmoded technologies and ideas. //

Right now, we have the chance to expand opportunity and economic growth from the Yukon to the Yucatan. Think of it. The North American Free Trade Agreement would link us with our largest trading partner, Canada, and our third-largest partner, Mexico. It would create the largest, richest trade zone on earth -- 360 million consumers in a market that generates \$6 trillion in output in a single year. //

A unified North American market would let each of our countries build on our own strengths. It would create more and

better jobs for U.S. workers. Let me repeat that one: It would provide more and better jobs for U.S. workers. / It would stimulate price competition, lower consumer prices, and improve product quality. The agreement would promote productivity and produce a higher standard of living throughout the continent. //

As we help Mexico achieve prosperity, we will help the environment. Only through economic growth will Mexico obtain the resources necessary to address its tremendous environmental needs -- such as new wastewater systems for their border cities and air pollution control equipment for Mexico City.

And Mexico is committed to environmentally sound industrial expansion. President Salinas has promised his people that the economic growth coming out of the Free Trade Agreement will be "clean growth" -- and that dirty industries are not welcome. New Mexican laws, requiring environmental impact assessments for all investments in new industrial facilities will make this commitment a reality.

As we increase trade with Mexico, we also will help Mexican workers. Mexican wages have risen very quickly in recent years, with no tangible impact on America's pay scales. // That being true, someone should ask the opponents of Fast-Track why they oppose prosperity in Mexico.

We have much to gain from extending Fast-Track -- a new era of open, free, and fair trade. A vote on Fast-Track is really a vote on what kind of America we want to build. A "no" vote will show we fear the future, not welcome it. A "yes" vote, on the

other hand, will express confidence in American-know and ingenuity. I say we believe in ourselves. //

So I will be fighting my heart out to win the passage of this legislation. I ask for your support for America's heart. Thank you, God bless you and the United States of America.

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TO POTUS  
THE WHITE HOUSE  
WASHINGTON  
91 APR 12 10:02

April 12, 1991

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(Smith/Dooley)  
April 12, 1991  
Draft Two  
FAST

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# # # #

ASSOCIATED GENERAL CONTRACTORS \ ROOM 450  
MONDAY, APRIL 15, 1991 \ 10 A.M.

PRESIDENT BLACK, MEMBERS OF THE ASSOCIATED GENERAL CONTRACTORS. LET ME WELCOME YOU TO THE WHITE HOUSE. I APPRECIATE THE CHANCE TO ADDRESS A GROUP WHOSE LOYALTY HAS MEANT MUCH TO ME, AND TO OUR NATION. /

I CAN'T THANK YOU ENOUGH FOR YOUR SUPPORT DURING OPERATION DESERT STORM. YOU HELPED SHOW THAT AGGRESSION WOULD NOT STAND.

- 2 -

I SALUTE YOU -- AS DO THE FINEST  
AIRMEN, COAST GUARDSMEN, AND MARINES  
EVER KNOWN.

THANK YOU ALSO FOR YOUR HELP  
PROMOTING THE CAUSE OF FREE TRADE  
NEGOTIATIONS FOR THE U.S.-CANADA

TODAY, I ASK FOR YOUR SUPPORT  
CAN ENHANCE OUR ABILITY TO COMPETE  
MARKETPLACE AND OUR ABILITY TO NEGOTIATE  
TRADING PARTNERS. //

of all peoples.  
aggression, reduced and controlled arsenals, and just treatment  
relations: peaceful settlement of disputes, solidarity against  
large and small, to a set of principles that undergird our  
hopes for a world based on a shared commitment, among nations  
hopes for

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I REFER TO THE FAST-TRACK AUTHORITY IN TRADE NEGOTIATIONS WHICH I HAVE ASKED CONGRESS TO APPROVE. //

FAST-TRACK IS A WAY OF ASSURING OUR TRADING COUNTERPARTS THAT THE AGREEMENTS THAT THEY REACH WITH US AT THE BARGAINING TABLE -- THE ONES THEY REACH WITH OUR NEGOTIATORS -- WILL BE THE SAME ONES THAT CONGRESS HAS A CHANCE TO VOTE ON, UP OR DOWN. / SOME ALLEGE THAT CONGRESS HAS NO SAY. THAT'S SIMPLY NOT TRUE. //

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FAST-TRACK DOESN'T AFFECT CONGRESS' POWER TO ACCEPT OR REJECT TRADE AGREEMENTS. BUT IT DOES PREVENT 11TH-HOUR CHANGES TO AGREEMENTS THAT HAVE BEEN HAMMERED OUT -- CHANGES THAT FORCE EVERYONE TO START ALL OVER AGAIN. //

WE NEED FAST-TRACK AUTHORITY TO PURSUE VITAL TRADE OBJECTIVES -- THE URUGUAY ROUND, THE NORTH AMERICAN FREE TRADE AGREEMENT, AND THE ENTERPRISE FOR THE AMERICAS INITIATIVE.

IF WE LOSE OUR FAST-TRACK AUTHORITY, WE LOSE ANY HOPE OF ACHIEVING THESE THREE VITAL AGREEMENTS. WE LOSE TRADE. WE LOSE JOBS. AND WE JEOPARDIZE ECONOMIC GROWTH. //

HERE'S THE KEY. A VOTE AGAINST FAST-TRACK IS A VOTE AGAINST THINGS THAT WE ALL HOLD DEAR -- PROSPERITY AT HOME, AND GROWTH IN OTHER LANDS. IT IGNORES THE DRAMATIC AND WONDERFUL CHANGES IN THE WORLD ECONOMY. //

WE WANT TO PLAY A LEADING ROLE IN THAT EMERGING, EXCITING WORLD. WE DON'T WANT TO HIDE FROM IT. WE WANT TO JOIN IN THE THRILLING BUSINESS OF INNOVATION. WE DO NOT WANT TO CHAIN PEOPLE TO OUTMODED TECHNOLOGIES AND IDEAS. //

RIGHT NOW, WE HAVE THE CHANCE TO EXPAND OPPORTUNITY AND ECONOMIC GROWTH FROM THE YUKON TO THE YUCATAN. THINK OF IT.

- 7 -

THE NORTH AMERICAN FREE TRADE AGREEMENT WOULD LINK US WITH OUR LARGEST TRADING PARTNER, CANADA, AND OUR THIRD-LARGEST PARTNER, MEXICO. IT WOULD CREATE THE LARGEST, RICHEST TRADE ZONE ON EARTH -- 360 MILLION CONSUMERS IN A MARKET THAT GENERATES \$6 TRILLION IN OUTPUT IN A SINGLE YEAR. //

A UNIFIED NORTH AMERICAN MARKET WOULD LET EACH OF OUR COUNTRIES BUILD ON OUR OWN STRENGTHS. IT WOULD CREATE MORE AND BETTER JOBS FOR U.S. WORKERS.

- 8 -

LET ME REPEAT THAT ONE: IT WOULD CREATE MORE AND BETTER JOBS FOR U.S. WORKERS. / IT WOULD STIMULATE PRICE COMPETITION, LOWER CONSUMER PRICES, AND IMPROVE PRODUCT QUALITY. THE AGREEMENT WOULD PROMOTE PRODUCTIVITY AND PRODUCE A HIGHER STANDARD OF LIVING THROUGHOUT THE CONTINENT. //

AS WE HELP MEXICO ACHIEVE PROSPERITY, WE WILL HELP THE ENVIRONMENT.

**ONLY THROUGH ECONOMIC GROWTH WILL MEXICO OBTAIN THE RESOURCES NECESSARY TO ADDRESS ITS TREMENDOUS ENVIRONMENTAL NEEDS -- SUCH AS NEW WASTEWATER SYSTEMS FOR THEIR BORDER CITIES AND AIR POLLUTION CONTROL EQUIPMENT FOR MEXICO CITY.**

**AND MEXICO IS COMMITTED TO ENVIRONMENTALLY SOUND INDUSTRIAL EXPANSION. PRESIDENT SALINAS HAS PROMISED HIS PEOPLE THAT THE ECONOMIC GROWTH COMING OUT OF THE FREE TRADE AGREEMENT WILL BE "CLEAN GROWTH" -- AND THAT DIRTY INDUSTRIES ARE NOT WELCOME.**

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**NEW MEXICAN LAWS, REQUIRING ENVIRONMENTAL IMPACT ASSESSMENTS FOR ALL INVESTMENTS IN NEW INDUSTRIAL FACILITIES WILL MAKE THIS COMMITMENT A REALITY.**


**AS WE INCREASE TRADE WITH MEXICO, WE ALSO WILL HELP MEXICAN WORKERS. MEXICAN WAGES HAVE RISEN VERY QUICKLY IN RECENT YEARS, WITH NO TANGIBLE IMPACT ON AMERICA'S PAY SCALES. // THAT BEING TRUE, SOMEONE SHOULD ASK THE OPPONENTS OF FAST-TRACK WHY THEY OPPOSE PROSPERITY IN MEXICO.**



- 11 -

WE HAVE MUCH TO GAIN FROM EXTENDING FAST-TRACK -- A NEW ERA OF OPEN, FREE, AND FAIR TRADE. A VOTE ON FAST-TRACK IS REALLY A VOTE ON WHAT KIND OF AMERICA WE WANT TO BUILD. A "NO" VOTE WILL SHOW WE FEAR THE FUTURE, NOT WELCOME IT. A "YES" VOTE, ON THE OTHER HAND, WILL EXPRESS CONFIDENCE IN AMERICAN-KNOW AND INGENUITY. I SAY WE BELIEVE IN OURSELVES. //

SO I WILL BE FIGHTING MY HEART OUT TO ASSURE CONGRESSIONAL APPROVAL OF FAST-TRACK.



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SO I WILL BE FIGHTING MY HEART OUT TO WIN THE PASSAGE OF THIS LEGISLATION. *assure long approval of fast-track*

I ASK FOR YOUR SUPPORT FOR AMERICA'S HEART. THANK YOU, GOD BLESS YOU AND THE UNITED STATES OF AMERICA.

# # #

**WHITE HOUSE STAFFING MEMORANDUM**

91 APR 12 P6:10

DATE: 04/12/91 ACTION/CONCURRENCE/COMMENT DUE BY: 7:00 p.m. TONIGHT

SUBJECT: PRESIDENTIAL REMARKS: AMERICAN CONTRACTORS  
(04/12 draft two)

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HOLIDAY <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<i>HASS</i> SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	UNTERMEYER	<input type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	BOSKIN <i>1st of 5pm N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:  
 Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 7:00 p.m. TONIGHT, with a copy to this office. Thanks.

RESPONSE:

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

91 APR 12 PM 5:38

(Smith/Dooley)  
April 12, 1991  
Draft Two  
FAST

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ROOM 450  
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product quality. The agreement would promote productivity and produce a higher standard of living throughout the continent. //

Some say to help ourselves we must hurt our neighbors. We believe that, for instance, in helping Mexico as we help ourselves. Our trade with Mexico has grown, so have the wages of Mexican workers. Mexican wages have risen very quickly in recent years, with no tangible impact on America's pay scales. // That being true, someone should ask the opponents of Fast-Track why they oppose prosperity in Mexico.

We have much to gain from extending Fast-Track -- a new era of open, free, and fair trade. A vote on Fast-Track is really a vote on what kind of America we want to build. A "no" vote will show we fear the future, not welcome it. A "yes" vote, on the other hand, will express confidence in American-know and ingenuity. I say we believe in ourselves. //

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THE WHITE HOUSE  
WASHINGTON

91 APR 12 P7:08

*Contract Office*

**FACSIMILE TRANSMITTAL SHEET**

TO Nancy

FAX NUMBER 0218

FROM James Spell

TELEPHONE NUMBER 451e-2632

NUMBER OF PAGES (excluding Transmittal Sheet) 1

COMMENTS American Contractors : Presidential  
Remarks

Addition to American Contractors speech

p. 3

insert after first full paragraph:

As we help Mexico achieve prosperity, we will also help the environment. It is only through economic growth that Mexicans will obtain the resources necessary to address their tremendous environmental needs -- such as new waste water systems for their border cities and air pollution control equipment for Mexico City.

And Mexico is committed to environmentally-sound industrial expansion. President Salinas has promised his people that the economic growth coming out of the Free Trade Agreement will be "clean growth" -- and that dirty industries are not welcome. New Mexican laws, requiring environmental impact assessments for all investments in new industrial facilities will make this commitment a reality.

**WHITE HOUSE STAFFING MEMORANDUM**

91 APR 12 P6:53

DATE: 04/12/91 ACTION/CONCURRENCE/COMMENT DUE BY: 7:00 p.m. TONIGHT

SUBJECT: PRESIDENTIAL REMARKS: AMERICAN CONTRACTORS  
(04/12 draft two)

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	<u>ROGERS</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>SNOW</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>BOSKIN</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:  
 Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 7:00 p.m. TONIGHT, with a copy to this office. Thanks.

RESPONSE:

NO COMMENTNS. THANKS.  
 HOLLY WILLIAMSON *HW*  
 4-12-91

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

Document No. 229079

### WHITE HOUSE STAFFING MEMORANDUM

DATE: 04/12/91 ACTION/CONCURRENCE/COMMENT DUE BY: [REDACTED]

SUBJECT: PRESIDENTIAL REMARKS: AMERICAN CONTRACTORS  
(04/12 draft two)

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	UNTERMEYER	<input type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	<u>ROGERS</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>SNOW</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>BOSKIN</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

91 APR 22 12:47

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 7:00 p.m. TONIGHT, with a copy to this office. Thanks.

RESPONSE:

*pls see Comments (p. 3)*

*FDW*  
*4/12/91*

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

3

product quality. The agreement would promote productivity and produce a higher standard of living throughout the continent. //

*Very unclear*

Some say to help ourselves we must hurt our neighbors. We believe that, for instance, in helping Mexico as we help ourselves. Our trade with Mexico has grown, so have the wages of Mexican workers. Mexican wages have risen very quickly in recent years, with no tangible impact on America's pay scales. // That being true, someone should ask the opponents of Fast-Track why they oppose prosperity in Mexico.

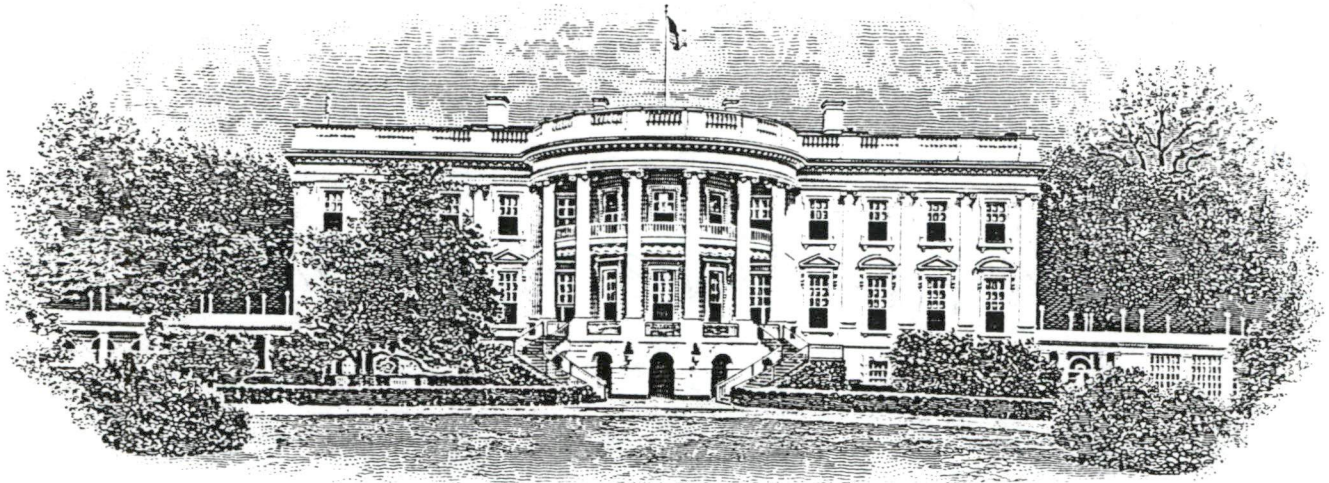
We have much to gain from extending Fast-Track -- a new era of open, free, and fair trade. A vote on Fast-Track is really a vote on what kind of America we want to build. A "no" vote will show we fear the future, not welcome it. A "yes" vote, on the other hand, will express confidence in American-know and ingenuity. I say we believe in ourselves. //

So I will be fighting my heart out to win the passage of this legislation. I ask for your support for America's heart. Thank you, God bless you and the United States of America.

# # # #

THE WHITE HOUSE

WASHINGTON



FACSIMILE TRANSMITTAL SHEET

DATE 4/12/91

TO Grandpa Harry

FAX NUMBER 1-814-432-4101

OFFICE NUMBER \_\_\_\_\_

DEPARTMENT OF COMMUNICATIONS

FROM Julie who

COMMENTS Have a great  
Weekend!

Love ya.

OFFICE NUMBER \_\_\_\_\_

Associated General Contractors  
Secretary Skinner - after POTUS  
Marvin Black  
U.S. - Canada Free Trade Agreement



## THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA

1957 E Street, N.W. • Washington, D.C. 20006 • (202) 393-2040 • FAX (202) 347-4004

MARVIN M. BLACK, President

ROBINS H. JACKSON, Senior Vice President

BYRON L. FARRELL, Vice President

LAWRENCE J. MCGOUGH, Treasurer

HUBERT BEATTY, Executive Vice President

April 10, 1991

The President  
The White House  
Washington, DC 20500

Dear Mr. President:

The leaders of our Chapters nationwide and the Officers of the Associated General Contractors of America are looking forward to their briefing in Room 450 of the Old Executive Office at 10:00 a.m. Monday, April 15.

Two important issues in which they are particularly interested are also high on your agenda, Civil Rights legislation and the U.S.-Mexico Free Trade agreement on a fast-track basis.

As you know, AGC strongly opposed the quota-inducing provisions of the Kennedy/Hawkins bill, worked hard to help sustain your well-deserved veto of it, and remains totally committed in its opposition to this quota-inducing, nation-splitting version of last year's bill.

AGC fully supported the U.S.-Canada Free Trade agreement and had no difficulty doing so based on the association's long-standing support of a free market economy.

The U.S.-Mexico Free Trade agreement was discussed last month by our Executive Committee in anticipation of a request from your Administration for support of it. We were requested to prepare, for consideration at our Executive Committee meeting on May 6, a list of the pros and cons of the U.S.-Mexico Free Trade agreement.

In that regard, too, it would be of inestimable help if you could address the briefing of the association's nationwide chapter and national leadership at their April 15 briefing. That occasion would also facilitate our presentation of AGC's S.I.R. Award for your Skill, Integrity and Responsibility in freeing Kuwait.

We hope that your schedule will permit you to address our Leadership Conference on April 15, and we believe it to be an excellent forum that will reflect continued strong and unwavering support of your magnificent leadership.

Sincerely,

Hubert Beatty  
Executive Vice President

cc: The Honorable John H. Sununu

Potter's

91 APR 12 P5:39

(Smith/Dooley)  
April 12, 1991  
Draft Two  
FAST

PRESIDENTIAL REMARKS:

*Associated General Contractors*  
~~AMERICAN CONTRACTORS~~  
ROOM 450  
MONDAY, APRIL 15, 1991  
10 A.M.

President Black, Members of the *Associated* ~~American~~ General Contractors. Let me welcome you to the White House. I appreciate the chance to address a group whose loyalty has meant much to me, and to our Nation. /

I can't thank you enough for your past support -- especially in the Persian Gulf. You helped show that aggression would not stand. / I salute you -- as do the finest sailors, soldiers, airmen, Coast Guardsmen, and Marines any Nation has ever known.

Today, I ask for your support again. Support which can enhance our ability to compete in the global marketplace and our ability to negotiate with our trading partners. // I refer to the Fast-Track authority in trade negotiations which I have asked Congress to approve. //

Fast-Track is a way of assuring our trading counterparts that the agreements that they reach with us at the bargaining table -- the ones they reach with our negotiators -- will be the same ones that Congress has a chance to vote on, up or down. / Some allege that Congress has no say. That's simply not true. //

Fast-Track doesn't affect Congress' power to accept or reject trade agreements. But it does prevent 11th-hour changes to agreements that have been hammered out -- changes that force everyone to start all over again. //

We need Fast-Track authority to pursue vital trade objectives -- the Uruguay Round, the North American Free Trade Agreement, and the Enterprise for the Americas Initiative. If we lose our Fast-Track Authority, we lose any hope of achieving these three vital agreements. We lose trade. We lose jobs. And we jeopardize economic growth. //

Here's the key. A vote against Fast-Track is a vote against things that we all hold dear -- prosperity at home, and growth in other lands. It ignores the dramatic and wonderful changes in the world economy. // We want to play a leading role in that emerging, exciting world. We don't want to hide from it. We want to join in the thrilling business of innovation. We do not want to chain people to outmoded technologies and ideas. //

Right now, we have the chance to expand opportunity and economic growth from the Yukon to the Yucatan. Think of it. The North American Free Trade Agreement would link us with our largest trading partner, Canada, and our third-largest partner, Mexico. It would create the largest, richest trade zone on earth -- 360 million consumers in a market that generates \$6 trillion in output in a single year. //

A unified North American market would let each of our countries build on our own strengths. It would <sup>create</sup> provide more and better jobs for U.S. workers. Let me repeat that one: It would provide more and better jobs for U.S. workers. / It would stimulate price competition, lower consumer prices, and improve

product quality. The agreement would promote productivity and produce a higher standard of living throughout the continent. //

Some say to help ourselves we must hurt our neighbors. We believe that, for instance, in helping Mexico as we help ourselves. Our trade with Mexico has grown, so have the wages of Mexican workers. Mexican wages have risen very quickly in recent years, with no tangible impact on America's pay scales. // That being true, someone should ask the opponents of Fast-Track why they oppose prosperity in Mexico.

We have much to gain from extending Fast-Track -- a new era of open, free, and fair trade. A vote on Fast-Track is really a vote on what kind of America we want to build. A "no" vote will show we fear the future, not welcome it. A "yes" vote, on the other hand, will express confidence in American-know and ingenuity. I say we believe in ourselves. //

So I will be fighting my heart out to win the passage of this legislation. I ask for your support for America's heart. Thank you, God bless you and the United States of America.

# # # #

**WHITE HOUSE STAFFING MEMORANDUM**

DATE: 04/13/91 ACTION/CONCURRENCE/COMMENT DUE BY: ----

SUBJECT: PRESIDENTIAL REMARKS: ASSOCIATED GENERAL CONTRACTORS  
(04/12 draft two)

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	NEWMAN	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>ROGERS</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>SNOW</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>BOSKIN</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>_____</u>	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>_____</u>	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

The attached has been forwarded to the President.

RESPONSE:

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

THE WHITE HOUSE  
WASHINGTON

91 APR 12 PM 9:58

April 12, 1991

MEMORANDUM FOR THE PRESIDENT

THROUGH: TONY SNOW *TS*  
FROM: CURT SMITH *CS*  
SUBJECT: ASSOCIATED GENERAL CONTRACTORS

I. SUMMARY

At 10:00 a.m. on Monday, April 15, you will address a group from the Associated General Contractors in Room 450 of the OEOB. Following your remarks, Secretary Skinner will address the group, and the third speaker will be Tom Duesterberg, Assistant Secretary for International Economic Policy at the Commerce Department.

II. DISCUSSION

The remarks ask for the Associated General Contractors' support in keeping fast-track authority, and go on to explain why fast-track is so important -- both to America, and our neighbors. They also emphasize the efforts underway, by both Mexico and the United States, to make sure that industrial expansion in both nations is environmentally sound.

# # #

(Smith/Dooley)  
April 12, 1991  
Draft Two  
FAST

PRESIDENTIAL REMARKS: ASSOCIATED GENERAL CONTRACTORS  
ROOM 450  
MONDAY, APRIL 15, 1991  
10 A.M.

President Black, Members of the Associated General Contractors. Let me welcome you to the White House. I appreciate the chance to address a group whose loyalty has meant much to me, and to our Nation. /

I can't thank you enough for your support during Operation Desert Storm. You helped show that aggression would not stand. / I salute you -- as do the finest sailors, soldiers, airmen, Coast Guardsmen, and Marines any Nation has ever known.

Thank you also for your help in the past in promoting the cause of free trade -- especially during negotiations for the U.S.-Canada Free Trade Agreement.

Today, I ask for your support again. Support which can enhance our ability to compete in the global marketplace and our ability to negotiate with our trading partners. // I refer to the Fast-Track authority in trade negotiations which I have asked Congress to approve. //

Fast-Track is a way of assuring our trading counterparts that the agreements that they reach with us at the bargaining table -- the ones they reach with our negotiators -- will be the same ones that Congress has a chance to vote on, up or down. / Some allege that Congress has no say. That's simply not true. //

Fast-Track doesn't affect Congress' power to accept or reject trade agreements. But it does prevent 11th-hour changes to agreements that have been hammered out -- changes that force everyone to start all over again. //

We need Fast-Track authority to pursue vital trade objectives -- the Uruguay Round, the North American Free Trade Agreement, and the Enterprise for the Americas Initiative. If we lose our Fast-Track Authority, we lose any hope of achieving these three vital agreements. We lose trade. We lose jobs. And we jeopardize economic growth. //

Here's the key. A vote against Fast-Track is a vote against things that we all hold dear -- prosperity at home, and growth in other lands. It ignores the dramatic and wonderful changes in the world economy. // We want to play a leading role in that emerging, exciting world. We don't want to hide from it. We want to join in the thrilling business of innovation. We do not want to chain people to outmoded technologies and ideas. //

Right now, we have the chance to expand opportunity and economic growth from the Yukon to the Yucatan. Think of it. The North American Free Trade Agreement would link us with our largest trading partner, Canada, and our third-largest partner, Mexico. It would create the largest, richest trade zone on earth -- 360 million consumers in a market that generates \$6 trillion in output in a single year. //

A unified North American market would let each of our countries build on our own strengths. It would create more and

XTINA —

If he is going to repeat it - repeat it.

3

BRAD.

better jobs for U.S. workers. Let me repeat that one: It would <sup>CREATE</sup> provide more and better jobs for U.S. workers. / It would stimulate price competition, lower consumer prices, and improve product quality. The agreement would promote productivity and produce a higher standard of living throughout the continent. //

As we help Mexico achieve prosperity, we will help the environment. Only through economic growth will Mexico obtain the resources necessary to address its tremendous environmental needs -- such as new wastewater systems for their border cities and air pollution control equipment for Mexico City.

And Mexico is committed to environmentally sound industrial expansion. President Salinas has promised his people that the economic growth coming out of the Free Trade Agreement will be "clean growth" -- and that dirty industries are not welcome. New Mexican laws, requiring environmental impact assessments for all investments in new industrial facilities will make this commitment a reality.

As we increase trade with Mexico, we also will help Mexican workers. Mexican wages have risen very quickly in recent years, with no tangible impact on America's pay scales. // That being true, someone should ask the opponents of Fast-Track why they oppose prosperity in Mexico.

We have much to gain from extending Fast-Track -- a new era of open, free, and fair trade. A vote on Fast-Track is really a vote on what kind of America we want to build. A "no" vote will show we fear the future, not welcome it. A "yes" vote, on the

other hand, will express confidence in American-know and ingenuity. I say we believe in ourselves. //

So I will be fighting my heart out to win the passage of this legislation. I ask for your support for America's heart. Thank you, God bless you and the United States of America.

# # # #

WHITE HOUSE STAFFING MEMORANDUM  
91 APR 15 8:10

2718

DATE: 04/12/91

ACTION/CONCURRENCE/COMMENT DUE BY: 7:00 p.m. TONIGHT

SUBJECT: PRESIDENTIAL REMARKS: AMERICAN CONTRACTORS  
(04/12 draft two)

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<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 type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 7:00 p.m. TONIGHT, with a copy to this office. Thanks.

RESPONSE:

TO: TONY SNOW April 13, 1991

The NSC concurs with the attached statement. *Something has been left out on p.3.*  
*Brent*  
Brent Scowcroft

cc: Phillip Brady

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

91 APR 12 PM 5:38

(Smith/Dooley)  
April 12, 1991  
Draft Two  
FAST

PRESIDENTIAL REMARKS: AMERICAN CONTRACTORS  
ROOM 450  
MONDAY, APRIL 15, 1991  
10 A.M.

President Black, Members of the American General Contractors. Let me welcome you to the White House. I appreciate the chance to address a group whose loyalty has meant much to me, and to our Nation. /

I can't thank you enough for your past support -- especially in the Persian Gulf. You helped show that aggression would not stand. / I salute you -- as do the finest sailors, soldiers, airmen, Coast Guardsmen, and Marines any Nation has ever known.

Today, I ask for your support again. Support which can enhance our ability to compete in the global marketplace and our ability to negotiate with our trading partners. // I refer to the Fast-Track authority in trade negotiations which I have asked Congress to approve. //

Fast-Track is a way of assuring our trading counterparts that the agreements that they reach with us at the bargaining table -- the ones they reach with our negotiators -- will be the same ones that Congress has a chance to vote on, up or down. / Some allege that Congress has no say. That's simply not true. //

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We need Fast-Track authority to pursue vital trade objectives -- the Uruguay Round, the North American Free Trade Agreement, and the Enterprise for the Americas Initiative. If we lose our Fast-Track Authority, we lose any hope of achieving these three vital agreements. We lose trade. We lose jobs. And we jeopardize economic growth. //

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Right now, we have the chance to expand opportunity and economic growth from the Yukon to the Yucatan. Think of it. The North American Free Trade Agreement would link us with our largest trading partner, Canada, and our third-largest partner, Mexico. It would create the largest, richest trade zone on earth -- 360 million consumers in a market that generates \$6 trillion in output in a single year. //

A unified North American market would let each of our countries build on our own strengths. It would provide more and better jobs for U.S. workers. Let me repeat that one: It would provide more and better jobs for U.S. workers. / It would stimulate price competition, lower consumer prices, and improve

product quality. The agreement would promote productivity and produce a higher standard of living throughout the continent. //

Some say to help ourselves we must hurt our neighbors. We believe that, for instance, in helping Mexico as we help ourselves. Our trade with Mexico has grown, so have the wages of Mexican workers. Mexican wages have risen very quickly in recent years, with no tangible impact on America's pay scales. // That being true, someone should ask the opponents of Fast-Track why they oppose prosperity in Mexico.

*Somebody*

We have much to gain from extending Fast-Track -- a new era of open, free, and fair trade. A vote on Fast-Track is really a vote on what kind of America we want to build. A "no" vote will show we fear the future, not welcome it. A "yes" vote, on the other hand, will express confidence in American-know and ingenuity. I say we believe in ourselves. //

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# # # #

# WHITE HOUSE STAFFING MEMORANDUM

91 APR 16 9 35

DATE: 04/12/91 ACTION/CONCURRENCE/COMMENT DUE BY: 7:00 p.m. TONIGHT

SUBJECT: PRESIDENTIAL REMARKS: AMERICAN CONTRACTORS  
(04/12 draft two)

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	<u>ROGERS</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>SNOW</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u>BOSKIN</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:  
Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than 7:00 p.m. TONIGHT, with a copy to this office. Thanks.

RESPONSE: *No comment*

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

91 APR 12 PM 5:38

(Smith/Dooley)  
April 12, 1991  
Draft Two  
FAST

PRESIDENTIAL REMARKS: AMERICAN CONTRACTORS  
ROOM 450  
MONDAY, APRIL 15, 1991  
10 A.M.

President Black, Members of the American General Contractors. Let me welcome you to the White House. I appreciate the chance to address a group whose loyalty has meant much to me, and to our Nation. /

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product quality. The agreement would promote productivity and produce a higher standard of living throughout the continent. //

Some say to help ourselves we must hurt our neighbors. We believe that, for instance, in helping Mexico as we help ourselves. Our trade with Mexico has grown, so have the wages of Mexican workers. Mexican wages have risen very quickly in recent years, with no tangible impact on America's pay scales. // That being true, someone should ask the opponents of Fast-Track why they oppose prosperity in Mexico.

We have much to gain from extending Fast-Track -- a new era of open, free, and fair trade. A vote on Fast-Track is really a vote on what kind of America we want to build. A "no" vote will show we fear the future, not welcome it. A "yes" vote, on the other hand, will express confidence in American-know and ingenuity. I say we believe in ourselves. //

So I will be fighting my heart out to win the passage of this legislation. I ask for your support for America's heart. Thank you, God bless you and the United States of America.

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